PRIME SITES AVAILABLE FOR DEVELOPMENT

Developer Request for Proposals (RFP) Verona, Canastota, and Bridgeport, NY





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GENERAL INFORMATION

Several Oneida Indian Nation sites have been strategically selected and made available for third-party development to progress the economic vitality and well-being of the Central New York region. Sites are highly visible and accessible to the New York Interstate System (I-90) and proximate to regional destinations. Property owned by the Oneida Indian Nation offers outstanding benefits to interested developers due to the lower cost structure of tribally-owned land, a streamlined permitting process, and multiple tax incentive opportunities.

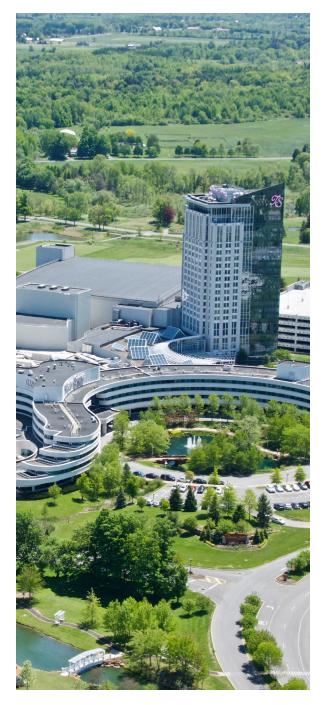
INTRODUCTION

Turning Stone Properties (TSP) is a development brand of the Oneida Indian Nation's Office of Economic Development. TSP provides businesses and organizations with the opportunity to develop on shovel ready land to benefit and grow the Central New York region. The Oneida Indian Nation owns approximately 18,000 acres of land in Oneida and Madison counties, as well as numerous businesses and enterprises, which employ more than 4,750 people, including Turning Stone Resort Casino, Yellow Brick Road Casino, Point Place Casino, Maple Leaf Market stores, SāvOn Convenience stores, an RV Park, and three marinas.

Oneida County has seen increased investment in recent years, which has significantly strengthened the local economy. Municipalities, such as the City of Rome, have had transformational changes resulting in increases in resident quality of life and expanded job opportunities. The Oneida Indian Nation has had a large impact on the region by continuing to expand throughout Central New York.

One of the top five tourist destinations in New York State, the Oneida Indian Nation's 3,400-acre Turning Stone Resort Casino, is one of these enterprises alone generating more than 4.5 million visits per year, and with more than \$1 billion in infrastructure, has been the catalyst for recent investment in Central New York.

In order to progress development, TSP is accepting development proposals from interested developers for the Oneida Indian Nation's properties in the vicinity of the New York State Thruway (I-90). These locations can be easily accessed from Interstate-81 and the City of Syracuse, which is less than 35 miles to the west.



BENEFITS OF COLLABORATING WITH TSP

OBJECTIVES

The development vision for the properties is two-fold; to assist the region with economic growth and provide compatible development that supports the community and surrounding enterprises of the Oneida Indian Nation.

BENEFITS

TSP has the ability to integrate development with Turning Stone Resort Casino, a destination resort attracting more than 4.5 million visitors each year, comprised of more than \$1 billion in infrastructure and tourism amenities.

The key benefits of partnering with Turning Stone Properties are:

SPEED TO MARKET

Streamlined regulatory processes for project permitting translates to measurable speed-to-market advantages and financial savings for the developer.

TSP has facilitated the construction of developments within Central New York over the last several years. Examples include:



9 MONTH CONCEPT TO OPENING YELLOW BRICK ROAD CASINO
70,000 SF RENOVATION

> 8 MONTH CONCEPT TO OPENING



 12 MONTH CONCEPT TO OPENING

LOWER COST STRUCTURE (SHORT-TERM AND LONG-TERM)

Developers will save on upfront costs and fees throughout the development process. Long term leases have a lower cost structure due to the property tax advantages of developing projects on Oneida Indian Nation land.

DIRECT INCENTIVES

Utilization of creative economic development benefits, such as direct incentives and tax increment financing arrangements.

PURPOSE OF THIS RFP

The purpose of this Request for Proposals (RFP) is to identify qualified developers interested in developing projects on available lands directly adjacent to Exits 33 and 34 of the New York State Thruway (I-90). Development is intended to generate commercial traffic and/or tourism, or significant job growth. The properties available for development are comprised of multiple parcels at various locations. Each have unique characteristics suitable for various development programs. Developers have the option of proposing projects associated with one, multiple, or all parcels for development via a ground lease scenario with the Oneida Indian Nation.

TSP is seeking developers with the capacity and creativity to transform the parcel(s) included in this RFP by following high development standards and presenting commercially viable projects. It is anticipated that the project will include an appropriate scale of development taking the surrounding context into consideration. The selected developer(s) will be expected to coordinate design and construction with the Oneida Indian Nation to ensure that the proposed project complies with the Nation's goals for development. Developers are encouraged to reference the Ordinances & Regulations for guidelines on development located at www.oneidaindiannation.com/ordinancesregulations.



