

REMARKS OF THOMAS C. BONNER

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Before the Pennsylvania Gaming Control Board
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Greenwood Gaming & Entertainment, Inc.

Category 1 Licensee Operating Philadelphia Park Casino
and Racetrack in Bensalem, Pennsylvania

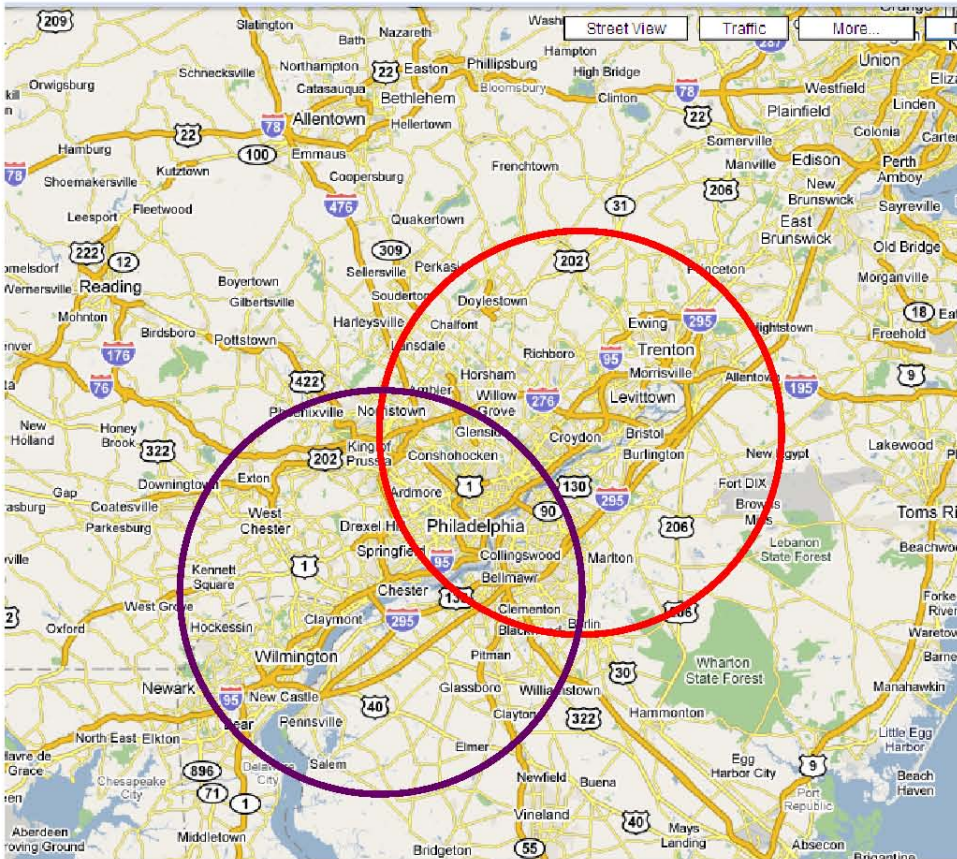
- 23 Miles from Valley Forge
- Philadelphia area market for slots gaming is already saturated
- Granting Valley Forge a Category 3 license will merely redistribute existing slots revenue
- A Category 3 license should be reserved for true resort hotel applicant in the future

Five Casinos Competing For Slots Patrons in Greater Philadelphia Area Already

- **Category 1 Licensees:**
 - Philadelphia Park
 - Harrah's
- **Category 2 Licensees:**
 - Foxwoods
 - Sugarhouse
 - Sands Bethworks

Slots Patrons In The Philadelphia Market Are Local

- 65% of Philadelphia Park Players Club Members live within 25 miles of casino
- Nearly all of Philadelphia Park's repeat players live within 25 miles of casino
- One-Third of Philadelphia Park patrons also live within 25 miles of Harrah's



PPC has a database of 350,000 patrons.

225,000 (64%) live within 25 miles of PPC.

