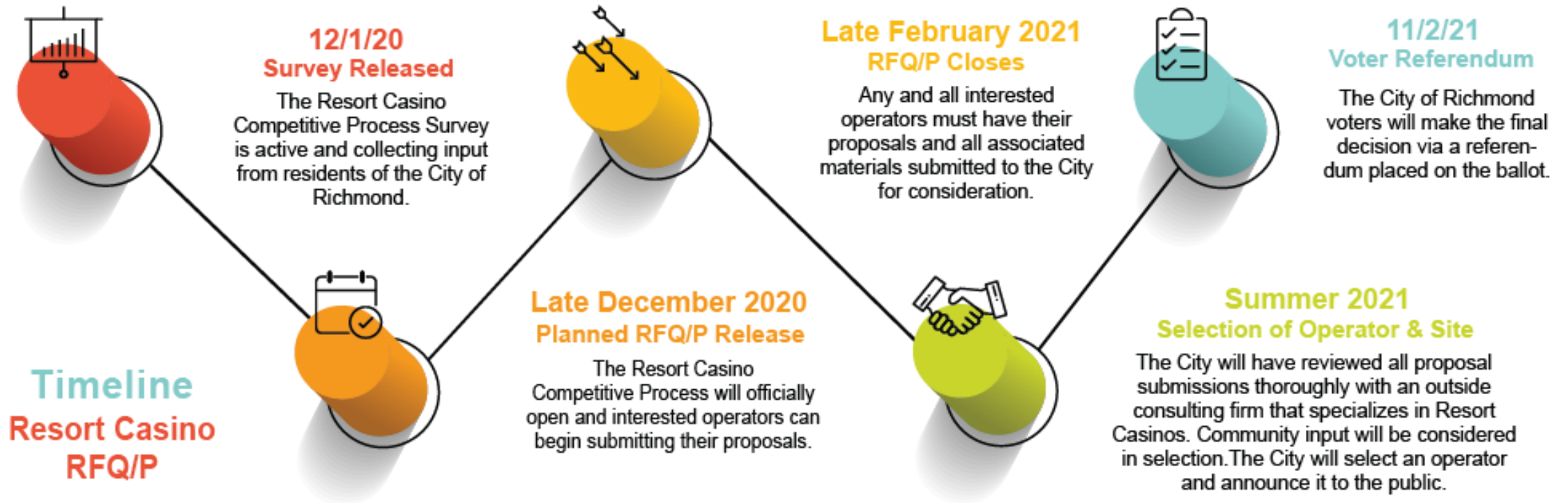

CITY OF RICHMOND RFQ/P: SURVEY RESULTS & PROCESS



City of Richmond Finance and Economic Development Standing Committee
December 17, 2020



- In 2020 the Virginia General Assembly enacted Chapter 1197 of the 2020 Acts of the Assembly (and its identical counterpart Chapter 1248) which authorizes a process for licensing and regulating the development and operation of a limited number of casino gaming operations in the Commonwealth of Virginia (The “Virginia Casino Act”)
- Richmond is one of five cities that can have a casino gaming establishment licensed by the Commonwealth of Virginia if Richmond voters approve a casino at a specific location/site by voter referendum
 - Criteria is established in the Virginia Casino Act
 - The other four cities are Bristol, Danville, Norfolk, and Portsmouth
- Establishes tax paid to the City by the casino on it’s adjusted gross receipts
 - 6% tax on the first \$200 million of adjusted gross receipts
 - 7% tax on the adjusted gross receipts that exceed \$200 million and are less than \$400 million
 - 8% tax on the adjusted gross receipts that exceed \$400 million
 - The tax paid on the adjusted gross receipts does not include other tax revenue that would be payable to the City (i.e. Real Estate Tax, Sales Tax, Meals Tax, Lodging Tax, etc.)
- Richmond opted to have a voter referendum in November 2021, and prior to the voter referendum the City must:
 - Select the City’s preferred location/site for a casino
 - Select the City’s preferred operator to develop and operate the casino
 - Submit the City’s preferred casino operator to the Commonwealth of Virginia for pre-certification
 - The governing body of the host city petitions the court asking that a referendum be held on the question of whether casino gaming shall be permitted within the city
 - The question asked on the referendum will be, ***“Shall casino gaming be permitted at a casino gaming establishment in [name of city and location] as may be approved by the Virginia Lottery Board?”***