RECENT MARKET ANALYSES

In support of anticipated development, TSP has completed several economic studies to identify economic opportunities and fiscal impacts, area analysis and descriptive data, retail analysis and market area trends associated with development. The studies indicated the properties are in a prime region for various uses ranging from light industrial to commercial/retail developments. Feasibility studies for an indoor waterpark and hotel resorts have been positive. Information from these studies may be available to interested parties upon request, subject to a non-disclosure agreement.

GENERAL MARKET CHARACTERISTICS



5.1 MILLION INDIVIDUALS WITHIN TURNING STONE'S 2.5 HOUR TRADE AREA



2 MILLION HOUSEHOLDS WITHIN TURNING STONE'S 2.5 HOUR TRADE AREA



RETAIL SALES LEAKAGE ANALYSIS - MAY 2018



POPULATION PROJECTED TO INCREASE BY 30,000 WITHIN 150-MILE RADIUS OF THE TURNING STONE RESORT BY 2022



UNMET DEMAND FOR CLOTHING/SHOE STORES, JEWELRY, LUGGAGE/LEATHER GOODS, AND ELECTRONIC SHOPPING STORES

SUBMISSION REQUIREMENTS

The response format to this RFP will occur in two parts. Development entities are asked to submit documentation indicating their intent and capability to develop particular properties. TSP will review submittals and subsequently request additional information regarding specific development programs or sites. If interested, please submit the required information in Part 1. Responses to this RFP should be submitted via electronic copy in PDF format.

PART 1: DEVELOPMENT ENTITY INTENT AND EXPERIENCE

1. LETTER OF INTENT

All submissions should include a letter of intent summarizing the development team's proposed project(s) and the basis by which the developer believes it will be successful. The letter should clearly indicate which parcel or parcels are part of the proposal (as outlined in **Available Development Sites**).

2. DEVELOPMENT ENTITY

The submission should identify the development team for this project. The following information should be provided:

- Identify the legal entity that will complete site approval, design, and development of the project. Please note the name, street address, mailing address, phone number, email address, website (if applicable) and specify the type of organization (i.e., a corporation, LLC, joint venture, etc.);
- Identify lead person(s) who have the authority to represent and make legally binding commitments for the entity;
- Identify all officers, partners, owners, shareholders, and members of the development entity by name, title, and distribution of ownership;
- Identify all other members of the development team, including consultants (planning, engineering, architectural, economic, financial, legal) and indicate the role of each in this project;
- Include resumes of key individuals.

3. RELEVANT EXPERIENCE

Please include descriptions of up to five comparable projects the developer or members of the development team have completed. Comparable project information should include the following:

- Name of client;
- Project title and location;
- Development costs;
- Brief description of the project, including size, mix of uses, types of tenants;
- Description of services provided for the project; and
- Development timeline.

PART 2: PROPOSED DEVELOPMENT PROGRAM

TSP will contact development entities about specific site development programs. If requested, development entities will be required to provide the following.

1. DEVELOPMENT PLAN

A written description of the development plan for the site(s), including the developer's general approach and overall vision for the project. A description of the proposed development process, timeline, expected roles, and how the project will support the Oneida Indian Nation objectives. Proof of the financial viability of the proposed projects.

2. COST AND FINANCIAL CAPABILITY

Proposals will be required to include a description of potential development costs as well as any information necessary to demonstrate the prospective developer's access to equity capital and financing resources.

3. PROJECT SCHEDULE

Proposals will be required to include a description of the project schedule, including significant milestones.

SITE VISIT AND DEADLINES

SITE VISITS

TSP extends an invitation to request an appointment to visit preferred sites from January 6 - 17, 2020. TSP staff will be able to answer questions and provide additional information at that time.

CONTACT INFORMATION/INQUIRIES

Please contact Michael Butler, Business Affairs Specialist of Turning Stone Properties at michael.butler@onenterprises.com to schedule an appointment.

QUESTION DEADLINE

All questions must be submitted electronically, by **January 24, 2020 at 4 PM** to: Bergmann Attn: Kimberly Baptiste kbaptiste@bergmannpc.com

SUBMISSION DEADLINE

Please submit responses to Part 1 of this RFP electronically, by **February 14, 2020 at 4 PM** to: Bergmann Attn: Kimberly Baptiste kbaptiste@bergmannpc.com

SELECTION SCHEDULE

Request for Proposals Mailed	January 3, 2020
Site Visits	By Appointment (January 6 - 17, 2020)
Proposal Questions Submission	January 24, 2020
Part 1 Application Submission	February 14, 2020
Part 2 Application Submission	March 30, 2020
Developer Presentations (if requested)	April 6 - 10, 2020
Notification of Selected Developer	April 17, 2020

SELECTION CRITERIA

TSP will evaluate Part 1 submittals according to the criteria listed below.

- Selected site(s) for proposed development;
- Proposed design intent for each selected site;
- Experience and credentials of developers and development teams; and
- Financial capability for project completion.

