

Remington Park Racing and Casino

Ingenus Management and Consulting helped open one of the first racinos in Oklahoma, the Remington Park Racing and Casino in Oklahoma City. Our services included:

- ☛ Overall project development
- ☛ Business planning
- ☛ Construction oversight and administration
- ☛ Project accounting and finance
- ☛ Architectural and design assistance
- ☛ Master planning
- ☛ Pre-development
- ☛ Hiring, training, systems development
- ☛ Policy and procedure development
- ☛ Internal control development
- ☛ Organizational development
 - Business operation structure
- ☛ Product and system design and specification
- ☛ Procurement services
- ☛ Vendor negotiations and product identification
- ☛ Food and beverage layout, design, and training



INGENUS CASE STUDY

Facts

- ☛ Remington Park Racing and Casino – operated by Magna Entertainment Corporation – opened to the public on November 21, 2005.
- ☛ The casino facility is a 55,000 square foot venue featuring 650 gaming machines, bar, 150 seat restaurant, deli, and the Lookout, an elegant 112-seat area that overlooks the live horseracing finish line.
- ☛ Remington Park cost \$100 million when it opened with live Thoroughbred and American Quarter Horse racing in 1988. Attendance reached a one-day high of 26,411 in 1992. The track's fortunes fell as casino-style gaming expanded throughout the state. By opening its own casino, Remington Park breathed new life into its operation, as well as the horse racing industry in Oklahoma.
- ☛ Magna Entertainment Corp. (MEC) is North America's number one owner and operator of horse racetracks – based on revenues – and one of the world's leading suppliers of live racing simulcasts to the growing off-track and account wagering markets.



Osage Million Dollar Elm Casino — Tulsa

Ingenus Management and Consulting developed the Osage Million Dollar Elm Casino - Tulsa, for the Osage Nation.

Our services included:

- ☛ Overall project development
- ☛ Secured 100% non-recourse financing
 - No tribal guarantee
 - No tribal equity
- ☛ Master planning
- ☛ Pre-development
- ☛ Business planning
- ☛ Land acquisition
- ☛ Project accounting and finance
- ☛ Architectural and design management
- ☛ Construction oversight and administration
- ☛ Infrastructure development
- ☛ Municipality agreements
- ☛ Joint jurisdictional agreements
- ☛ Hiring, training, systems development
- ☛ Policy and procedure development
- ☛ Internal control development
- ☛ Organizational development
 - Business structure
 - Regulatory structure



INGENUS CASE STUDY

Facts

- ☛ The Osage Million Dollar Elm Casino of Tulsa opened to the public August 3, 2005.
- ☛ The largest of the Osage Nation's four entertainment facilities, the Tulsa Million Dollar Elm Casino facility is a 50,000 square foot gaming venue featuring a 1920s Tulsa "blues/jazz" theme, including New Orleans-style food and jazz music.
- ☛ Amenities include more than 1,000 electronic games, 12 blackjack tables, restaurant, bar, deli and parking for 800 vehicles.
- ☛ By opening week, the Osage Million Dollar Elm Casino of Tulsa had created more than 560 new jobs (with benefits and training) in the Tulsa economy. Casino operations employ 400+ individuals and the three food venues employ an additional 160.
- ☛ The facility cost \$16.5 million and employed more than 250 local workers and subcontractors. It was specifically constructed to allow for expansion to both the east and west.



Osage Million Dollar Elm Casino — Sand Springs

Ingenus Management and Consulting developed the first Million Dollar Elm Casino, located in Sand Springs, OK, for the Osage Nation. Our services included:

- ☛ Overall project development
- ☛ Secured 100% non-recourse financing
 - No tribal guarantee
 - No tribal equity
- ☛ Master planning
- ☛ Pre-development
- ☛ Business planning
- ☛ Land acquisition
- ☛ Project accounting and finance
- ☛ Architectural and design management
- ☛ Construction oversight and administration
- ☛ Infrastructure development
- ☛ Municipality agreements
- ☛ Joint jurisdictional agreements
- ☛ Hiring, training, systems development
- ☛ Policy and procedure development
- ☛ Internal control development
- ☛ Organizational development
 - Business structure
 - Regulatory structure



INGENUS CASE STUDY

Facts

- ☛ The Million Dollar Elm Casino – operated by the Osage Nation - opened to the public July 22, 2004.
- ☛ The facility is a 25,000-square-foot gaming venue featuring “oil field” motif design. Earth tones, native art influences, weathered wood and metal laminate surfaces, and a giant elm tree sculpture set the backdrop for an environment focused on patron friendliness.
- ☛ Amenities include 600 electronic gaming devices, a food court, lounge, entertainment venue, gift shop and parking for 500 vehicles.
- ☛ Preparation for the casino included a partnership between the Tribe and the City of Sand Springs to bring utilities and infrastructure to the site, including roads, gas, electrical and water service, and creation of a development plan for the surrounding area.
- ☛ Construction on the Million Dollar Elm Casino began in the fall of 2003, employing more than 120 local workers and subcontractors for a total project cost of \$7.5 million.
- ☛ The casino has employed more than 160 hourly and salaried workers to operate the facility with an anticipated \$3.5 million impact on the local economy. Many of those hired were members of the Osage Nation or held other tribal affiliations.