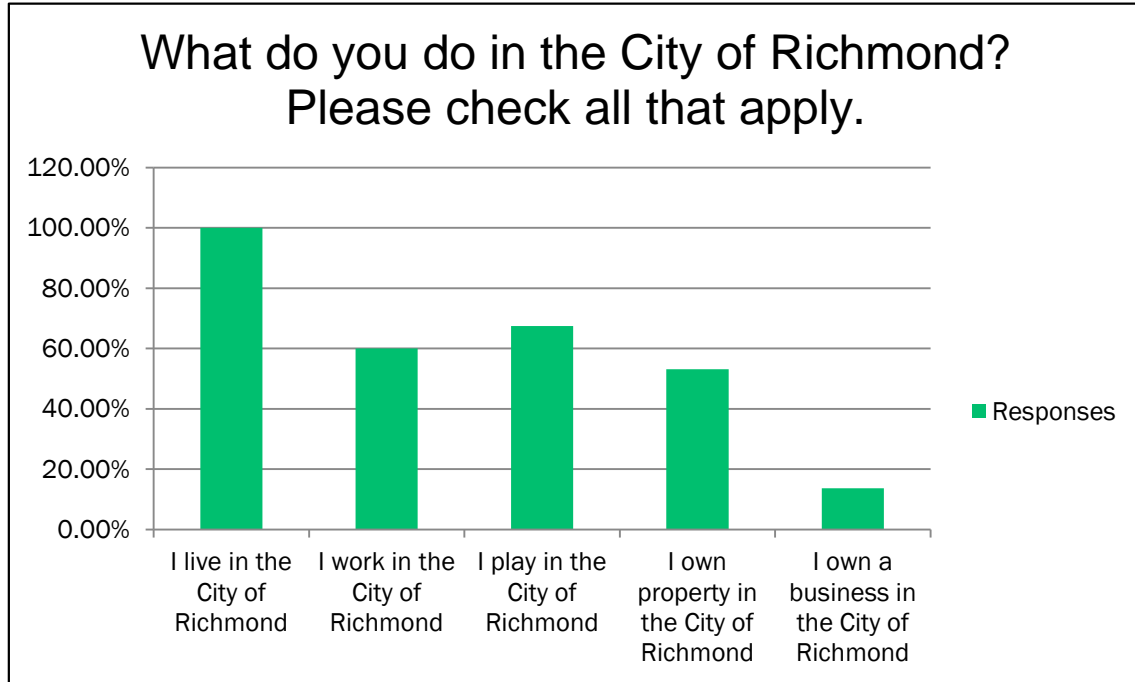


SURVEY RESULTS

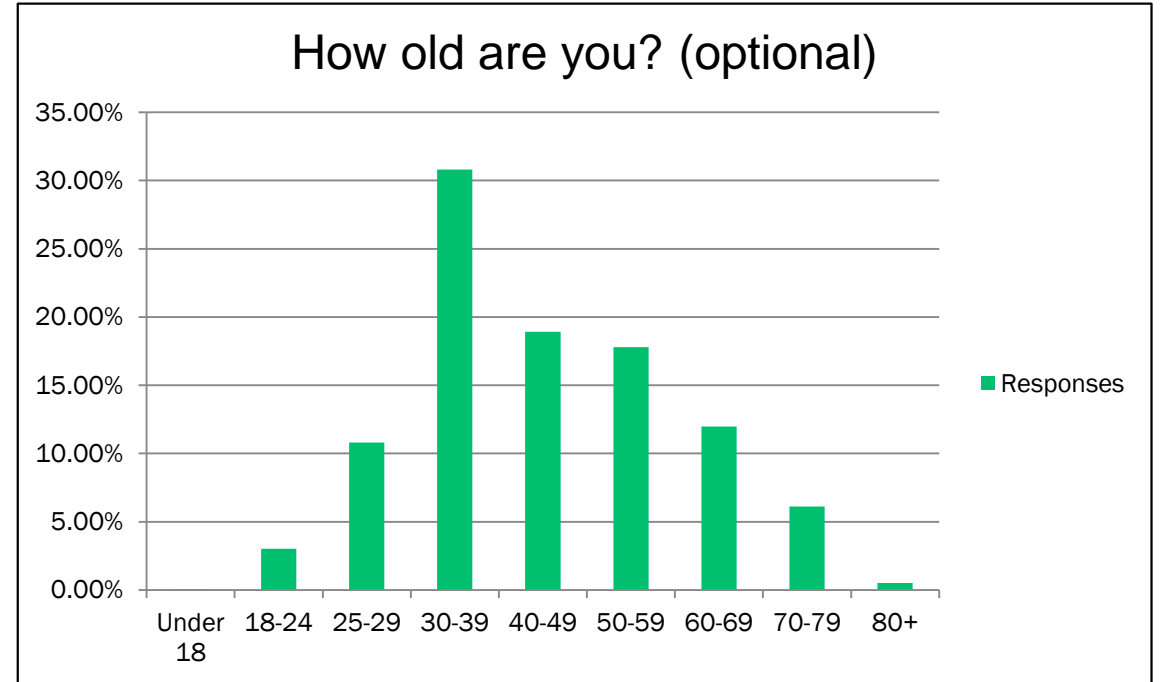


- The survey was open from December 1, 2020 to December 14, 2020
- The survey was available online and in hardcopy form (both in English and Spanish)
- 2,921 surveys were submitted online (Note: 910 of the online survey respondents did not indicate that they “live in Richmond”)
- 261 surveys were submitted in writing (Note: The results from these survey submissions are still being tabulated)
- The following data reflects the responses from the 2,021 online surveys where the respondent indicated “I live in the City of Richmond” (Note: The complete survey results will be communicated to City Council once all of the data is tabulated)

