

FSA ADVISORY GROUP

KAW NATION

# ROCK & BREWS CASINO



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PROJECT INSIGHTS PRESENTED BY



# PROJECT INTRODUCTION

**Here at FSA-AG, we are always on a mission to see tribes succeed in growing their economic development footprint while securing prosperity for future generations. Often, that includes persevering in the face of complex challenges that could potentially impact plans for the future in a myriad of ways. Our team counts Kaw Nation's Rock and Brews Casino expansion as an important example of how a tribe can accomplish their long-term goals through flexibility, persistence and creativity.**

After several years of trying to make the expansion project a reality through other efforts, KGI engaged FSA-AG in a financing and project development capacity. With the emergence of COVID-era tightening in the financial services market (not to mention all of the other tragic realities of COVID impacts on tribal communities in the United States,) one might have assumed that KGI was heading straight for another challenging obstacle in realizing their dream of expanding their gaming enterprise.

Fortunately, FSA-AG's depth of experience, expertise and service combined in unprecedented times with a focus on storytelling to effectively communicate with potential lenders. This compelling case for investment, despite the volatile climate of the early COVID-era, helped FSA-AG to secure the necessary funding to finally begin bringing KGI's dream to life.

As we reflect on the tribe's success in completing the expansion project, the FSA-AG team finds that not only is KGI's journey to funding remarkable in its own right, but the Rock & Brews Casino property itself is also a remarkably unique offering for guests in a relatively saturated market. It was our honor to be a part of the process and we look forward to seeing how KGI continues to develop on opportunities that the Rock and Brews Casino expansion project makes possible.





# KAW NATION ROCK & BREWS CASINO



## PROJECT DESCRIPTION CASINO & RESTAURANT EXPANSION

FSA helped scope, develop and secure financing for the Rock & Brews Casino and Restaurant expansion. FSA was engaged in 2019 after Kaw Gaming spent several years trying to make the expansion project a reality through other efforts. FSA was able to secure competitive financing during the COVID pandemic enabling KGI to start the construction of the project before construction costs escalated in the spring of 2021, saving the KGI millions and enabling the project to remain on schedule.

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# PROJECT CONTACT

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# PROJECT DETAILS

PROJECT DESCRIPTION

CASINO AND RESTAURANT EXPANSION

PROJECT LOCATION

BRAHMAN, OK

OWNER/AGENCY

KAW NATION  
KAW GAMING, INC.

COMPLETION DATE

MAY 2021

FINANCING AMOUNT & TYPE

\$23 MILLION PROJECT  
\$19 MILLION OF FINANCING

# FINANCING AND PROJECT DEVELOPMENT

FSA Advisory Group provides project development and financing services for capital projects to ensure a well-organized, efficient experience.

Assistance with respect to securing suitable financing or refinancing for your project(s) including but not limited to:

- Management of the overall financing process
- Facilitation of weekly or bi-weekly conference calls
- Participation as part of the Project Team
- Creation and management of a comprehensive Project Task List & Closing Checklist
- Facilitation of the RFP process for the selection of the architect, owner's representative, general contractor, or other vendors (if applicable)
- Provide additional due diligence and closing conditions to lenders

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*The FSA difference is centered around the way we serve and execute for our clients.*

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