



WORKING TOGETHER FOR CENTRAL NEW YORK

ONEIDA INDIAN NATION ECONOMIC IMPACT FISCAL YEAR 2021

Since 1992, the Oneida Indian Nation has invested more than \$6 billion in its government programs and business enterprises, which now help draw more than 4.5 million visitors annually to the region. In that time, the Nation has paid out \$2 billion in payroll and \$5 billion in vendor spending, including \$730 million on capital and construction projects. Since the 2013 historic settlement agreement among the Oneida Indian Nation, New York State, and Oneida and Madison counties, the state receives 25 percent of revenue from Oneida Indian Nation slot machines -- totaling more than \$350 million since 2013 -- which is shared with counties in the region.

Oneida County

272 Oneida Indian Nation vendors
\$12.7 million of Nation spending in 2021

Onondaga County

381 Oneida Indian
Nation vendors
\$50.9 million of
Nation spending in 2021

Madison County

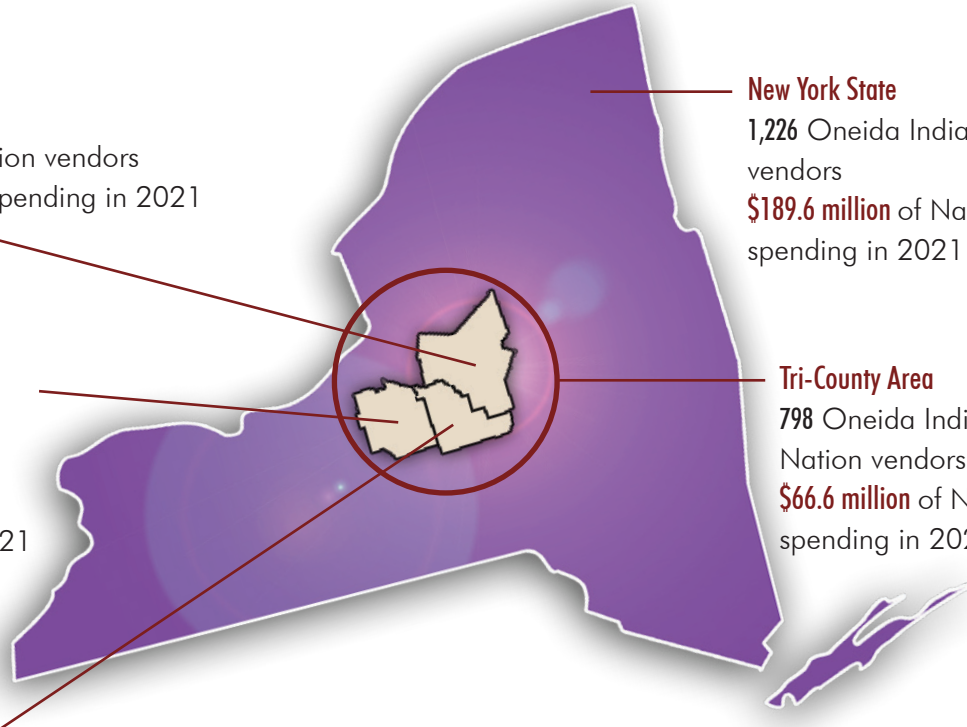
145 Oneida Indian Nation vendors
\$2.9 million of Nation spending in 2021

New York State

1,226 Oneida Indian Nation
vendors
\$189.6 million of Nation
spending in 2021

Tri-County Area

798 Oneida Indian
Nation vendors
\$66.6 million of Nation
spending in 2021



2021 TOTAL PAYROLL:

\$167,128,452

Paid to 4,000+ employees



4,000+

+more than 2,000
jobs since 1993

1,884

1993

2021



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ONEIDA INDIAN NATION ECONOMIC IMPACT

With a legacy of making Upstate New York a leading tourist destination, the Oneida Indian Nation, in the last seven years, has invested more than **\$350 million** in capital projects in the region.

Since 2013, these consecutive capital projects have been entrusted to The Hayner Hoyt Corporation, Upstate New York's most reputable commercial construction management firm.

More than 10 projects in seven years, the Oneida Indian Nation's developments span across Oneida and Madison Counties, from Verona to Bridgeport:



- **2013:** The development of Exit 33 at Turning Stone, an entertainment and nightlife complex with several themed restaurants and cocktail lounges

- **2014 -2015:** The construction of YBR Casino & Sports Book in Chittenango, revitalizing an underdeveloped shopping plaza

- **2017-2018:**
 - The building of Point Place Casino in Bridgeport
 - And, and the construction of three Maple Leaf Markets in Sherrill, Chittenango and Sylvan Beach



- **2019:** The 19,400 square foot expansion at YBR Casino & Sports Book to include The Lanes, a six-lane luxury bowling center and Topgolf Swing Suite



- **2018:** The Commons at Turning Stone, featuring four new boutiques with contemporary men's and women's apparel and jewelry

- **2019 – 2020:** Most recently, the construction of The Lake House at Sylvan Beach, the Oneida Indian Nation's newest gaming and dining venue

In addition to the Oneida Indian Nation's significant investments in capital projects in Upstate New York, it remains committed to sourcing goods and services from other businesses in New York State. Over the last seven years, the Oneida Indian Nation has invested more than **\$1.1 billion** in New York vendors.



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ONEIDA INDIAN NATION PARTNERS WITH LOCAL BUSINESSES

With the health and safety of guests and employees as a top priority, the Oneida Indian Nation relied on several Central New York businesses to provide a variety of products and services for its reopening, including face coverings for all employees, printing of health and safety protocol signage and providing new technology for guest and employee communications.