SURVEY RESULTS

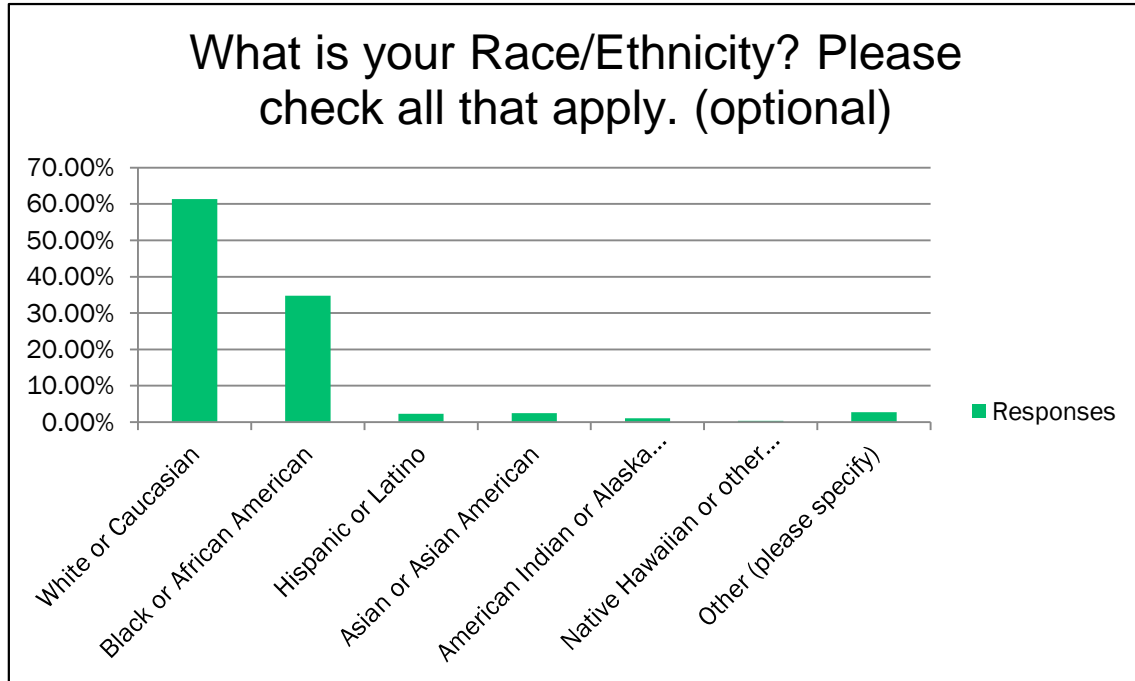


2,021 Total Responses

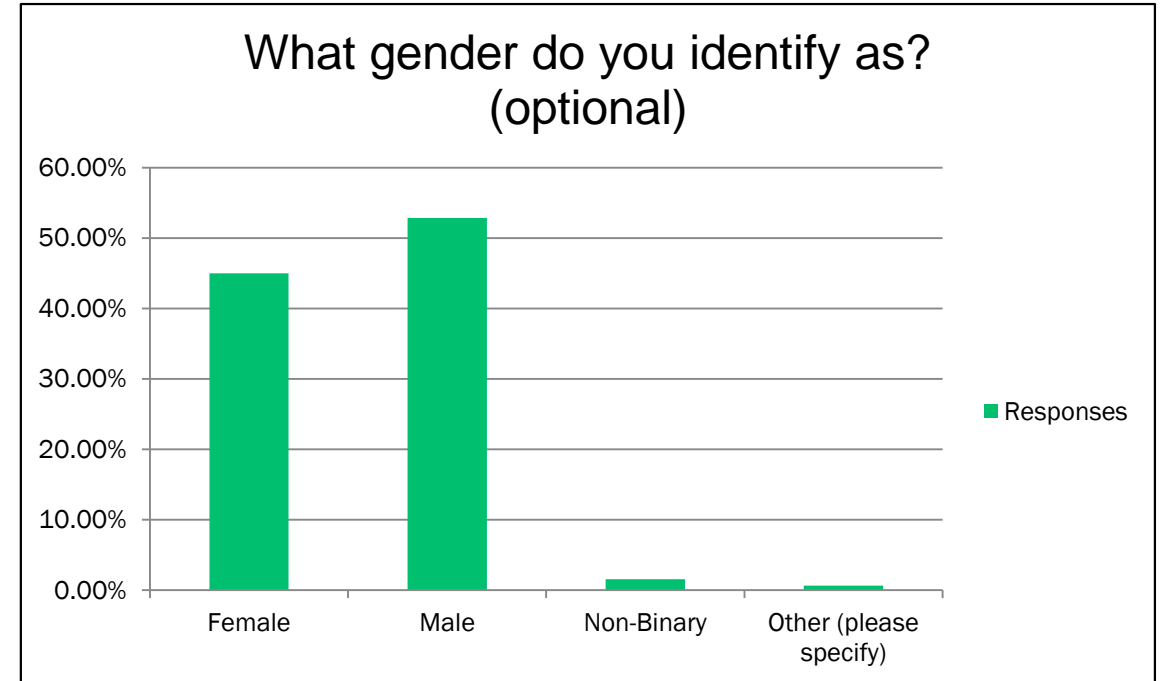


1,961 Total Responses

SURVEY RESULTS



1,854 Total Responses