TSP will then contact qualified developers to request additional information regarding proposed development programs. Developers will be required to submit specific development plans for each development site. Proposals that meet the minimum requirements may be asked to make a presentation to the TSP Team for its consideration. Final selections will be based on the development entity's qualifications and quality of the proposal. Recommendations will be based on, but not limited to, the following factors:

- Quality of proposal and development approach;
- Quality of design and creativity;
- Satisfaction of the Oneida Indian Nation's objectives, including financial benefit to the Nation from increased rent revenues and Oneida Indian Nation tax revenues for the subject properties;
- Financial viability and feasibility of the proposed project(s);
- Demonstrated ability with comparable projects; and
- Proven capability to complete projects in a timely and professional manner.

AVAILABLE DEVELOPMENT SITES



Several sites within Verona, Canastota and Bridgeport, New York are available for development. These sites are located in a high visibility area along the New York Interstate System (1-90) near Exits 33 and 34, at the southeast corner of Oneida Lake, as well as adjacent to Point Place Casino in Bridgeport, NY and are categorized into four zones, including:

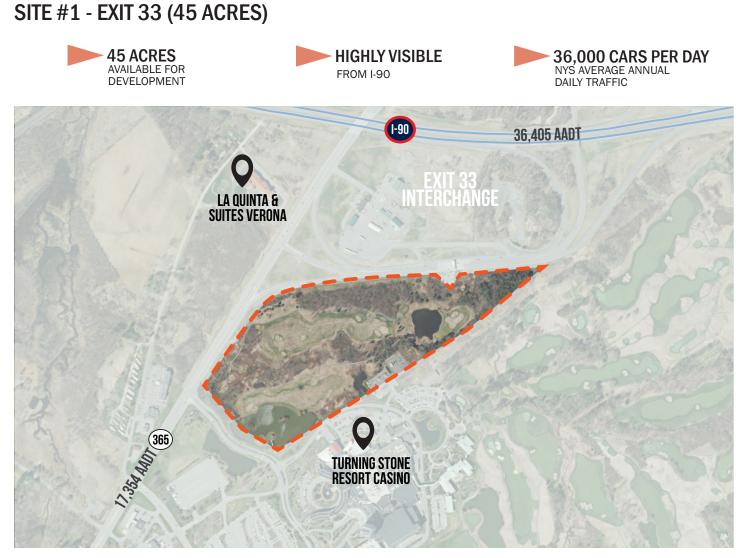
- Zone 1 Exit 33 Area (beginning on Page 10)
- Zone 2 Exit 34 Area (beginning on Page 17)
- Zone 3 Oneida Lake Area (beginning on Page 20)
- Zone 4 Bridgeport/Cicero Area (beginning on Page 23)

Since these sites are owned by the Oneida Indian Nation, the development of these parcels will be simplified. All of these sites contain unique characteristics to support successful transformation and utilization of these properties. Through this RFP, TSP and the Oneida Indian Nation are seeking development proposals that would accommodate future development. Developers have the option of developing on or multiple parcels.

ZONE 1 - EXIT 33 AREA



- ➡ CLOSE PROXIMITY TO TURNING STONE RESORT CASINO
- ➡ EXPOSURE TO OVER 4.5 MILLION VISITORS PER YEAR
- LOCATIONAL ADVANTAGE TO I-90 AND EXIT 33
- OPPORTUNITY TO DEVELOP USES SYNERGISTIC WITH THE TURNING STONE RESORT CASINO (E.G., HOSPITALITY, RETAIL, ETC)



SITE DESCRIPTION:

This 45-acre vacant site lies directly adjacent to Turning Stone Resort Casino just off Exit 33 of the New York Interstate System (I-90), making this site the perfect choice for destination retailers, mixed-use, or entertainment developers. Due to its strategic location along the NYS thruway and Route 365, this site is highly visible to thousands of people with approximately 36,405 vehicles per day on I-90. This property is currently zoned commercial and includes public water and sewer, as well as gas and electric services. Development at this site could include destination and specialty retail that leverages its proximity to the Turning Stone Resort Casino, which has more than 4.5 million visitors per year.

MUNICIPALITY:	Verona, NY
TAX ID #:	298.000-1-38 298.000-1-30.3 298.000-1.39
SIZE:	45 acres
SITE ADDRESS:	5218 Patrick Road
PRIMARY ACCESS:	Route 365
AVAILABLE INFRASTRUCTURE:	Public Water Public Sewer Gas / Electric

SITE #2 - EXIT 33 (60 ACRES)





SITE DESCRIPTION:

This site lies north of the New York Interstate System (I-90), near Exit 33. Currently, the site contains a paved area that is utilized for parking. This site is well-suited to programmatically integrate with proximate locations such as the Turning Stone Resort Casino and residential neighborhoods. It is also well supported with high traffic volumes from the NYS Thruway and Turning Stone Resort Casino. The site can accommodate a wide range of uses.

