



Washington Trotting Association, Inc.

Table Games Licensing Hearing

April 29, 2010

Presenters

**William Paulos, Principal
Cannery Casino Resorts, LLC**

**Sean Sullivan, General Manager
Washington Trotting Association, Inc.**

I. Economic Impact Since June 2007

- As of January 31, 2010 – The Meadows’ Gross Terminal Revenue totaled \$666.9 million.
 - 59% of the \$666.9 million in revenues has been distributed to the Commonwealth and the Pennsylvania Racehorse Development Fund for purse enhancements.

- Since opening on June 11, 2007, The Meadows has contributed over \$310.8 million in taxes/fees and \$80 million in harness racing purse funds. These amounts have been distributed to the following entities:

- Commonwealth of Pennsylvania:	\$226.7 million
- Washington County Local Share Assessment:	\$26.6 million
- Economic Development Fund:	\$33.3 million
- Administrative Fees to the Commonwealth:	\$10 million
- North Strabane Township Local Assessment :	\$453,000
- Local Share Assessment:	\$12.6 million
- Gaming License Costs:	\$1.2 million
- Pennsylvania Racehorse Development Fund:	\$80 million
➤ Total Taxes / Fees and PRDF Purse Contributions Paid:	\$390.8 million

II. Community Support

➤ Meadows Corporate Citizenship - Over \$775,000 contributed toward philanthropic support since June 2007:

- North Strabane Township VFD
- Breast Cancer Research Foundation
- Washington County Senior Center
- Washington City Mission
- Washington Women's Shelter
- Washington County Food Bank
- The Canonsburg July Fourth Celebration, Inc.
- Washington County Children's Advocacy Center
- The Uniontown YMCA
- Senior Olympics of Western PA, Inc.
- Muscular Dystrophy Association
- PA Women Work
- Special Olympics Pennsylvania
- The Washington Hospital Foundation
- Mental Health Association
- Ss. Simon and Jude School
- American Legion Auxiliary
- Disabled American Veterans of Pittsburgh
- Children's Hospital Free Care Fund
- The Watchful Shepherd, (a United Way Participant)
- Pittsburgh Parrot Head Club
- La Roche College
- Soroptimist International of Pittsburgh
- The Pennsylvania Trolley Museum
- Washington Christian Outreach

Washington Trotting Association, Inc.

III. Neighborhood Partners

- The Meadows Neighborhood Partners – over \$2.5 million spent by The Meadows:
 - Accents at the Quail
 - Auggie’s Roadhouse
 - Bear Creek
 - Bob Evans
 - Bruster’s Ice Cream
 - Claysville Elementary School
 - George Washington Hotel
 - Hampton Inn
 - Holiday Inn
 - Jackson’s Restaurant
 - John F. Kennedy Catholic School
 - Mr. Gyro’s
 - Peters Township School District
 - Phyllis’s Fashions
 - Save A Lot
 - Shelley’s Pike Inn Restaurant
 - South Fayette Sunoco
 - Starting Line Racing Café
 - St. Patrick’s School
 - Springhill Suites by Marriot
 - Steel City Harley
 - Sunoco Canonsburg (Russo’s)
 - Tanger Outlets
 - Texas Roadhouse
 - Tim’s Car Wash
 - Trinity Area School District
 - Vitullo Travel Agency
 - Xtreme Auto Glass

IV. Table Games Experience

- The Meadows' Principals Bill Paulos and Bill Wortman have over 60 years combined in managing table games operations in all types of properties from tourist to local casinos. They have first-hand experience in designing, hiring, training, opening and operating table games. Examples include: Crown Casino Limited - 300 Tables, Luxor - 100 Tables, Greektown - 95 Tables, Caesars Palace - 65 Tables, Colorado Bell - 50 Tables, Caesars Tahoe - 45 Tables, Edgewater Casino - 35 Tables, Rampart - 22 Tables, Eastside Cannery Casino - 21 Tables, Cannery Casino - 20 Tables.
- The Meadows' General Manager, Sean Sullivan, recently served as General Manager of the Morongo Casino in California which has 121 table games. Mr. Sullivan was also in charge of Table Games in his position as Vice President / General Manager of the Eastside Cannery Casino & Hotel and Vice President of Casino Operations at the Stratosphere Casino & Hotel in Las Vegas Nevada.
- The Meadows' Director of Table Games, Lance Young, recently served as Table Games Shift Manager at both the Rampart Casino and the Cannery Casino & Hotel in Las Vegas Nevada. He has 15 years experience with table games in the gaming industry. In addition, Mr. Young has participated in the opening of 4 casinos in the local Las Vegas market.
- Together, The Meadows' table games management team will have over 175 years of combined table games experience.