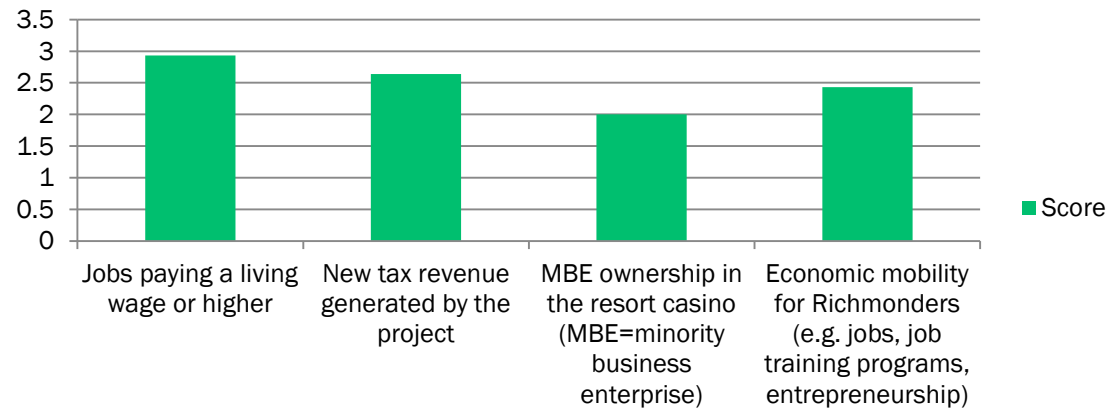


1,900 Total Responses

SURVEY RESULTS

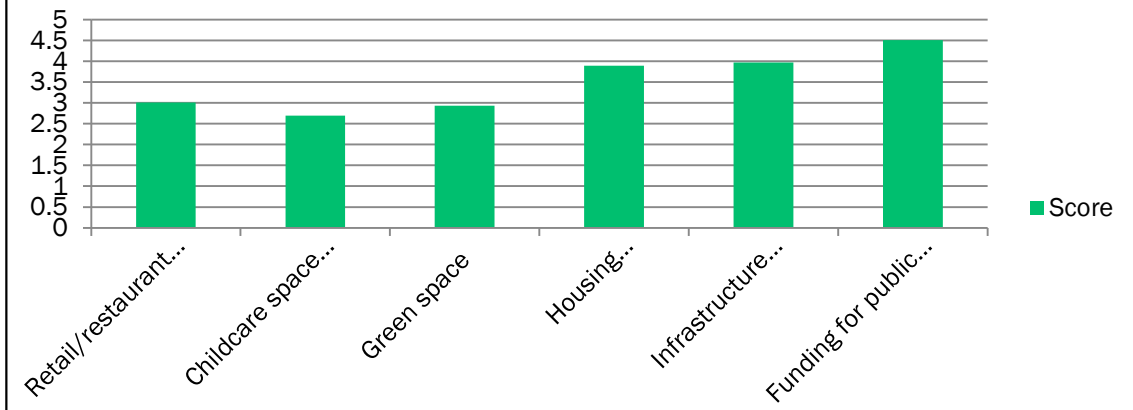


Please rank the following potential economic development benefits from a Richmond resort casino project in order of importance.



