

# RIVERS CASINO



**Pennsylvania Gaming Control Board  
Table Games Hearing**

**May 25, 2010**

Rivers



## Section 1315A Criteria

1. Good Standing
2. Positive economic impact (details will be presented shortly)
3. Rivers possesses the funds necessary to pay table games fee and to commence table games operations
4. Financial stability
5. Requisite business ability and experience to create and maintain successful table game operation
6. Internal and external security and proposed surveillance measures where tables are to be operated
7. Rivers is not reducing its October 1, 2009 slot count (3,000) in order to install gaming tables
8. Rivers has provided executed waivers



# Corporate Oversight Team Experience

## Greg Carlin– CEO, Rivers Casino

- Greg has more than 11 years of experience in the gaming industry, including numerous casino development projects.
- Principal and Board Member, Fallsview Management Company – Developed and oversees operation of the Fallsview Casino located in Niagara Falls, Canada.
- Chief Executive Officer, Riverwalk Casino Hotel, Vicksburg, MS.
- Chief Executive Officer, casino under development in DesPlaines, IL.

# Corporate Oversight Team Experience

## David Patent – Chief Operating Officer

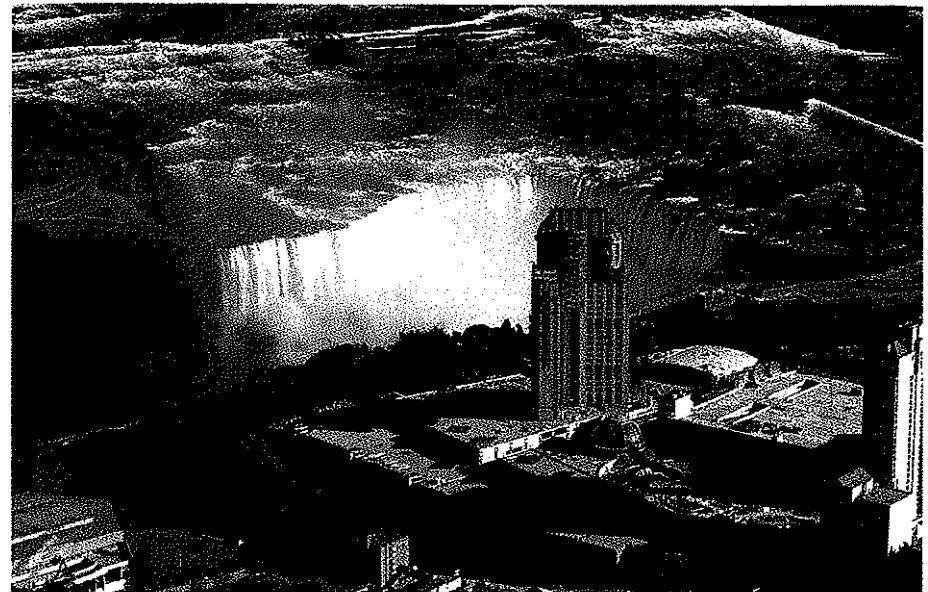
- Mr. Patent has over eight years of senior leadership in both property and corporate settings in numerous markets.
- Currently oversees operations for four assets in Pittsburgh, PA, Philadelphia, PA, Vicksburg, MS, and DesPlaines, IL.
- Flamingo Casino & Hotel 2006 to 2007 – 110 tables and 14 poker.
- Assistant General Manager at Rio All Suite Hotel & Casino, Las Vegas 2005 to 2006 – 94 tables and World Series of Poker (200+ tables).
- Vice President Operations at Harrah's East Chicago Casino 2003 to 2005 – 2,000 slots and 55 tables and 16 poker.
- Vice President Enterprise Gaming for Harrah's Entertainment, Inc. overseeing strategy and revenue parent organization whose affiliates operated over 60,000 slots and 2,000 table games.