V. Financial Requirements – Stability and Responsibility



- Funding details for the project including “sources and uses” verifying the availability of the necessary funding have been filed with the table games petition
- Certification executed by Cannery Casino Resorts President/CFO confirming the availability of the funds under existing revolving credit line has been filed with the table games petition
- Most recent audited financial statements and reports of independent auditors have been filed with the table games petition
- Funding details for payment of the licensing fee also from available revolving credit line have been filed with the table games petition

VI. Additional Requirements

- The Meadows Slot machine license is in good standing
- Executed form waiving right to refund of \$50 million has been filed with the table games petition
- Agreed not to permanently reduce slot machines in operation on October 1, 2009 as a result of table games

VII. Proposed Gaming Mix

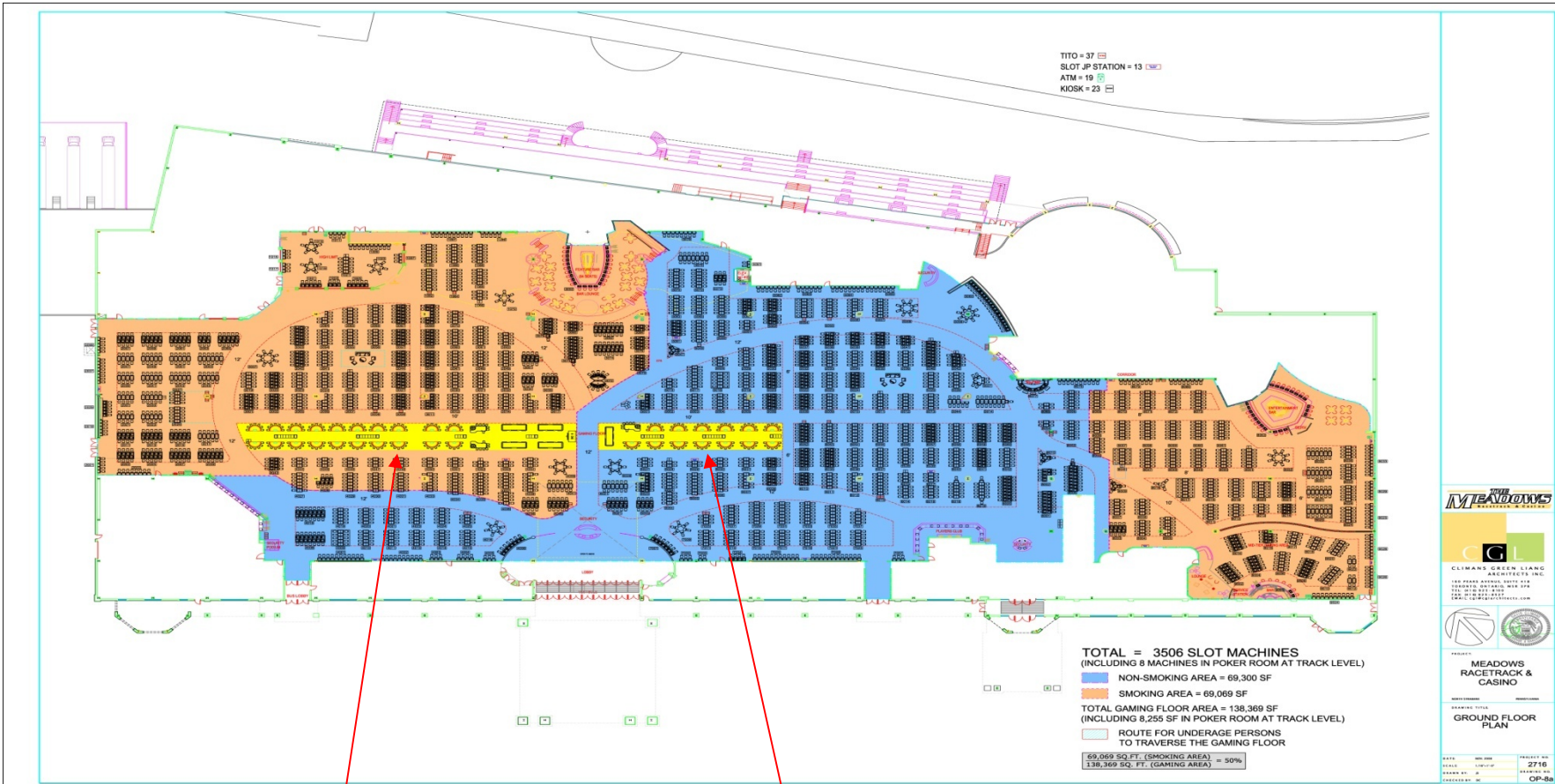
- 62 Total Table Games:
 - 25 Blackjack
 - 5 Craps
 - 3 Roulette
 - 4 Pai Gow Poker
 - 2 Mini Baccarat
 - 2 Three Card Poker
 - 1 Big Six Wheel
 - 20 Poker Tables (“Non Banking”)

