

# GATEWAYS<sup>2</sup> PETERSBURG

The Warrenton Group • Delaware North  
Upper Mattaponi Tribe

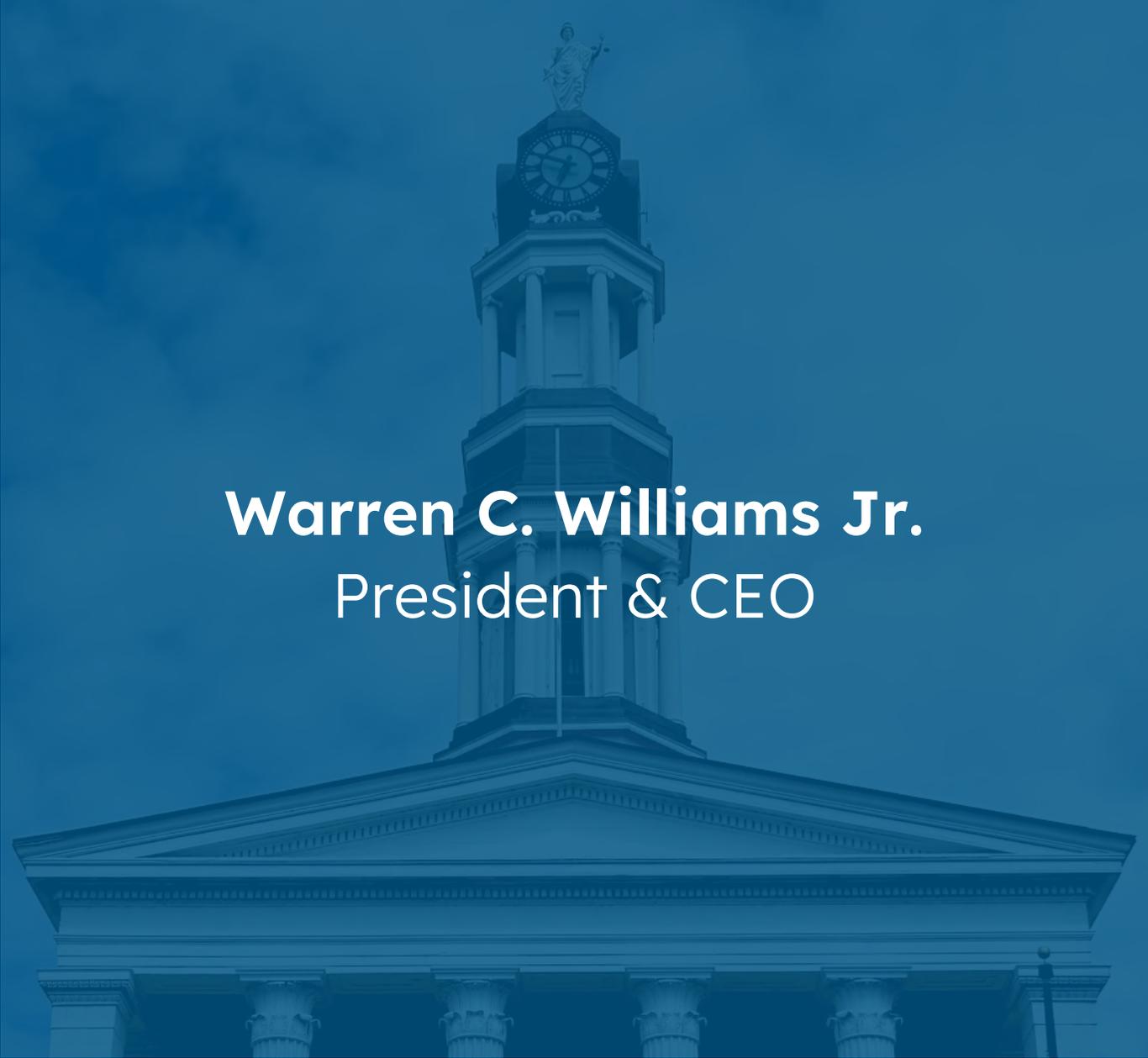
**Two Gateways, One City**  
Petersburg, Virginia

April 14, 2024



# GATEWAYS<sup>2</sup> PETERSBURG

The Warrenton Group • Delaware North  
Upper Mattaponi Tribe



Warren C. Williams Jr.  
President & CEO

- An **original steward** of the Virginia Tidewater Region
- A force for **economic development** and **community engagement**.
- Working to **create jobs** and **provide opportunities** for our citizens to return home, bring innovation and support the community.
- A **strong community partner** with relationships at the Federal, State and Local levels coordinating and supporting law enforcement, and fire, emergency, and community services.
- **Expanded access to healthcare** in rural King William County.