Oneida Nation Enterprises invests millions in local companies every year. In 2020, the Oneida Indian Nation invested more than **\$166 million** to thousands of vendors in New York, which included **\$75 million** to nearly 1,000 businesses in Oneida, Madison and Onondaga counties.

Central New York companies critical to the Oneida Indian Nation safely reopening its properties include:



The Image Press, Cicero, NY: developed and sourced more than 25,000 face coverings, a vital component of the Oneida Nation Enterprises' health and safety reopening plan. The breathable face coverings were specifically designed for the sustained use throughout employees' shifts.

"The Oneida Indian Nation made a significant investment by providing every employee with multiple face coverings – and as one of the largest employers in our region, it is evident the safety of their employees is important," said **Nick Goodell, The Image Press**. "We are grateful for the Oneida Indian Nation's partnership and commitment to supporting so many businesses right here in New York."



Northland Communications, Utica, NY: developed new technological solutions and infrastructure imperative to communicating important safety updates and protocols with employees and guests.

"We are very fortunate to still be able to provide jobs for our entire workforce of 115 employees," said **Jim McCarthy, President of Northland Communications**. "This is an important time in our industry, and partners like the Oneida Indian Nation who are committed to the economic development and long-term growth of our region, are vital in helping propel us forward during these unprecedented times."



Victory Sign, Canastota, NY: a longtime partner of the Oneida Indian Nation, Victory Sign provided printing of health & safety protocol signs to saturate all of the Nation's properties and office spaces.

"Our partnership with the Oneida Indian Nation during these unprecedented times has been pivotal to our success, and it's evident that the safety of guests, employees and our entire team who work at their properties is their top priority," said **Anthony DePerno, President of Victory Sign**. "The Oneida Indian Nation's continued investment in this region has created several opportunities for us, helping to foster our growth, and the growth of so many other local businesses as well."



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ONEIDA INDIAN NATION IMPACT

In 2013, the Oneida Indian Nation, the State of New York, and Madison and Oneida counties signed a historic agreement that officially ended all legal disputes. Included in the agreement, the Nation agrees to invest 25 percent of its net gaming revenue from its slot machines in the state and surrounding counties. Oneida Indian Nation settlement payments -- totaling more than \$350 million since 2013, with more than \$100 million of that total going to Oneida and Madison counties -- are now supporting public safety, schools, roads, arts and other social services. The revenues have also prevented property tax increases and helped cities balance their budgets.

PREVENTING PROPERTY TAX INCREASES: Budget-strapped counties and cities have faced pressure to raise property taxes to fund vital social services -- but Oneida Indian Nation revenues have helped alleviate that pressure. For example, in 2015, the [Utica Observer-Dispatch](#) reported that Oneida Indian Nation revenues “helped to keep county taxes from rising without major service cuts. In 2018, Oneida County was able to freeze property tax rates, and Oneida County Executive Anthony Picente specifically credited Oneida Indian Nation revenues for that achievement. “Without this revenue, we would have had to raise property taxes at least 5 percent a year since 2014,” Picente [declared](#).

FUNDING LOCAL SCHOOLS: Oneida Indian Nation revenues flow from counties to New York’s K-12 education system. For example, in [2014](#), Madison County pumped \$800,000 of its \$11 million settlement with the Nation into local school districts.

INVESTING IN INFRASTRUCTURE & PUBLIC SERVICES: Counties have used Oneida Indian Nation revenues to help maintain funding for roads. In 2016, for example, the [Oneida Dispatch](#) noted that “money from the 2013 settlement will also help cover the (funding) increase to the county road fund.” Likewise, the [Rome Sentinel](#) reported that in 2016, Madison County used Oneida Indian Nation revenues to help towns “pay the operating expenses for each municipality’s fire and school districts and also sewer, water, hydrant and library costs.” In 2019, the [Utica Observer-Dispatch](#) reported that Vienna Town Supervisor William Graham and Verona Town Supervisor Scott Mussachio planned to use Oneida Indian Nation revenues for town infrastructure improvements.

SUPPORTING PUBLIC SAFETY: Oneida Indian Nation revenues have helped local communities throughout Central New York fund their law enforcement operations. These funds have helped counties hire more deputies to [beef up patrols](#) and finance a [new firearms training system](#). The funds also helped six law enforcement agencies pay for [new body armor](#).

BOOSTING ARTS & CULTURE: Oneida Indian Nation revenues are supporting arts and cultural programs and facilities throughout the region. For instance, WRVO [reported](#) that in 2015, Oneida County planned to use some of the money to fund science and technology training at Mohawk Valley Community College. Other portions of the money could be available for the Stanley Theater and Munson Williams Proctor Arts Institute. Meanwhile, Onondaga County has used \$2.5 million of Oneida Indian Nation revenues to help fund a [major amphitheater](#) on the western shore of Onondaga Lake.

HELPING BALANCE BUDGETS: Oneida Indian Nation revenues flow from county governments into local communities, where the funds help those communities balance their municipal budgets. In 2015, the Oneida Dispatch noted that for the second time, Madison County officials were “sharing a little over 5 percent of its \$3.5 million payment from the Oneida Indian Nation settlement with municipalities.” The next year, Oneida County Executive Anthony Picente [noted](#), “We have shared over \$4 million with villages, towns and schools.” At the end of 2018, [Oneida County](#) had a \$9.7 million budget surplus, attributed in part to payments from the Oneida Indian Nation.