- 6 Tournament Poker Tables

- Slot Machine Count - 3,506 machines

- Provided the Board with The Meadows proposed Surveillance and Security Plans

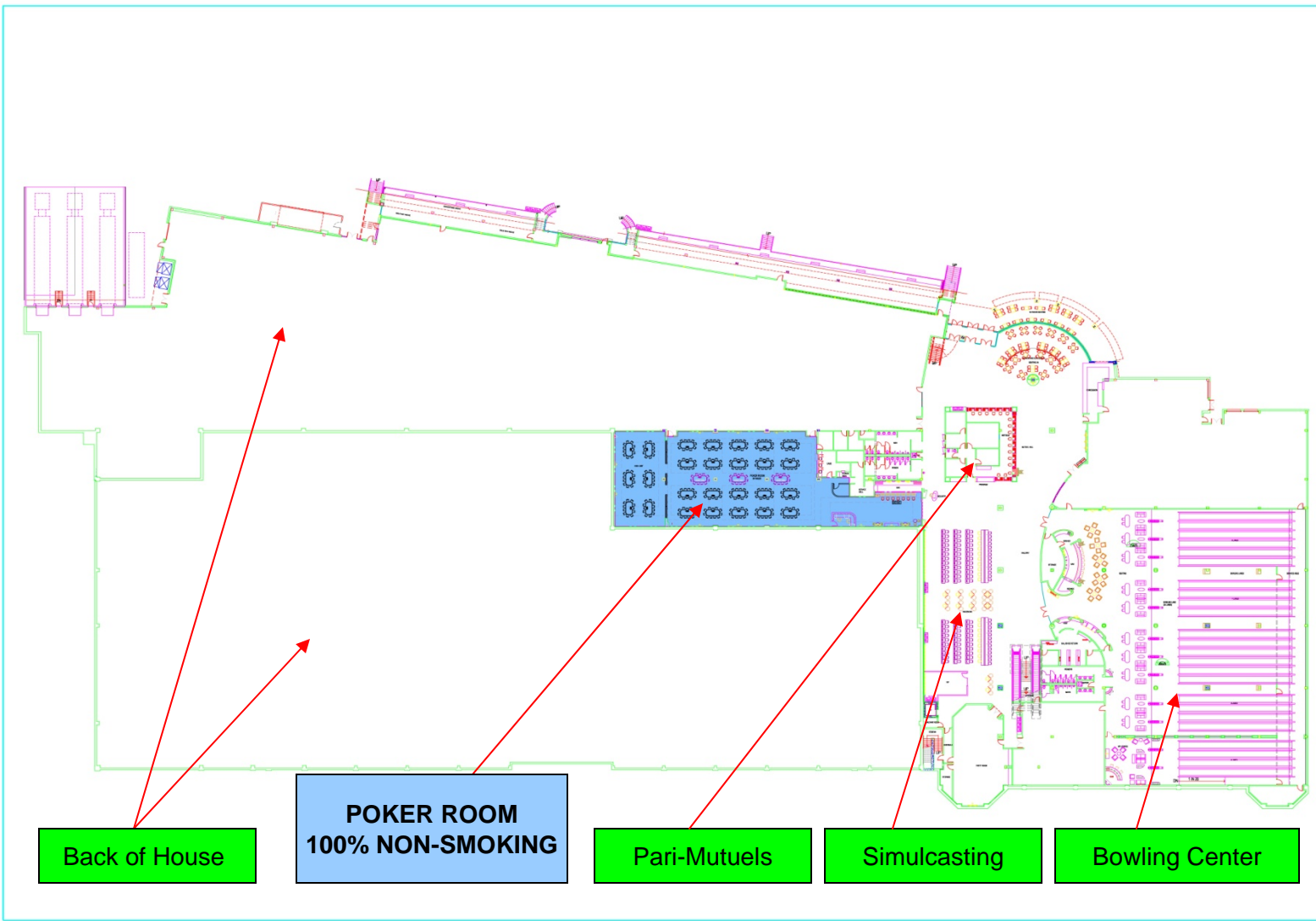
VIII. Table Games Floor Plan



SMOKING TABLE GAMES AREA

NON-SMOKING TABLE GAMES AREA

VIII. Table Games Floor Plan - Minimal Renovations



THE MEADOWS
Racetrack & Casino

CGL
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ARCHITECTS INC.
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TORONTO, ONTARIO, M5X 1P4
TEL: 416 921-2100
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PROJECT:
MEADOWS
RACETRACK &
CASINO

TRACK LEVEL PLAN
POKER ROOM

DATE: 06.09.15 PROJECT NO:
SCALE: 1/8"=1'-0" 2716
DRAWN BY: M. J. CHECKED BY:
EXTERIOR BY: M. J. INTERIOR BY: OP-8b

Washington Trotting Association, Inc.