MUNICIPALITY:	Verona, NY
TAX ID #:	298.002-3-4.3, 298.002-3-4.15 299.001-1-48.2
SIZE:	60 acres
SITE ADDRESS:	NY RT-31 & 365
PRIMARY ACCESS:	Route 365
AVAILABLE INFRASTRUCTURE:	Well Water Septic System Gas / Electric

SITE #3 - EXIT 33 (324 ACRES)









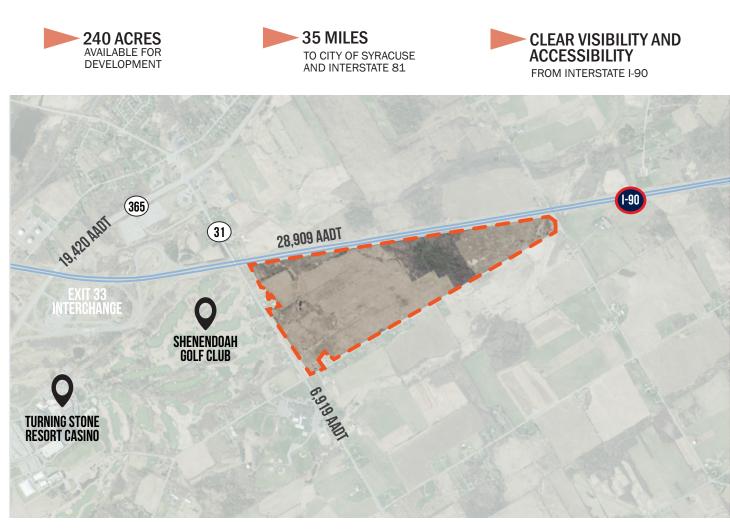
SITE DESCRIPTION:

This 324-acre site lies north of the New York Interstate System (I-90), near Exit 33. This site is accessible to Route 365, which provides direct access to the City of Rome and Griffiss Business Technology Park in less than 15 miles. Scores of tenants employing thousands of people make Griffiss one of the most successful business and technology parks in the United States.

This site is also situated near residential neighborhoods, which create ample opportunity for this vacant parcel. This property has public water available, as well as gas and electric services.

MUNICIPALITY:	Verona, NY
TAX ID #:	299.000-1-1
SIZE:	324 acres
SITE ADDRESS:	Spring Road
PRIMARY ACCESS:	Route 365
AVAILABLE INFRASTRUCTURE:	Public Water / Well Water Septic System Gas / Electric

SITE #4 - EXIT 33 (240 ACRES)



SITE DESCRIPTION:

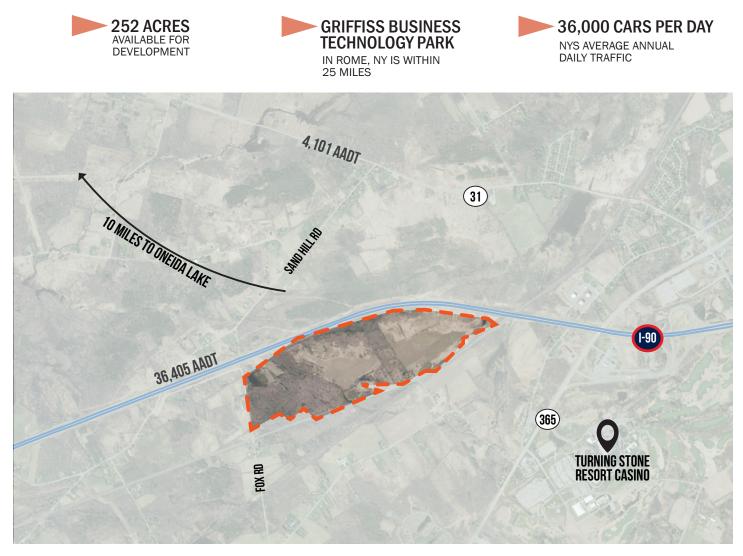
This 240-acre site is located on Route 31 in Verona, New York. This vacant property has frontage along the NYS Thruway, which makes this site highly visible and accessible to the Central New York region. This site is proximate to many community amenities and services, such as residential neighborhoods, golf courses, and Turning Stone Resort Casino, making this site an ideal location for a wide range of development programs.

SITE DETAILS:

MUNICIPALITY:	Verona, NY
TAX ID #:	299.000-1-31.1 299.000-1-1 299.000-1-2 299.000-1-25 299.000-1-27
SIZE:	240 acres
SITE ADDRESS:	5298 NY RT-31
PRIMARY ACCESS:	Route 31
AVAILABLE INFRASTRUCTURE:	Public Water / Well Septic System Gas / Electric

Water

SITE #5 - PROXIMATE TO EXIT 33 (252 ACRES)