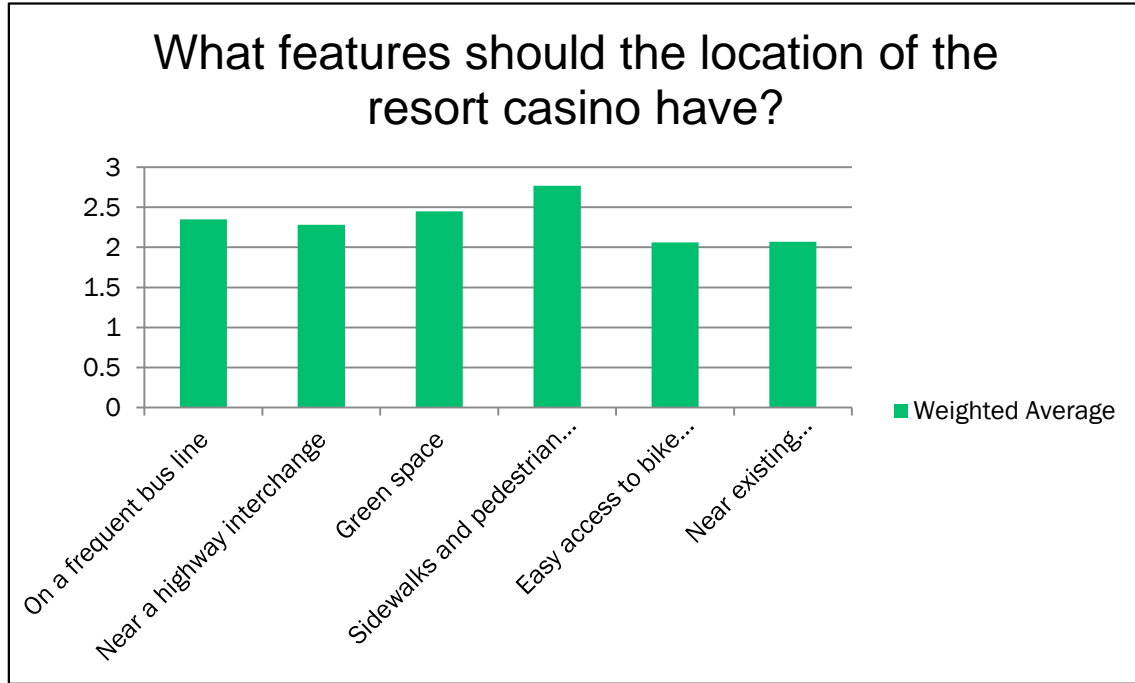
2,021 Total Responses

Please rank the following potential community benefits from a Richmond resort casino project in order of importance.