**\$4.3B**

REVENUE

**100+**

YEARS FAMILY OWNED AND OPERATED

**200+**

OPERATING LOCATIONS

**40,000+**

TEAM MEMBERS GLOBALLY

**500M+**

GUESTS SERVED ANNUALLY

**1,000+**

FOOD AND BEVERAGE OUTLETS

**250+**

BRANDS

**350+**

RETAIL OUTLETS

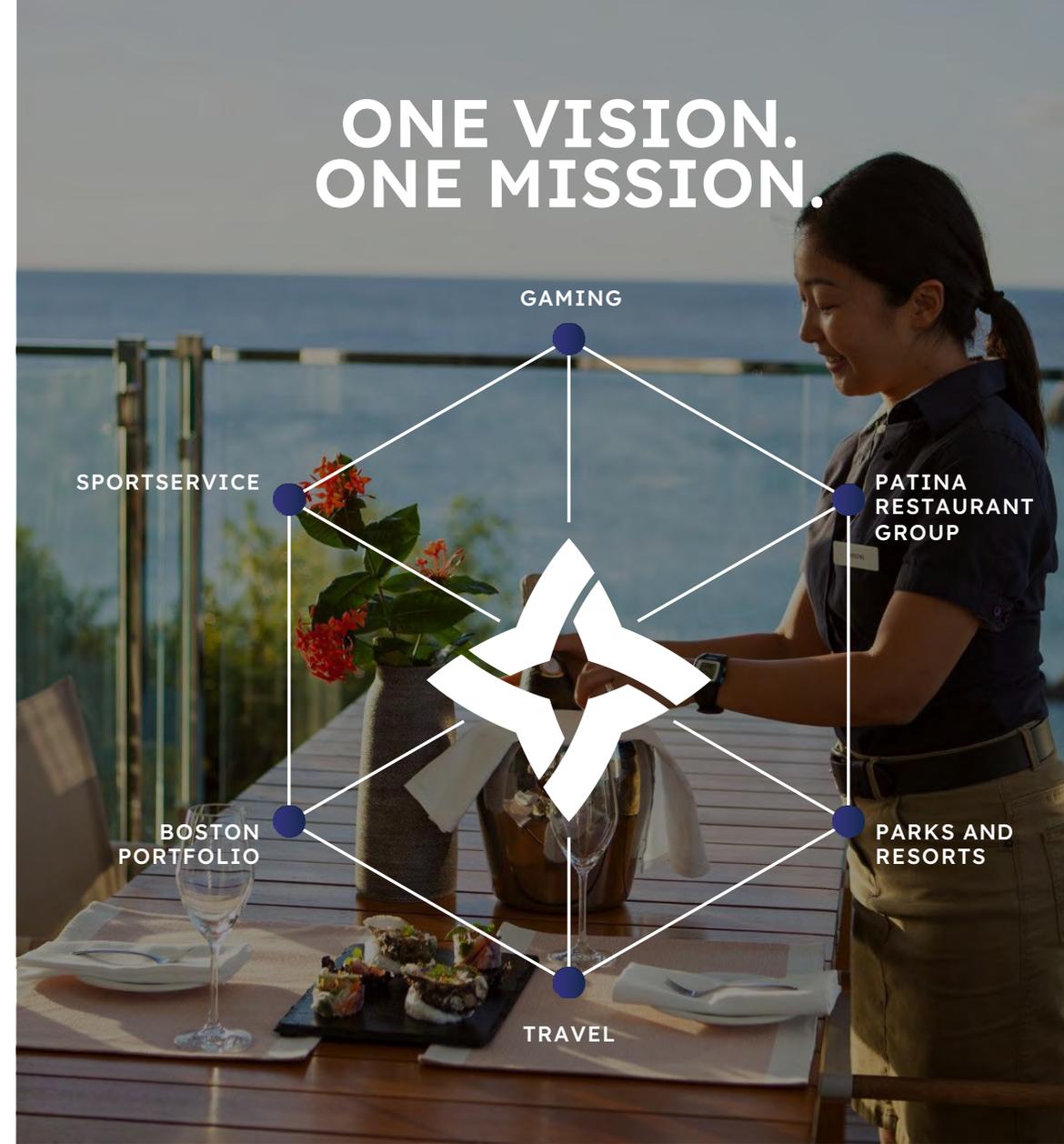
**4,000+**

LODGING ROOMS

**11,500+**

GAMING MACHINES

**ONE VISION.  
ONE MISSION.**





Delaware  
North

Delaware North Headquarters  
Buffalo, NY

# Ahead of the Game

- Gaming venues with slots, tables games, hotels and full-service restaurants.
- 13 U.S. and 1 Australia venue – 12 of which are wholly owned and operated.
- Completed \$320 million expansion of Southland Casino Hotel in 2022.



Southland Casino Hotel



Mindil Beach Casino Resort



Remedy Bar | Finger Lakes Gaming & Racetrack



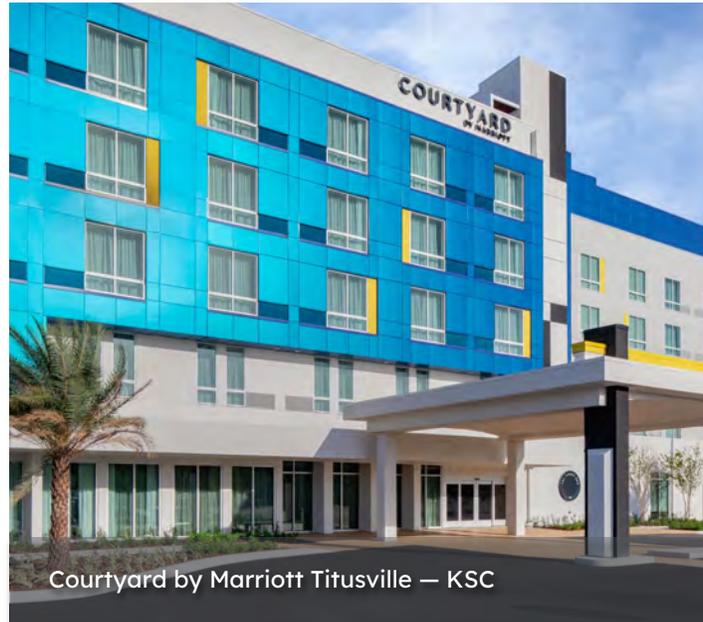
Wheeling Island Hotel-Casino-Racetrack

# Development Experience

- We've completed hundreds of new construction, renovation and expansion projects:
  - Developed several of our own and clients' casinos and other gaming venues.
  - Built destination restaurants, stadium clubs and restaurants, airport shops and restaurants.
- Our design/construction team and operating divisions will work with The Warrenton Group in every step of the project.
- Our government affairs, legal and communications teams have extensive development support and community relations experience.



Southland Casino Hotel



Courtyard by Marriott Titusville — KSC



The Hub on Causeway — Boston

# Southland Casino Hotel

WEST MEMPHIS, ARKANSAS

- We took a former racetrack and turned it into a full-fledged, Las Vegas-style casino destination with luxury hotel.
- Developed a new 300-room, 20-story hotel and new 113,000-square-foot gaming floor that features 2,400 slot machines, 50 live table games, five restaurants and three bars.



# Petersburg and West Memphis

- The project mirrors what is envisioned for Petersburg.
- Like Southland, the casino in Petersburg aims to be a comprehensive destination offering a wide range of amenities and experiences for residents and visitors.
- Both projects are designed to create vibrant and engaging environments that cater to diverse interests and enhance the overall quality of life for the community.
- Southland has been a transformative project for West Memphis.