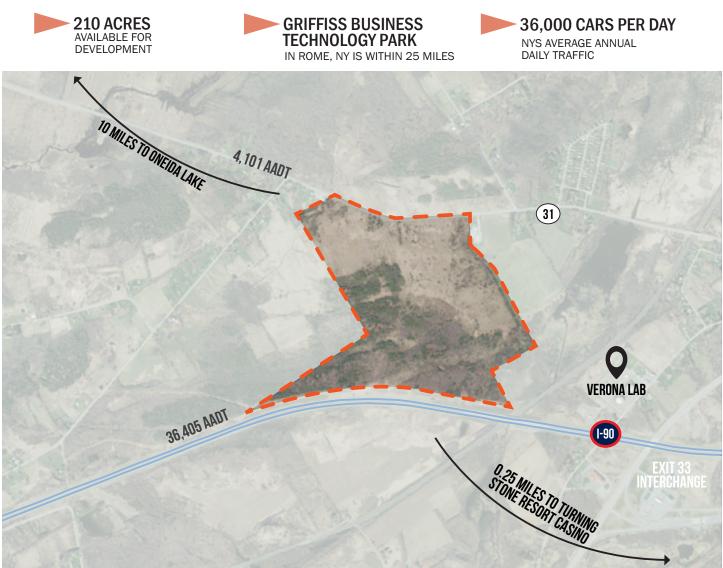


SITE DESCRIPTION:

This 252-acre site is located near Route 31 and Route 365 in Verona, New York. This site is easily visible from the NYS Thruway and is a blank slate for development. This property is currently zoned commercial and is equipped with electric service. Development at this site could support mixed-use development, housing, and focus on attractive amenities for Central New York residents.

MUNICIPALITY:	Verona, NY
TAX ID #	298.000-1-58 298.000-1-31.1 298.000-1-56.1 298.000-1-56.2 298.000-1-57
SIZE:	252 acres
SITE ADDRESS:	4209 Conley Road
PRIMARY ACCESS:	Fox Road
AVAILABLE INFRASTRUCTURE:	Well Water Septic System Electric

SITE #6 - PROXIMATE TO EXIT 33 (210 ACRES)

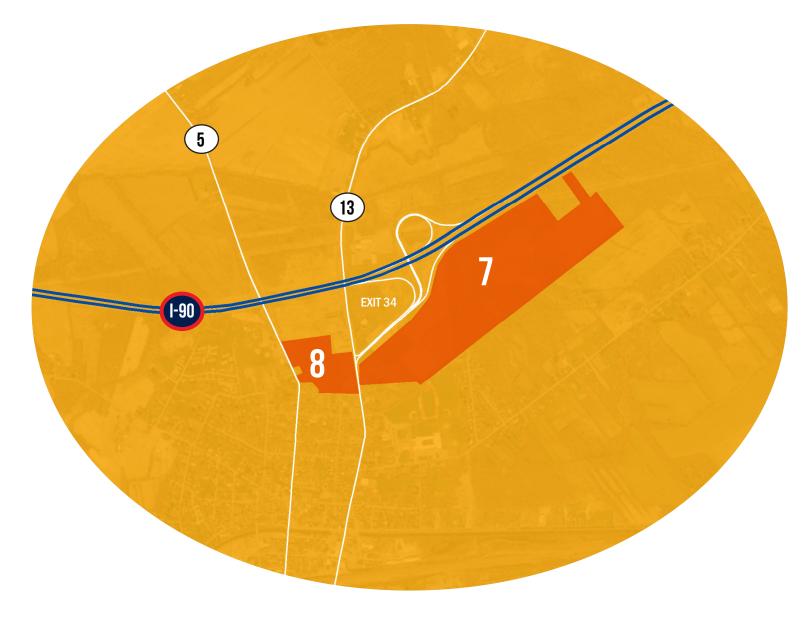


SITE DESCRIPTION:

This 210-acre site located near Route 31 in Verona, New York. This vacant site has great access and visibility to the I-90 and can leverage its proximity to Turning Stone Resort Casino. The site's positioning near a premier entertainment destination makes this site a great opportunity for diverse development options. Development at this site could include housing, destination and specialty retail compatible with Turning Stone Resort Casino.

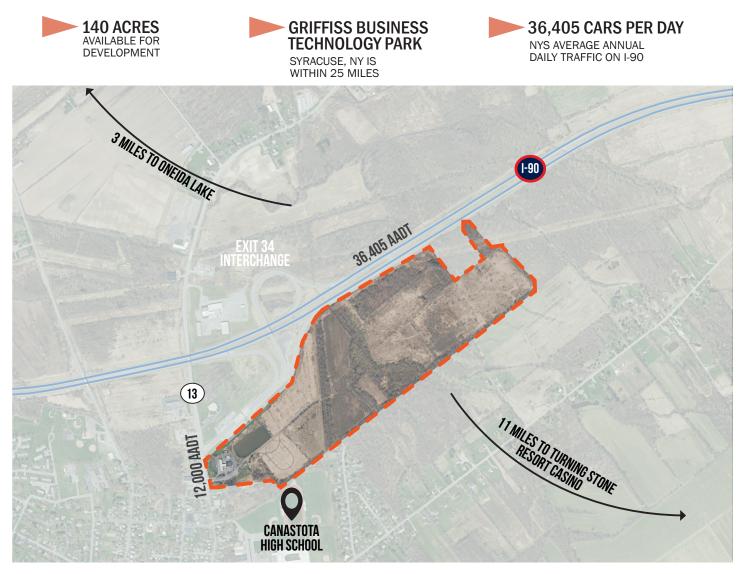
MUNICIPALITY:	Verona, NY
TAX ID #	298.000-1-12 298.000-56.2 298.000-1-57 298.000-1-58
SIZE:	210 acres
SITE ADDRESS:	5943 NY RT-31
PRIMARY ACCESS:	Route 31
AVAILABLE INFRASTRUCTURE:	Well Water Septic System Electric