# Business Experience & Ability

## Fallsview Casino Resort – Niagara, Ontario

- Opened Spring 2004
- 2.5 mm sq. ft. development on 23 acre site overlooking both U.S. and Canadian falls; CAD\$1.0 billion project cost
- 200,000 sq. ft. casino, operating 24 hours a day
- Luxury 30 story, 368-room hotel, every room has a view of the falls
- 30,000 sq. ft. meeting and exhibition space
- 1,500 seat performing arts centre
- 225,000 sq. ft. of retail, entertainment and restaurants
- 3,000 car parking garage
- Highest grossing casino in Ontario

3,200 Slot Machines  
and 133 Table Games  
(including Salon Prive,  
Asian Pit and Poker  
Room)



# Business Experience & Ability

## Riverwalk Casino Hotel – Vicksburg, MS

- Opened October, 2008 – On Budget and Two Months Ahead of Schedule
- \$100+ million total project cost
- First land-based casino in Vicksburg
- 2 restaurants, 350 seats
- 300+ car parking garage

800 Slot Machines  
and 20 Table Games



# Rivers Casino Management Experience

## Todd Moyer – General Manager

- General Manager of Diamond Jo Casino in Dubuque, Iowa from 2007-2010. He successfully opened and operated a new casino and entertainment complex with 22 table games and 985 slot machines.
- Senior Vice President of Marketing for Trump Marina Hotel & Casino in Atlantic City, NJ from 2001-2007 – 2,000 slot machines and 90 table games.
- Todd has held senior level management positions in both Las Vegas and Atlantic City; Tropicana Casino & Resort, Hard Rock Hotel and Casino and Station Casinos.
- Todd began his casino career in Atlantic City in 1990 with the opening of the Trump Taj Mahal – over 3,000 slot machines and 210 table games.
- He has held key gaming licenses in NJ, NV and IA.



# Rivers Casino Management Experience

## Corey Plummer – Vice President of Gaming

- Corey has over a decade of management experience in both property and corporate roles in domestic and international gaming markets, including three property openings and three major gaming expansion projects.
- Vice President of Slots for Red Hawk Casino 2008 – 2009. Oversaw opening for (2100+ Slots and 80+ Table Games)
- Gaming Operations for SKYCITY Entertainment 2004 – 2007 oversaw International and VIP Table Games Operations in Australia (90+ Table Games) and New Zealand (100+ Table Games)
- Senior Gaming Manager New Zealand Gaming Operations (150+ Table Games, 2000+ slots, \$400m+ Revenue). Oversaw capital development and strategy
- Slots Manager for Cache Creek Casino Resort 2003-2004 – Oversaw opening for Cache Creek (2500+ Slots and 120+ Table Games) and Thunder Valley Casino Resort (2000+ Slots and 80+ Table Games)
- Harrah's Entertainment, Inc. 1998 – 2001 – positions held include Casino Shift Manager, Slot Operations Manager and Strategic Projects Manager

# Rivers Casino Management Experience

## Andre Barnabei – Vice President of Human Resources

- Andre has over 13 years of Human Resources and Operations experience in the gaming industry, including playing an integral role in the opening of Harrah's Chester
- He joined the Rivers Casino team in 2007
- Human Resources Manager for Harrah's Chester 2006 - 2007
- Human Resource Personnel Manager for Mountaineer Racetrack and Resort 2003 - 2006

# Corporate Oversight Team Experience

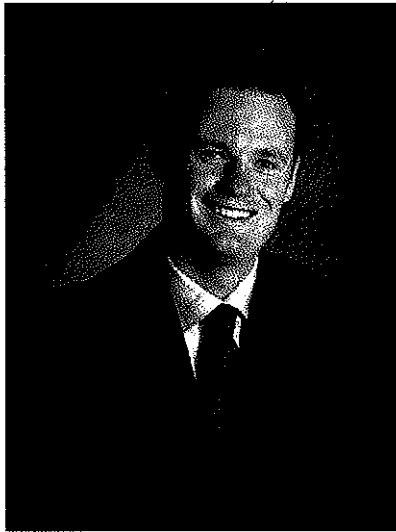
## Joseph Barrett – Director of Gaming

- 20 years of table games experience
- 8 years as either director or vice president of table game operations. Table games leader in multiple jurisdictions including, NV, IN, IL, MO, NJ, KS, IA, NC.
- Casino operations manager during New York-New York Hotel & Casino grand opening
- Served on Board of Directors, Indiana Council on Problem Gambling and Kentucky Council on Problem Gambling committee
- Facilitated annual game protection seminars for over 1,200 Atlantic City supervisors and managers
- Led successful dealer's schools at New York-New York Hotel & Casino, Harrah's Las Vegas, Harrah's East Chicago, and Horseshoe Southern Indiana.

# Importance of Table Games

- Grow the market
- Table games will compliment the existing product
- Customers are anxiously anticipating table games
- Will reshape the competitive landscape

# Government Leaders



“The addition of the Rivers Casino on Pittsburgh’s North Shore has added great strength to our resurgence by making our City even more of an entertainment destination, beautifying our riverfronts, and boosting local economic development initiatives. Now, with the addition of table games, the casino will bring even more Pittsburghers and visitors to our North Shore riverfronts.”