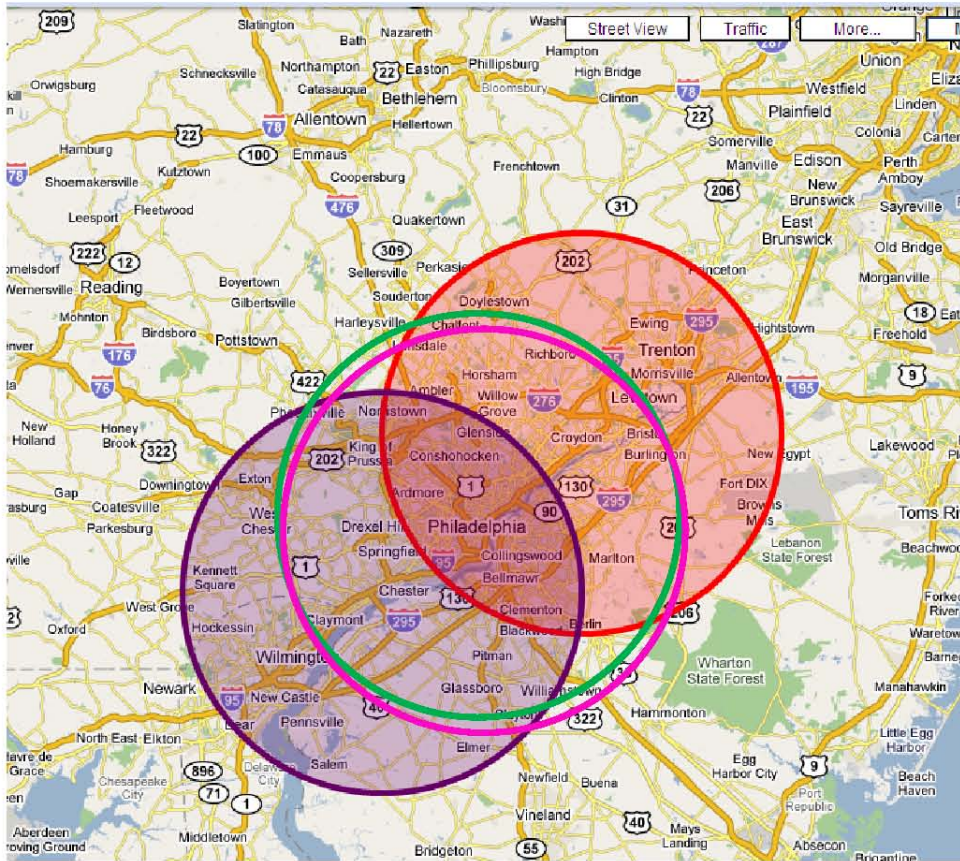
121,000 (35%) live within 25 miles of Harrah's.

Phila. Park
25 Miles

Harrah's
25 Miles

Slots Patrons In The Philadelphia Market Are Local (con't)

- More than 50% of Philadelphia Park patrons live within 25 miles of Foxwoods and Sugarhouse



203,000 (58%) live within 25 miles of the Foxwoods site.

198,000 (56%) live within 25 miles of the Sugarhouse site.

Phila. Park
25 Miles

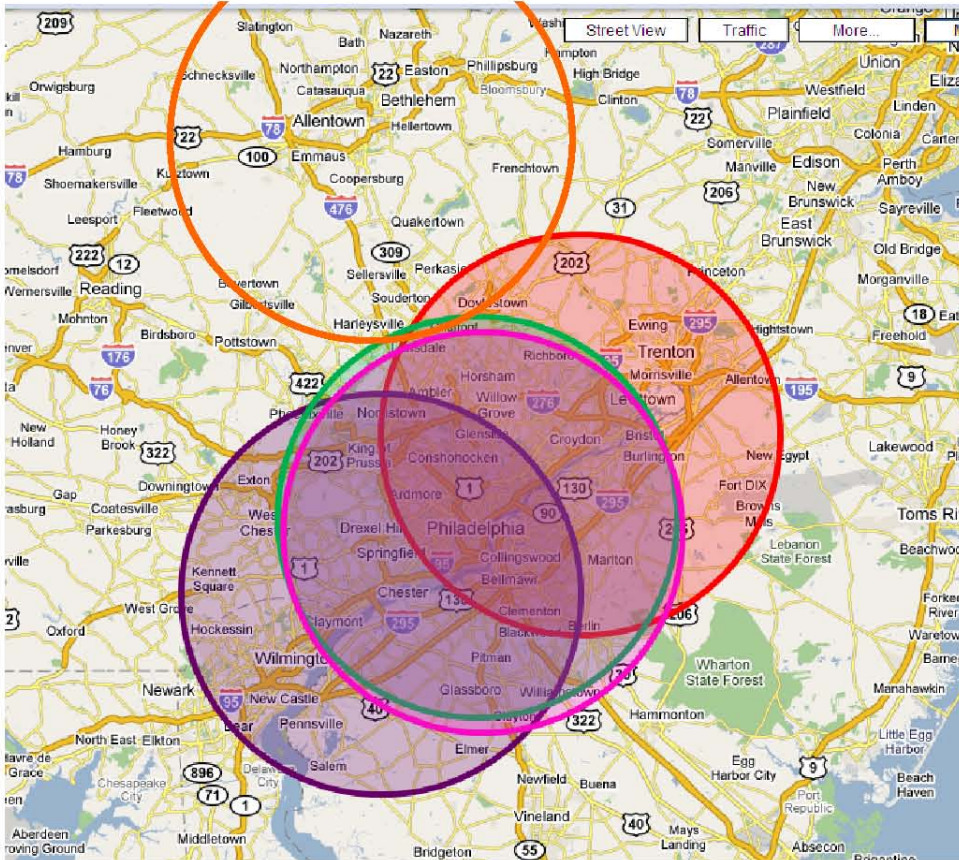
Harrah's
25 Miles

Foxwoods
25 Miles

Sugarhouse
25 Miles

Slots Patrons In The Philadelphia Market Are Local (con't)