ZONE 2 - EXIT 34 AREA



- ➡ DIRECT ACCESS TO I-90 AT EXIT 34
- ▲ APPROXIMATELY 25 MILES FROM SYRACUSE, I-81, AND THE SYRACUSE AIRPORT
- IDEAL LOCATION FOR A SELF-SUPPORTING DESTINATION USE
- ➡ WELL-SUITED FOR LOGISTICS OR WAREHOUSING DUE TO TRANSPORTATION ACCESS

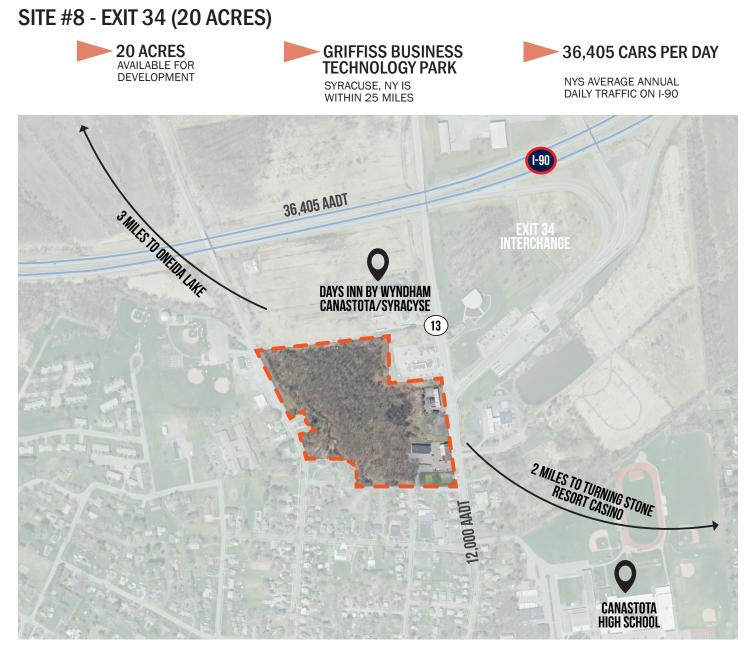
SITE #7 - EXIT 34 (140 ACRES)



SITE DESCRIPTION:

This 140-acre site is located off Route 13 in Canastota, New York near Exit 34 of the I-90. This largely vacant parcel currently contains a gas station on the southwest portion of the site. This site provides ample opportunity for development due to the high traffic volumes supported by Turning Stone Resort Casino. Recreational-based development or retail destination development would be well suited on this site due to its locational proximity to the I-90 and Oneida Lake. This site is also adjacent to Canastota High school and within close proximity to residential neighborhoods.

MUNICIPALITY:	Canastota, New York
SIZE:	140 acres
SITE ADDRESS:	356 N. Peterboro Street
PRIMARY ACCESS:	Route 13
AVAILABLE INFRASTRUCTURE:	Public Water Public Sewer Gas / Electric

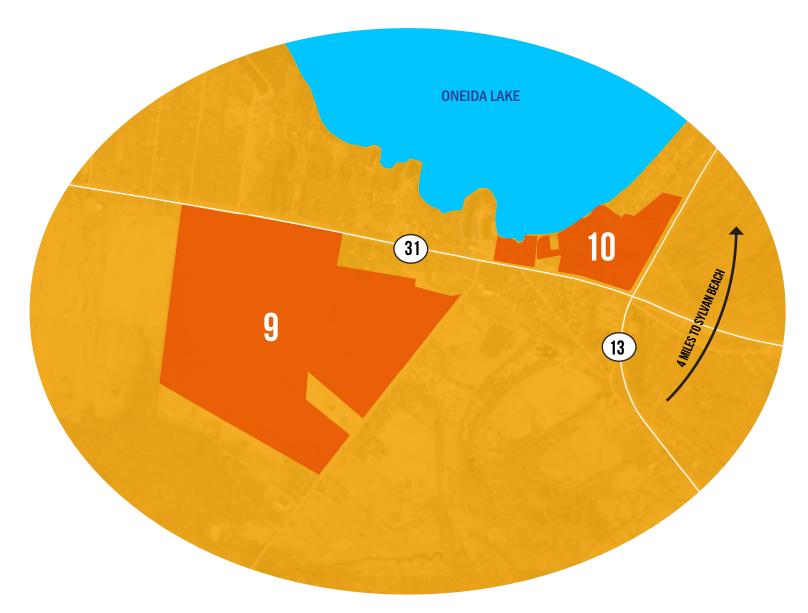


SITE DESCRIPTION:

This 20-acre site is located off Route 13 in Canastota, New York and lies south of the New York Interstate System (I-90), near Exit 34. This largely vacant parcel contains a restaurant and a former hotel on the southeast portion of the site; however, this site can accommodate additional development. Oneida Lake is located within six miles of this developable site and is a prime location for recreational or community-based development.