# Commitment to Communities

- Delaware North invests in proven social determinants of health and quality of life, including child and family health and safety, equity in education and workforce readiness.
- Employs 40,000+ people, jobs that in many cases support small and mid-sized communities.
- Our gaming venues create good jobs, support local vendors and contribute significant taxes to local and state governments.
- We support many charitable organizations in those communities through direct donations, food, personal care items and toy drives, and volunteering.
- Delaware North team members participate in volunteering and fundraising efforts.



# Southland Casino Hotel Annual Community Impact



**1,270**

ACTIVE EMPLOYEES

**\$47 million**

PAYROLL, PAYROLL TAXES  
AND BENEFITS

**\$48 million**

PURCHASES FROM  
OUTSIDE VENDORS

**\$54.6 million**

GAMING TAXES

(\$39.6 million state; \$4.4 million Crittenden County;  
\$10.7 million City of West Memphis)

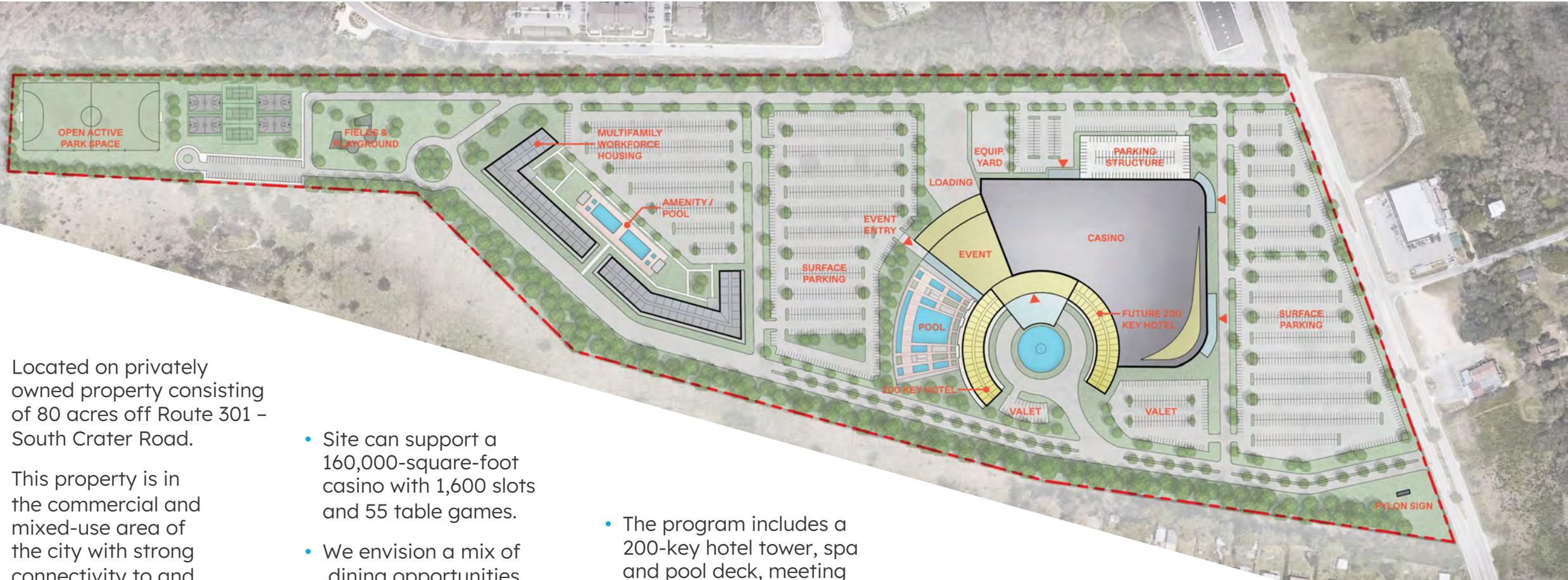
**\$1.3 million**

ANNUAL  
CHARITABLE COMMITMENTS

**\$20,000+**

IN-KIND DONATIONS

# Southern Gateway: Casino, Resort, and Economic Development District



- Located on privately owned property consisting of 80 acres off Route 301 – South Crater Road.
- This property is in the commercial and mixed-use area of the city with strong connectivity to and visibility from I-95.
- Site can support a 160,000-square-foot casino with 1,600 slots and 55 table games.
- We envision a mix of dining opportunities, including a high-end steakhouse, sports bar & grill, and a food hall.
- The program includes a 200-key hotel tower, spa and pool deck, meeting and conference rooms.
- We will also develop 200 housing units at the site for our employees.





