

To: Chairman Bud Estes Senate Fed and State Committee hearing on SB427

April 3rd, 2018

SB427

My name is Scott Cooper I am currently working as a consultant for the Greater Kansas Racing Alliance.

I have been involved in the casino industry for 33 years. My prior experience includes the opening of 10 casinos in the U.S that were new jurisdiction start up growth and development projects.

Included in the new start up projects I opened was the KS Star in Mulvane, KS. For 4 1/2 years after it opened to the public before retiring in 2014. I have also worked at a Racino Facility (Racing and Slots) in Wheeling WV and opened the first racinos in New York at Saratoga Springs, Finger Lakes, and Buffalo.

One of the issues that has been raised in opposition to SB427 was that the adding of 3 Racinos to the existing 4 casinos currently operating is that the revenue of the existing casinos would decline and therefore the state would incrementally not benefit from increased revenue (Tax Revenue) standpoint.

My experience is the opposite. The addition of new facilities to a gaming market after a brief "Lets go out and try a new casino period" results in the amount of total tax revenue increasing, in some cases double digit increase in revenue growth.

The "Race for Kansas" team is committed to developing non-gaming amenities for the Woodlands. One to the large amount of land that comprises the Woodlands site, there exists approx. 300 acres that is not needed for the revitalization of racing at that site. This presents a very unique opportunity to re-open the Woodlands as a diversified, significant local, regional destination. If given the opportunity with the passing of SB427 the developer could begin to entertain development ideas that would enhance incremental regional visitation that would benefit the local economy. SB427 if enacted could mean 4,000 plus new jobs to Kansas and a annual economic impact of several million dollars

(DR Art Hall study) The creation of a diversified local regional destination at the Woodlands makes a compelling case.

Scott Cooper