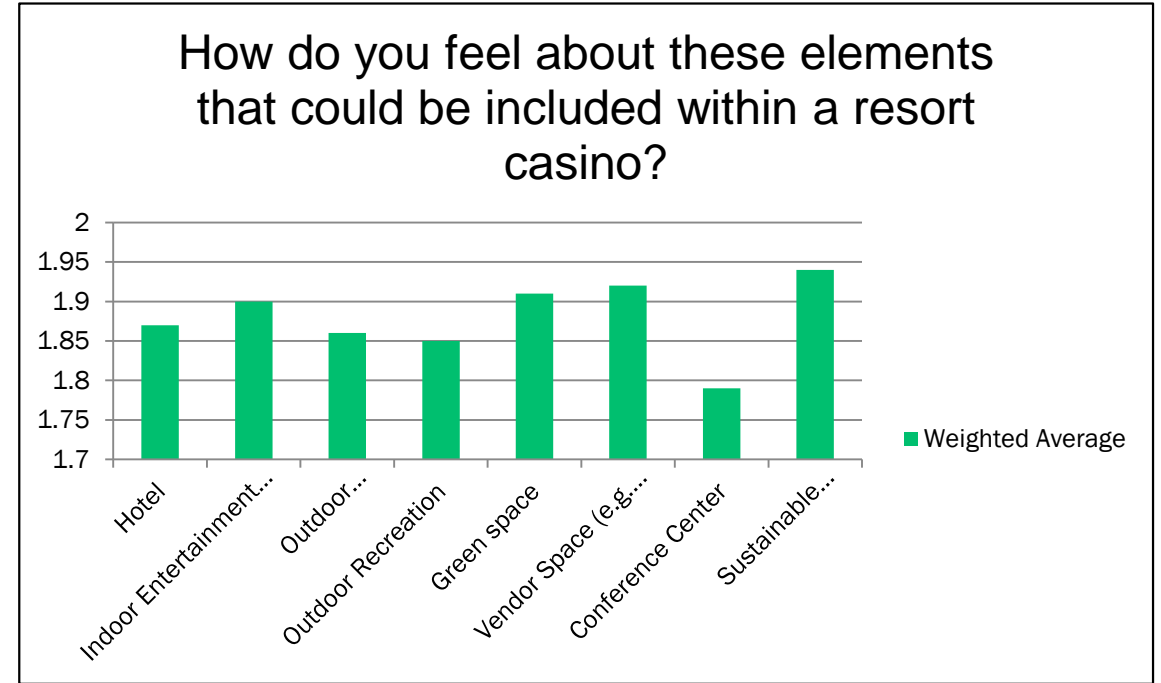
2,021 Total Responses

- Retail/restaurant space for local businesses
- Childcare space for employees and neighbors
- Green space
- Housing investment in adjacent community
- Infrastructure improvements on the site and in adjacent communities
- Funding for public education