# Casino Development Phases

- We plan to open a temporary casino facility on our site as we build the permanent facility.
- Ultimate buildout will include an entertainment venue and additional 150-key hotel tower could be added.



# Workforce Development Initiatives

- We will create a supportive and inclusive workplace where employees can thrive, grow professionally and achieve their career goals.
- We believe investing in our workforce benefits the employees and contributes to the success and sustainability of the development project:
  - Full-Time Employees: Ongoing training and development programs, career coaching, and opportunities for skills enhancement.
  - Part-Time Employees: Access to job-related training programs and skill-building workshops.
  - Contract Employees: Training resources and pathways for career advancement within the organization or related industries.
- Priority hiring for Petersburg residents.



# Northern Gateway – Pocahontas Island Revitalization District

- The Warrenton Group team is uniquely situated to understand the sensitivity needed to rejuvenate and activate Pocahontas Island.
- We promise to work with the residents of this historic community and all stakeholders to ensure that the consensus regarding redevelopment arrived in the 2014 VCU study is honored.
- A potential development program for the Pocahontas Island Revitalization District is brought to life through the illustrative conceptual renderings prepared by Torti Gallas + Partners.
- The concept plan is intended as a starting point for discussions with the residents of Pocahontas Island and related stakeholders.



# Northern Gateway – Pocahontas Island Revitalization District- Downtown Revitalization

- Development of the vacant Roper’s Lumber yard and surrounding areas located on Pocahontas Island (within a 10-minute walk of the Old Towne/Downtown core).
- Development of a waterfront area with retail, restaurants and other recreational activities
- We seek to enhance the residential portions of Pocahontas Island without changing its true nature, preserving the historical landmarks while honoring the deep history in a proposed museum celebrating the rich history of the country’s first free Black community.
- The Potential development of a hotel and entertainment area along with pedestrian bridges and generous open spaces inspired by the VCU’s 2014 Pocahontas Island Neighborhood Plan.
- Envision gathering place for recreation and community building.





# Northern Gateway – Community Plan

- Development of a health hub facility where the residents of Petersburg can have access to quality health care and other services.
- Development and establishment of a Culinary School in Downtown Petersburg.
- Development of student housing, senior housing and work force housing.



# Northern Gateway – Virginia State University

- As a university based in the community and a stakeholder, the revitalization of Petersburg is paramount to its programs, student population, the City of Petersburg and the surrounding area.
- The Virginia State University (VSU) Hospitality Management Program is one of only five Historically Black College and University (HBCU) programs accredited by ACPHA.
- We will establish an internship program to provide VSU students' leadership and managerial training with real-world hospitality educational experiences and will augment the hospitality industry's access to a diverse talent acquisition pipeline.
- To further our efforts, we are establishing a culinary institute in Downtown Petersburg.



# Community Engagement

- Our community engagement plan will address concerns and ensure engagement of the citizens of Petersburg in the planning, development and future employment opportunities.
- We will engage residents in substantive discussions on designing a community-based development project. Our team will tackle citizen feedback and engagement using three distinct channels:
  - No less than five town hall meetings attended by members of our design team and actual project decision makers from all facets of the development.
  - Daily communication with state, local and federal elected officials, as well as appropriate economic development and planning officials.
  - “Boots on the ground” in the community to have as much interaction as possible with community BBQs and speaking opportunities at community organizations and churches.



An aerial photograph of a city, likely Petersburg, Virginia, showing a dense urban area with various buildings, streets, and green spaces. The image is overlaid with a semi-transparent blue filter. In the center, there is a white rounded rectangular box containing the text "Your Community Our Commitment" in a bold, white, sans-serif font.

# Your Community Our Commitment