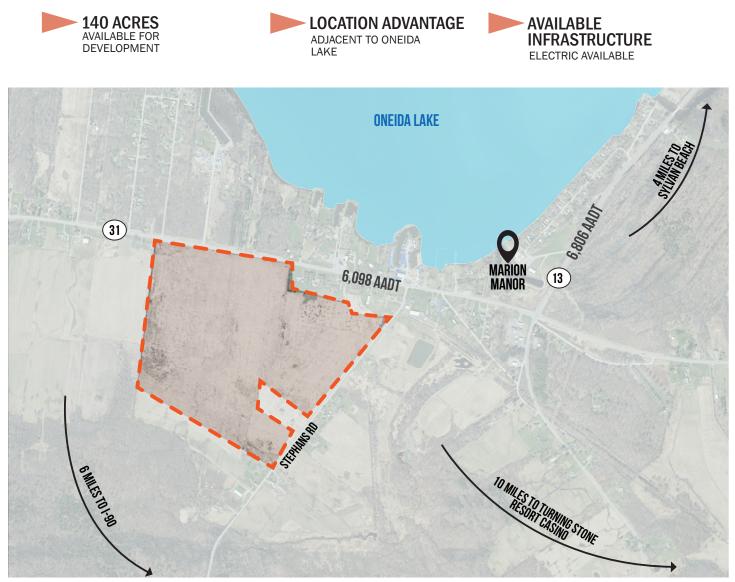
MUNICIPALITY:	Canastota, New York
SIZE:	20 acres
SITE ADDRESS:	353 N. Peterboro Street
PRIMARY ACCESS:	Route 13
AVAILABLE INFRASTRUCTURE:	Public Water Public Sewer Gas / Electric

ZONE 3 - ONEIDA LAKE AREA



- ➡ WATERFRONT ACCESS TO ONEIDA LAKE
- ♣ APPROXIMATELY 7 MINUTE DRIVE TIME TO SYLVAN BEACH
- ONLY 25 MILES FROM SYRACUSE AND 11 MILES FROM TURNING STONE RESORT CASINO
- OPPORTUNITY TO LEVERAGE WATERFRONT ACTIVITIES AND CURRENT TOURISM BASE

SITE #9 - ROUTE 31 (140 ACRES)

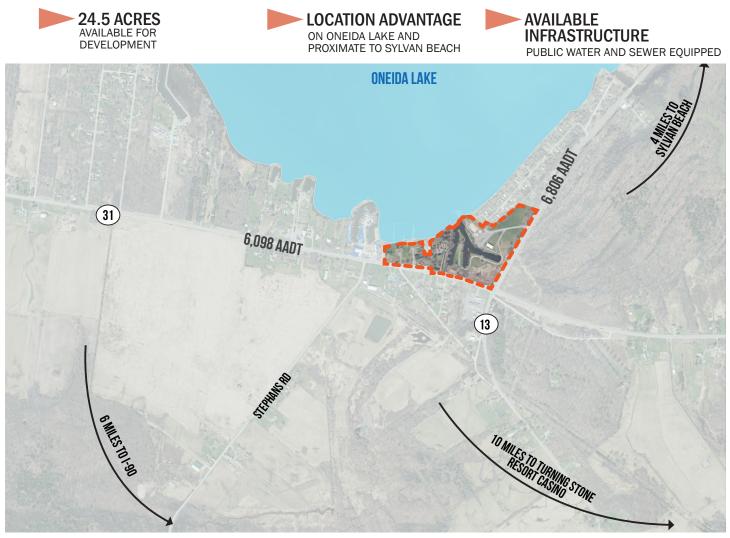


SITE DESCRIPTION:

This 140-acre site near Oneida Lake is located on Route 31 south of Oneida Lake, ideally situated steps from the shore. This vacant site can leverage its proximity to the Lake with enhanced water development, including residential housing, retail or mixed-use development. This site is five minutes from Sylvan Beach and approximately 25 miles from the City of Syracuse.