- 5% of Philadelphia Park patrons live within 25 miles of Sands Bethworks



16,000 (5%) live within 25 miles of Bethworks.

Phila. Park
25 Miles

Harrah's
25 Miles

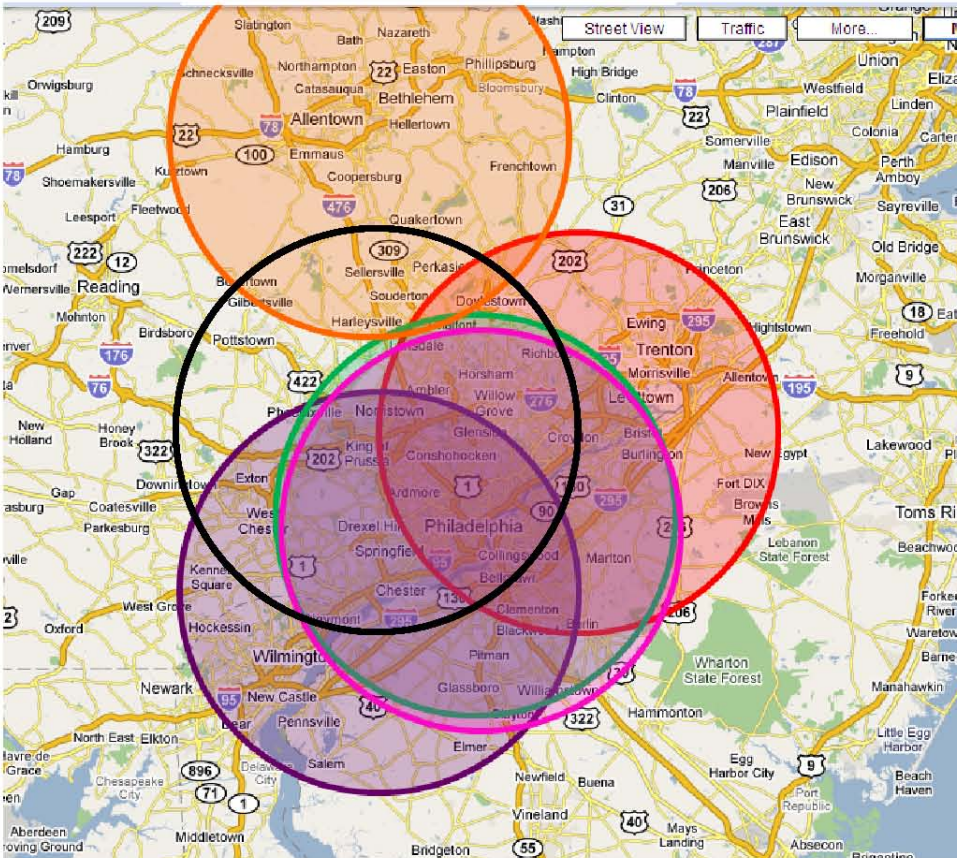
Foxwoods
25 Miles

Sugarhouse
25 Miles

Bethworks
25 Miles

Slots Patrons In The Philadelphia Market Are Local (con't)

- 50% of Philadelphia Park's patrons also will live within 25 miles of Valley Forge, if it is granted a license



176,000 (50%) live within 25 miles of the Valley Forge site.

Of the 225,000 patrons that live within 25 miles of PPC, 198,000 (88%) live within 25 miles of another casino.



Valley Forge's Core Market Will Significantly Overlap The Core Markets Of Each Of The Other Existing Philadelphia-area Licensees

- Major criterion of repeat business is proximity
- Insignificant crossover between horseracing patrons and slot machine gaming patrons
- Amenity charge not expected to deter local patrons from choosing Valley Forge

Licensing Valley Forge Not in the Best Interest of the Commonwealth

- Purpose of Gaming Act is to maximize new revenues, not redistribute existing revenues
- One Category 3 license should be held in reserve for a true “well-established resort hotel” elsewhere in the Commonwealth to contribute incremental gaming revenues
- The Board should avoid undue concentration of licensees in Philadelphia region