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August 20, 2013

Rep. Henry Bear  
Maine House of Representatives  
41 Elm Street  
Houlton, ME 04730

Dear Representative Bear:

I am writing in response to your recent inquiry about the prospects for a Maliseet casino located in Houlton, Maine. I was intrigued by your inquiry, because I have visited East Grand Lake as a fisherman on many occasions, and I typically make at least one visit to Houlton each trip to resupply and have dinner. Consequently, I have some personal familiarity with the area.

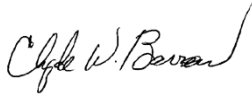
What intrigued me about your inquiry was that the very first time I visited Houlton, one of my first thoughts was “what a great location for a casino in Maine!” The location has many potential advantages:

1. It is located a significant distance from the state’s two existing casinos and, consequently, it would not be in direct competition with them. Therefore, it presents an opportunity to actually grow the Maine gaming market, rather than dilute and redistribute it among competing facilities.
2. It is located at the center of a population center (est. 250,000) sufficient to support a moderate sized casino.
3. It is a port of entry on the Canadian border with significant potential to capture Canadian residents as a sizeable component of its customer base.
4. It is a port of entry at the end of Interstate 95, which generates a considerable volume of commercial truck traffic and, therefore, it has the potential to capture additional out-of-state visitors as is done by many Tribal casinos in the western states located adjacent to Interstate highways.
5. It is already a tourist destination for hunting, fishing, camping, and boating so there is at least a limited potential to capture some of these

visitors, who may want to take an occasional break from outdoor activities, particularly when traveling to Houlton.

Obviously, it is not possible to offer an estimate of a Houlton casino's potential revenues without the requisite analysis, but you have made what seems to be a promising proposal. I would be interested in following up on our conversation with yourself or others in the future if you so desire.

Sincerely,

A handwritten signature in cursive script that reads "Clyde W. Barrow".

Dr. Clyde W. Barrow  
Director, Center for Policy Analysis