MUNICIPALITY:	Canastota, New York
SIZE:	140 acres
SITE ADDRESS:	NY RT-31 & Stephens Road
PRIMARY ACCESS:	Route 31
AVAILABLE INFRASTRUCTURE:	Electric

SITE #10 - ROUTE 31- ONEIDA LAKE (24.5 ACRES)

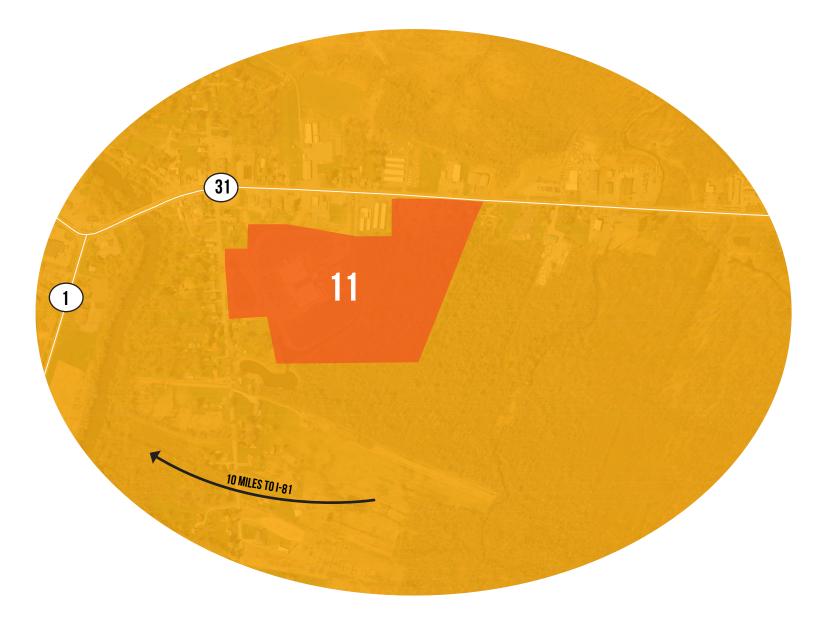


SITE DESCRIPTION:

This 24.5-acre site is located on Route 31 in Canastota. New York and has direct water access to Oneida Lake. This site can leverage its one-of-a-kind views of Oneida Lake and unmatched recreational opportunities, such as fishing kayaking, and boating. The site includes a boat storage facility and a rental cottage, and is equipped with public infrastructure to support expanded development. Direct water access provides ample opportunity for additional development, such as boater opportunities, hospitality expansion and mixed-use development. This site can also leverage the extraordinary fishing opportunities at Oneida Lake, including largemouth bass, panfish, pickerel, and walleye pike. Existing buildings on this site can be demolished to progress future development. This site contains public water and sewer infrastructure, as well as gas and electric and is ready for immediate development.

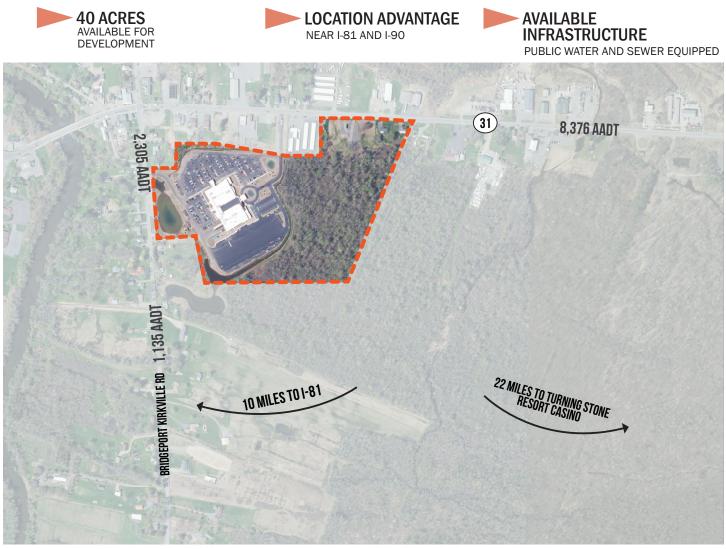
MUNICIPALITY:	Canastota, New York
SIZE:	24.5 acres
SITE ADDRESS:	9405 Kyser Beach Road
PRIMARY ACCESS:	Route 31
AVAILABLE INFRASTRUCTURE:	Public Water Public Sewer Gas / Electric

ZONE 4 - BRIDGEPORT/CICERO AREA



- ➡ 10 MILES TO INTERSTATE 81 AND INTERSTATE 90
- ✤ LOCATED NEAR DENSE RESIDENTIAL NEIGHBORHOODS
- ACREAGE AVAILABLE ADJACENT TO POINT PLACE CASINO
- OPPORTUNITY TO LEVERAGE TOURISM BASE AND PROXIMITY TO THE WATERFRONT

SITE #11 - BRIDGEPORT AREA



SITE DESCRIPTION:

The Oneida Indian Nation owns this property, approximately 40 acres of outparcel space parcels immediately surrounding Point Place Casino are available for development (shown in red). This development property is able to leverage the partons and visitors of the Point Place Casino, proximate residential neighborhoods and recreational tourism on Oneida Lake. This site is also within 10 miles to I-81 and 22 miles of the Turning Stone Resort and Casino. Destination retail development would be well suited on this site.

MUNICIPALITY:	Bridgeport, New York
SIZE:	40 acres
SITE ADDRESS:	Route 31
PRIMARY ACCESS:	Route 31
ZONING:	Commercial
AVAILABLE INFRASTRUCTURE:	Public Water Public Sewer Gas / Electric