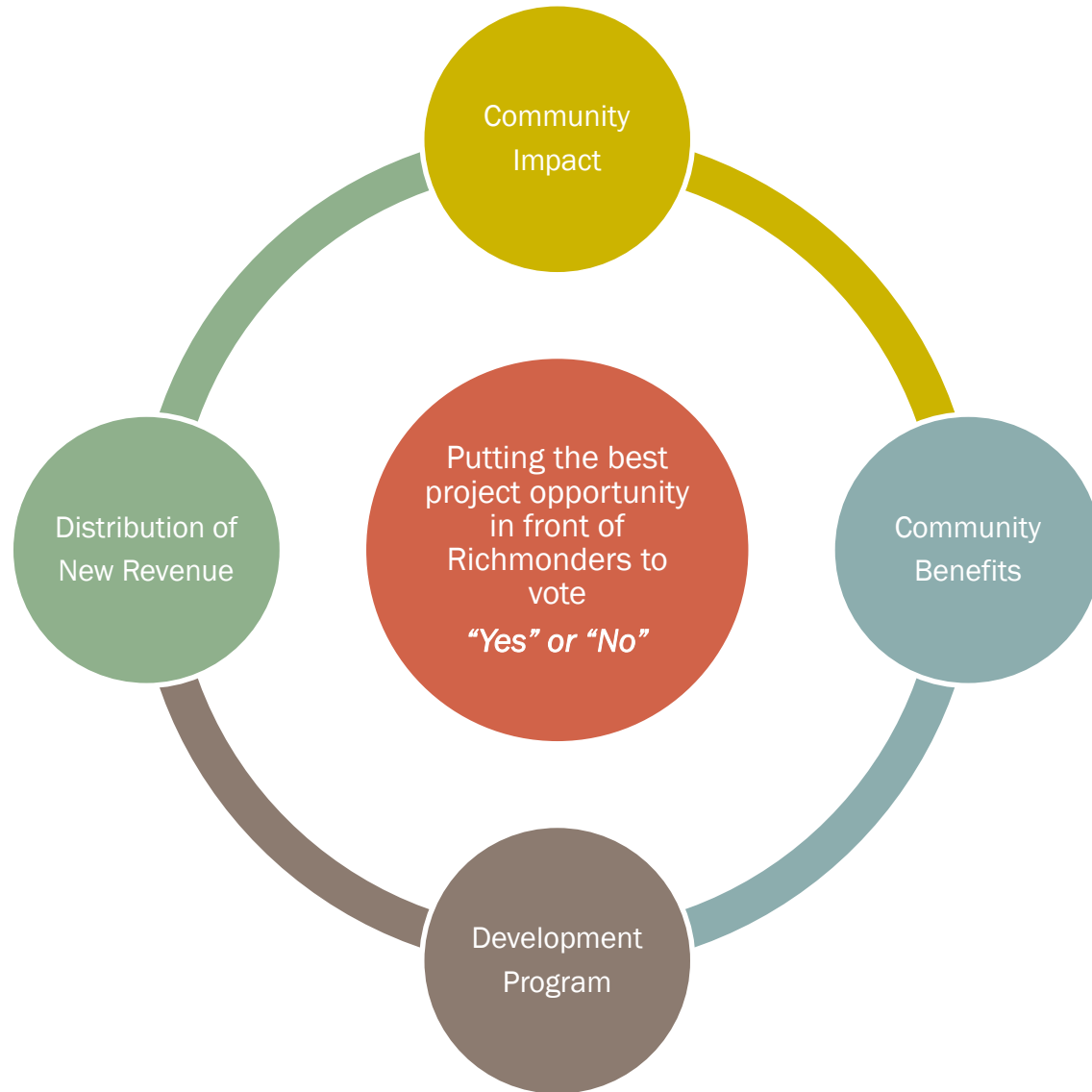
2,021 Total Responses

- On a frequent bus line
- Near a highway interchange
- Green space
- Sidewalks and pedestrian amenities
- Easy access to bike infrastructure
- Near existing commercial/retail buildings



2,021 Total Responses

- Hotel
- Indoor entertainment venue
- Outdoor entertainment venue
- Outdoor recreation
- Green space
- Vendor space (e.g. store, restaurant)
- Conference Center
- Sustainable building/site design



Screenshot of the City of Richmond website page titled "Richmond Resort Casino Development Learn More about the Competitive Process".

Contact Us
 Phone 804.646.3792
 Email econdev@richmondgov.com
 Address:
 1500 East Main Street
 Suite 400
 Richmond, VA 23219

**Richmond Resort Casino Development
 Learn More about the Competitive Process**

In 2021, Richmond voters will have the opportunity to bring a resort casino to the city.

Legislation adopted by the Virginia General Assembly and signed into law by Governor Northam earlier this year authorizes the city to host a casino gaming establishment, subject to the residents of Richmond approving a casino referendum. That referendum is anticipated to be on the ballot in November of 2021. The law requires that, prior to requesting the court to order a casino referendum, the city select a preferred resort casino operator and location.

Para ver la página en español, haga clic aquí.

Timeline Resort Casino RFQ/P

- 12/1/20 Survey Released**
The Resort Casino Competitive Process Survey is active and collecting input from residents of the City of Richmond.
- Late December 2020 Planned RFQ/P Release**
The Resort Casino Competitive Process will officially open and interested operators can begin submitting their proposals.
- Late February 2021 RFQ/P Closes**
Any and all interested operators must have their proposals and all associated materials submitted to the City for consideration.
- Summer 2021 Selection of Operator & Site**
The City will have reviewed all proposal submissions thoroughly with an outside consulting firm that specializes in Resort Casinos. Community input will be considered in selection. The City will select an operator and announce it to the public.
- 11/2/21 Voter Referendum**
The City of Richmond voters will make the final decision via a referendum placed on the ballot.

