



ILLINOIS GAMING BOARD

JB Pritzker • Governor Marcus D. Fruchter • Administrator

160 North LaSalle ♠ Suite 300 ♣ Chicago, Illinois 60601 ♥ tel 312/814-4700 ♦ fax 312/814-4602

Request for Quotation

AGENCY: Illinois Gaming Board
ADDRESS: 160 North LaSalle Street, Suite 300
CITY: Chicago
CONTACT: Daniel Gerber
REQUESTING DEPARTMENT: Administrator
PHONE: (312) 814-4713
EMAIL: daniel.gerber@igb.illinois.gov
DUE DATE AND TIME: July 9, 2019 at 1:00 P.M.

Description of Services Required:

The Illinois Gaming Board issues this small purchase request for quotation to secure the services of a nationally recognized casino gaming feasibility consultant (Vendor) per 230 ILCS 10/7(e-5) (Vendor)¹. Note that per the Illinois Procurement Code, small purchases are capped at \$101,800. Vendor must provide a quotation that includes the information requested below. The quotation should be expressed as a flat rate for completing this project, and not as an hourly rate.

Qualifications:

1. Vendor evaluated the feasibility of a casino operation placed in a metropolitan geographic setting in at least three separate gaming jurisdictions. Please provide at least one written report per gaming jurisdiction generated to evaluate the feasibility of a casino operation located in a metropolitan geographic setting.
2. Vendor consulted for at least three multi-jurisdictional gaming corporations or governmental units on at least five separate gaming projects. Please provide at least one report created during the consultation for each of the five gaming projects.
3. Vendor analyzed the effects of the local, county, and state tax structure, including possible changes, on at least five gaming, hospitality, resort, or entertainment projects from at least three separate tax jurisdictions. Please provide at least one report from each of the three jurisdictions.
4. Vendor conducted a metropolitan statistical analysis on at least five separate metropolitan geographic settings for its effects on gaming, hospitality, resort, or entertainment projects. Please provide a copy of the analysis for each of the five metropolitan areas.
5. Vendor has the sufficient capacity to commit an engagement team whose members will work on this contract during the Delivery Period. Please provide a resume for Vendor's staff members who will serve on the engagement team that demonstrates the following:

¹ See 30 ILCS 500/20-20 (West 2016) and the related rules for more information on small purchases under the Illinois Procurement Code, 30 ILCS 500/1-1 *et seq.*

- a. a lead team member with at least 15 years of experience with the gaming industry;
 - b. a team member who authored, in part, at least three separate feasibility studies in the gaming, hospitality, resort or entertainment industries. Please include the referenced studies;
 - c. a team member who evaluated at least 20 different locations for its tax effects on retail, hospitality, or gaming business projects; and
 - d. a team member with investment banking experience in the gaming, hospitality, resort or entertainment industries.
6. Vendor must act in an independent and objective capacity.

Please disclose whether Vendor has any direct pecuniary interests in or current contractual relationships with:

- a. any entity licensed by the Illinois Gaming Board²; or
- b. any entity arranging or providing financing for gaming projects or casinos.

Please also disclose all communications of any kind with agents, representatives, consultants, employees, or officials of the City of Chicago, the Illinois Gaming Board, the State of Illinois regarding: 1) this procurement; 2) Public Act 101-31, which is the Illinois gaming expansion signed into law by Governor Pritzker on June 28, 2019; or 3) any actual or contemplated analysis or study of the financial feasibility of a casino in the City of Chicago. Each disclosure should include the following:

- a. all individuals involved in each communication, including an identification of the affiliation of each involved individual;
- b. the date of each communication; and
- c. a description of the topics discussed in each communication.

Please note that any such communication *may* disqualify the Vendor from receiving an award under this Request for Quotation.

Deliverables:

Vendor must provide a report based on the economy, demographics, tax structure, the effect of applicable laws, including but not limited to Public Act 101-31, geography, and any other relevant factor of the Chicago Metropolitan Area to evaluate:

- a. The financial feasibility of a casino in the City of Chicago to provide an acceptable annualized rate of return to an investor.
- b. The ability to finance a casino in the City of Chicago, including an analysis of the impact of assumptions involving the following factors:
 - i. Land acquisition;
 - ii. Construction;
 - iii. Project management;
 - iv. Applicable state and local taxes, permits and fees;
 - v. The requirements of Public Act 101-31;

² Entities licensed by the Illinois Gaming Board may be found at the Illinois Gaming Board's website: <http://igb.illinois.gov>

- vi. The implementation of gaming expansion recently authorized in Public Act 101-31, including, but not limited, to additional casinos, video lottery terminals, racetracks and sports betting;
 - vii. Initial expenses for a casino operation;
 - viii. Financial projections on the ability and timeframes to recover such costs including, but not limited, to various assumptions such as debt to equity ratios, lending terms, market saturation, competitive landscape; and
 - ix. The extent to which city, county, or State government entities may act, including changing tax structures, to lessen or improve the overall feasibility of a casino in the City of Chicago.
- c. If a location (or locations) within the City of Chicago would either increase or decrease the feasibility of a casino operation.

The report must be delivered no later than August 12, 2019 (“Delivery Period”).