Mayor Luke Ravenstahl  
Mayor of Pittsburgh



# Northside Neighbors



“The Northside community is delighted to have Rivers Casino in our neighborhood. The casino is already firmly established among the icon entertainment venues found on the North Shore, and has created business and job opportunities city residents and North Side residents. Those opportunities will be greatly enhanced as Rivers continues to grow; therefore, we welcome the addition of table games at Rivers Casino.”

Robin Rosemary Miller  
Northside/North Shore Chamber of Commerce

# Northside Neighbors

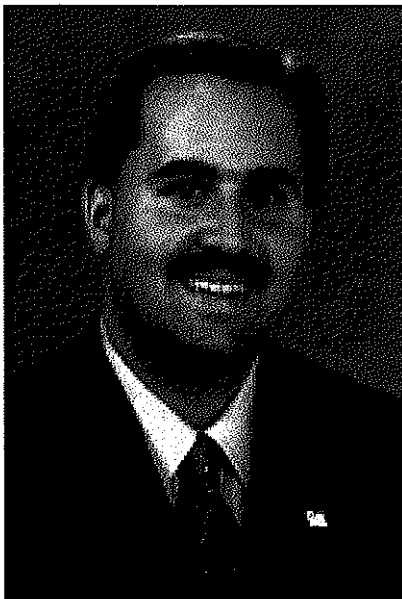


“We have developed a working relationship with Rivers Casino on a broad range of issues including: employment opportunities for residents of low-income census tracts in the Pittsburgh region; vendor opportunities for local businesses; concerns regarding traffic, parking and trail usage; and reinvestment in the business districts and housing of the Northside.”

Mark Fatla

Northside Leadership Conference

# Government Leaders



“Even suburban districts that market to conventions, such as Monroeville, stand to benefit from the added attraction of table games at Rivers Casino. We are already planning shuttles from Monroeville to Rivers for our visitors. The additional revenue will be very meaningful for us, too. We all win when Rivers Casino does well.”

Pennsylvania State Senator Sean Logan  
President, Monroeville Convention and Visitors Bureau

# Economic Impact Since Opening

(August 7, 2009 – May 16, 2010)

• State Tax Revenue:	\$56,728,181
• City of Pittsburgh:	3,336,952
• Allegheny County:	3,336,952
• Sports & Exhibition Authority:	7,500,000
• Racehorse Development Fund	20,011,705
• Economic Development Fund:	<u>8,342,379</u>
<b>Total</b>	<b>\$99,256,169</b>

# Rivers Casino Community Outreach

Donations/Contributions: \$7,800,000

Beneficiaries/Recipients:



African American Chamber of Commerce of  
Western PA

Butler County Tourism Bureau

Carnegie Library of Pittsburgh

Friends of the Riverfront

Greater Pittsburgh Food Bank

ISM-USA-Three Rivers Regatta

Northside Comm. Dev. Fund



Northside Leadership Conference

Northside/Northshore Chamber

Pittsburgh Downtown Partnership

Sports & Exposition Authority

The Northshore Community Alliance

The Russell Foundation

Urban Impact Foundation

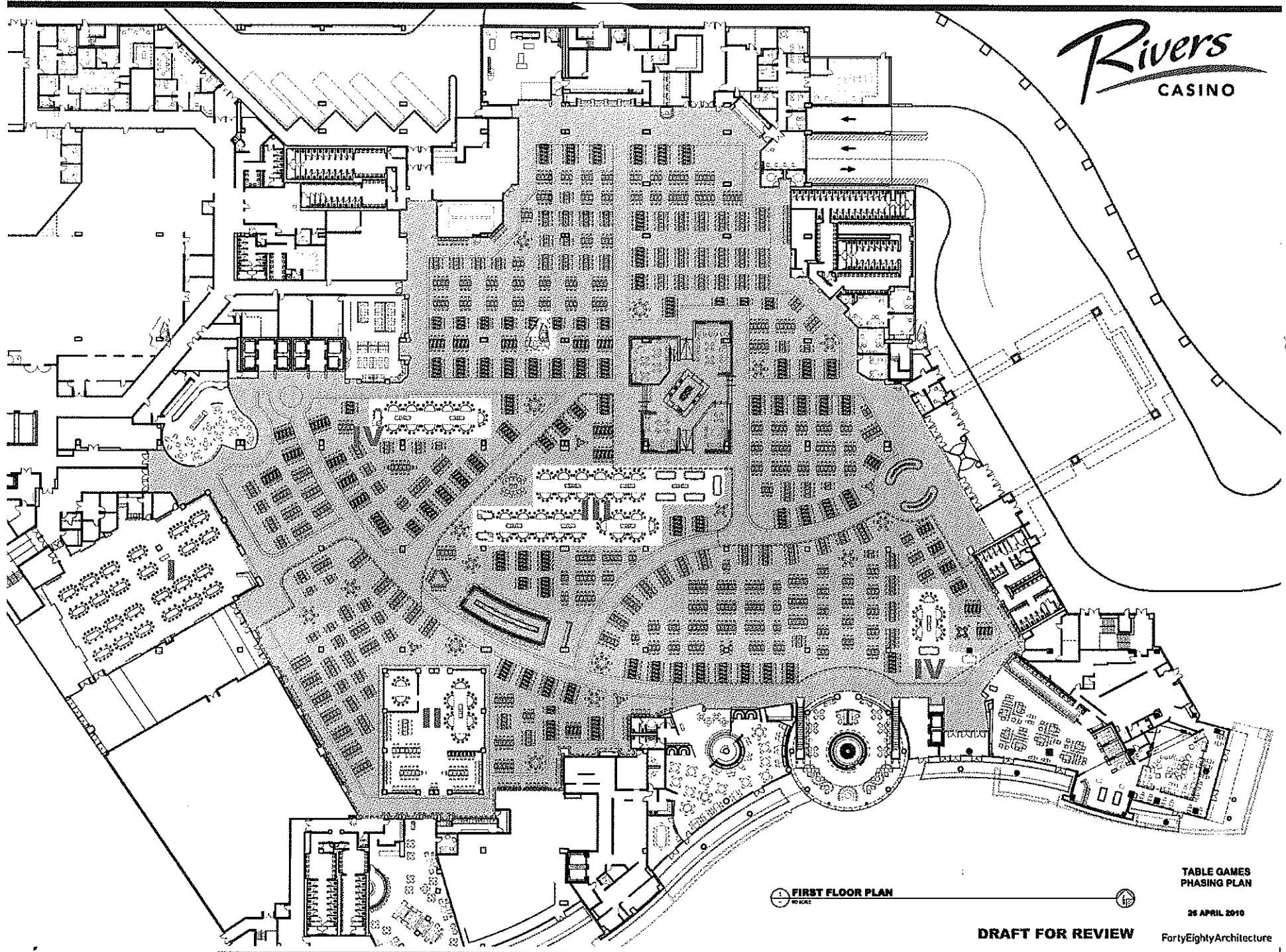




# Table Games Implementation

*Corey Plummer – Vice President of Gaming*





FIRST FLOOR PLAN  
N/CALC

TABLE GAMES  
PHASING PLAN

26 APRIL 2010

DRAFT FOR REVIEW

FortyEightyArchitecture

# Table Games Implementation

<u>Game Type</u>	<u>Number of Games</u>
Blackjack	42
Poker	24
Craps	6
Roulette	3
Three Card Poker	3
Texas Hold'em Bonus	3
Pai Gow Poker	2
Mini Baccarat	2
Big 6	<u>1</u>
Total	86

# Rivers Casino – Current Employment

## Diversity (2009)

- Team Members: 917
  - 43 % Female
  - 22 % Minority
  - 96 % PA Residents

# Job Creation

Estimated New Team Members: 458

- Positions Include:

Table Games Managers & Supervisors

Dealers

Credit Supervisors & Clerks

Beverage Servers

Cashiers

Security

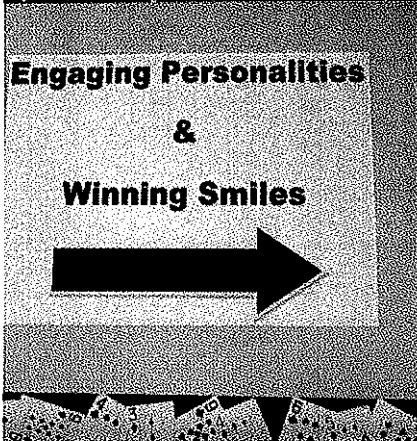
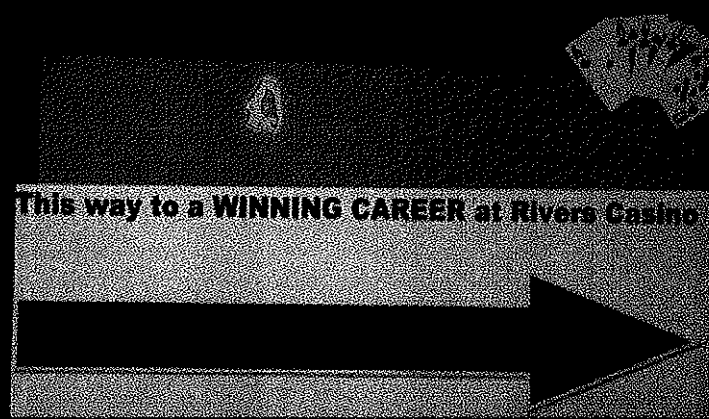
Surveillance



