

## Del Pointe project beneficial for Del .

*Editor's note: The following is a written response to a Guest Commentary by Dover Downs CEO Denis McGlynn, which appeared in State News Sunday.*

Dear Mr. McGlynn, I would like to respond to your recent op-ed regarding additional gaming venues in Delaware. As chairman of Dover Downs, you have a fiduciary responsibility to do what is best for your shareholders so I certainly don't blame you for your attempts to thwart competition. I'm not sure, however, that the aggressive tone you took in the oped was necessary or constructive. I certainly don't appreciate being called a "clueless wannabe" or an "interloper."

As Gov. Markell pointed out, the gaming franchise in Delaware belongs to the Delaware taxpayers. Therefore, **Del Pointe** should only be granted a gaming license if **Del Pointe** will benefit the state and its citizens. I clearly think the revenue and jobs **Del Pointe** will create is beneficial to the state but I am biased, as are you, on this issue.

In your op-ed you challenge the credibility of our statements. On the House floor a couple months ago, you made the statement that if HS 1 to HB 100 passed (as it did) both Harrington and Dover would soon go out of business. I was told by several legislators that you made a similar comment at Leg Hall in 1994 regarding the proposed gaming tax rate; stating that no racetracks would install slot machines with such an onerous tax. How credible were these statements?

You refer to the population of Delaware being too small to support additional gaming venues. Delaware's population is irrelevant as there are no barriers requiring people to only gamble in their home state. What's more relevant is that Delaware is within a few hours drive of 50 million people. A customer base that Delaware is now uniquely positioned to capture given the addition of sports betting and soon, table gaming. Perhaps more important is that **Del Pointe** is geographically positioned to not only minimize the cannibalization effect on existing Delaware racinos but to attract out-of-state tourists from our beach market. Gaming studies, including 1998's "The Regional Economic Impacts of Casino Gambling" by Adam Rose & Associates, have shown that the economic benefit of a casino is greatest when the clientele is comprised largely of tourists. By not locating a casino near our largest tourist market, Delaware taxpayers are leaving a lot of money on the table, not to mention depriving Sussex County of a much-needed source of jobs.

You are correct in stating that increased gaming in surrounding states poses a threat to Delaware's gaming revenue. One threat in particular is the casino proposed in Ocean Downs in Maryland. Without **Del Pointe**, our beach tourists will spend their gaming dollars at Ocean Downs. **Del Pointe** is a perfect opportunity for Delaware to defend against this competition and ensure the gaming revenue from our beaches goes to support Delaware and not Maryland.

Our statements regarding the impact **Del Pointe** will have on Delaware were not based upon mere conjecture but were the result of a third-party market study conducted by a very reputable company with numerous years of experience analyzing gaming markets: the Sage Policy Group. The study made the following conclusions: •The project would support 6,000 jobs (annual job equivalents) during construction •The project would produce \$75 million in annual state revenue •The project would recapture gaming revenue that would otherwise be lost to the Ocean Downs facility in Maryland •The project would support 5,762 permanent jobs (direct and indirect effects) upon completion •The project would enhance Sussex County's leisure and hospitality appeal •The project would provide a one-mile standardbred racetrack; a length much preferred by horsemen over the half-mile and 5/8-mile tracks at Harrington and Dover Mr. McGlynn, I respect you for the success you have achieved at Dover Downs and I realize that you are only trying to maximize the profits of your company, but this issue is bigger than both you and me. What matters is what is best for Delaware. Only the citizens of Delaware and our elected legislators can make that decision.

*Editor's note: Christopher Schell is one of the developers involved in the **Del Pointe** project.*



GUEST  
COMMENTARY

**Christopher Schell**

“One threat in particular is the casino proposed in Ocean Downs in Maryland. Without **Del Pointe** , our beach tourists will spend their gaming dollars at Ocean Downs. **Del Pointe** is a perfect opportunity for Delaware to defend against this competition and ensure the gaming revenue from our beaches goes to support Delaware and not Maryland.”

Powered by [TECNAVIA](#)

Copyright © 2009 06/30/2009