IX. Family Sustaining Jobs

➤ Estimated Hiring 549 New Employees:

- 515 Table Games Employees
- 34 Support Personnel

➤ Table Games Positions:

- Director of Table Games
- Managers
- Pit Floor Persons
- Dealers
- Pit Clerks
- Poker Floor Persons
- Poker Dealers
- Chip Runner
- Poker Room Greeter
- Pit Scheduler

➤ Support Personnel:

- Cage Cashiers
- Security Officers
- Surveillance Personnel
- Accounting Personnel
- Casino Hosts

IX. Family Sustaining Jobs (“Cont.”)

- Dealer compensation package at The Meadows:
 - \$7.25/hr. wage
 - \$15.00/hr. estimated gratuity
 - ---

\$22.25/hr. aggregation
 - \$44,500 annually (assumes 50 weeks per annum)

- Other Benefits include:
 - Free meals at the employee dining room
 - 401K matching
 - Payment of employee Gaming License Fee (\$350 per employee)
 - Comprehensive medical and dental benefits program
 - Paid Vacation

X. Recruitment Efforts, Training and Diversity

- Recruitment Efforts:
 - 10 job fairs conducted both on and off property
 - Talent Searches with Job Fairs resulting in 776 auditions
 - 2,187 applicants
- Training:
 - The Meadows worked with the Community College of Beaver County to develop and implement our Table Games Training Program and will continue to utilize the college for any future training needs.
 - The Syllabi and Training Curriculum were prepared in conjunction with The Community College of Beaver County.
 - Detailed Training Manuals were completed and approved by the PGCB.
 - All Training materials are based on the PGCB's Temporary Gaming Regulations.
 - Training currently taking place at The Meadows Racetrack & Casino at no cost to the prospective employees.
 - Training includes Blackjack, Craps, Roulette, Baccarat, Big Six, Pai Gow, Poker and Three Card Poker.

X. Recruitment Efforts, Training and Diversity (“Cont.”)

- Training (“Continued”)
 - Manager Training began March 15, 2010
 - Dealer Training began on March 29, 2010
 - All Training will be completed by June 18, 2010

- **Diversity:**
 - Gender
 - 51% of Meadows’ workforce is female (51.9% for Washington County)
 - 40% of Meadows’ management team is female

 - Minority
 - 5.6% of Meadows’ workforce (4.8% for Washington County)
 - 6.1% of Meadows’ management team

 - Residency
 - 563 candidates have been selected for table games training
 - 430 of those candidates currently reside in Pennsylvania (76%)

XI. Table Games Economic Impact

- The Meadows' estimates that within its first full year of table games operations that table games will generate approximately \$37 million in revenues. Stakeholders will derive a variety of benefits, including the following:
 - Gaming taxes to the State:
 - \$16.5 million upfront license fee
 - \$5.2 million taxes
 - Gaming taxes to Local Authorities
 - \$740,000 (2% of projected revenue divided between Washington County and North Strabane Township)
 - \$30,000 to North Strabane Township in additional occupational taxes
 - The creation of 549 permanent jobs, with an expected table games payroll of \$14 million (including all payroll taxes and benefits).
 - Expenditure of over \$3 million with local businesses on goods and services related to the opening of table games at The Meadows.

XII. Compulsive & Problem Gaming

- Partnered with the Council on Compulsive Gambling of Pennsylvania to provide public education, awareness and training regarding compulsive and problem gambling and the treatment and prevention of compulsive and problem gambling.
- Worked with the Council on Compulsive Gambling of Pennsylvania and the Board's Director of the Office of Compulsive and Problem Gambling to develop and implement a comprehensive training program, training materials and ensure that all employees receive training on compulsive and problem gambling.
- Signage is available throughout the facility that informs our customers that help is available and how to obtain it.
- Procedures are in place to prevent underage gaming:
 - Patrons are met with signage at each entrance stating "NO one under 21 is Permitted".
 - Traffic flow devices are at each entrance to funnel patrons past Security posts.
 - Identification is requested from all persons who appear to be younger than the age of 30.
 - Electronic ID verification system to scan and determine the validity of a patron's identification.



XIII. Concluding Remarks



Concluding Remarks