# Job Creation

## Hiring Status

- Job Fairs were held – Over 2,000 applications received:
  - March 8 & 9: Dealer School Job Fair at Sheraton Station Square
  - March 19: F&B Job Fair at Rivers Employment Office
  - March 22: Cocktail Server job fair at McFaddens on North Shore
  - March 24: NSLC Dealer School Job Fair at Rivers Casino
  - March 26: F&B Job Fair at Rivers Employment Office
  - April 22: Security Officer Job Fair at Rivers Employment Office



# Job Creation

## Hiring: Outreach Efforts

- AARP
- African American Chamber of Commerce
- Art Institute of Pittsburgh
- Bethlehem Haven/Project Employ
- Bidwell Training Center
- The Bradford School
- California University of Pennsylvania
- Career Development Center
- Catholic Charities
- CCAC
- Douglas Education Center
- Goodwill of Pittsburgh
- The Hispanic Center of Pittsburgh
- Housing Authority of the City of Pittsburgh
- Indiana University of Pennsylvania
- The Ireland Institute of Pittsburgh
- ITT Technical Institute
- Jewish Family & Children Services of Pittsburgh
- Kaplan Career Institute
- Life's Work of Western PA
- Mon Valley Initiative
- NAACP
- The Northshore Community Alliance
- The Northside Leadership Conference
- PA Careerlink
- Pennsylvania Culinary Institute
- The Pittsburgh Gaming Task Force
- Pittsburgh Technical Institute
- Pittsburgh Community Services
- Pittsburgh Vision Services
- Reemployment Transition Center
- Riverside Center for Innovation
- Robert Half
- Robert Morris University
- Senator Jake Wheatley's Office, 19th District
- Urban League of Pittsburgh
- Visit Pittsburgh
- The Work Center

# Table Games Operations

*Joe Barrett – Director of Gaming*

## Training

- Table Games Training Curriculum developed and approved by PGCB
- Rivers has established a training school at its facility, which has been approved by PGCB
- School commenced on April 14, 2010
- Expected Dealer Certifications by June 21, 2010
  - Current enrollment: 327
    - Percentage of PA Residents: 90%+
  - Number of Instructors: 8
    - Collective Experience of Instructors: 110 years





# Table Games Operations

## Game Protection

- Training for Security, Surveillance, and Internal Controls
- June 29, 2010: US Secret Service to train all table games team members, PGCB, PSP regarding counterfeiting recognition

## Compulsive and Problem Gambling

- Member of Council on Compulsive Gambling of Pennsylvania
- All Rivers team members are required to receive compulsive gambling training annually

# Table Games Operations

## Purchasing



- 42 % from Minority, Women or Local Business Enterprise
- \$1.43 Million total purchased from Minority, Women and Local Business Enterprise

## Construction

- 80 new jobs
- 7 local subcontractors

# Table Games Operations

## Existing Infrastructure

- Parking Garage: 3,856 spaces
- Food and Beverage Outlets: 9

*Andrew's*  
STEAK & SEAFOOD

Cíao

44Six<sup>Club</sup>



levels



spiral<sup>®</sup>  
BAR

WHEELHOUSE

*Rivers*  
CASINO

# Table Games Operations

## Economic Impact:

- License Fee: \$16,500,000
- Construction & Capital Investment: \$7,500,000
- **Total** **\$24,000,000**

## Projected Annual Table Tax Revenue

- Commonwealth Share \$6,000,000
- Local Share \$1,000,000
- **Total** **\$7,000,000**

## Table Games Payroll

- Salaries and Wages \$11,680,621
- Benefits \$1,864,174
- Taxes \$2,640,524
- **Total** **\$16,185,318**

# RIVERS

