

A New Dimension in Pennsylvania's Entertainment Resort Industry



Pennsylvania Gaming Control Board
Public Input Hearing
August 31, 2010
www.masondixongaming.com

MASON  DIXON
RESORT & CASINO

Introduction

Principals

Presentation Outline

MASON DIXON
RESORT & CASINO

Project Overview



Project Overview

Eisenhower Hotel and Conference Center



Project Overview

Eisenhower Hotel and Conference Center

- ❖ History

Project Overview

Eisenhower Hotel and Conference Center

- ❖ History
- ❖ Amenities

Project Overview

Eisenhower Hotel and Conference Center

- ❖ History
- ❖ Amenities
- ❖ Zoning Status

Project Overview

Eisenhower Hotel and Conference Center

- ❖ History
- ❖ Amenities
- ❖ Zoning Status
- ❖ Tremendous Economic Development Potential

Donald H. Dissinger, AIA, RAIC

- ❖ 30 years of experience
- ❖ City Museum of Manassas
- ❖ Franklin Institute
- ❖ Naval Historical Center
- ❖ Smithsonian
- ❖ United States Holocaust Memorial
- ❖ Bucknell University
- ❖ The Pennsylvania State University



Architectural Vision
Donald H. Dissinger, AIA, RAIC
EwingCole
www.ewingcole.com

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Mason-Dixon Resort & Casino

- ❖ Quintessential characteristics of modern resort
- ❖ Native Adams County influence
- ❖ Incorporate natural surroundings
- ❖ Protect existing green space

Mason-Dixon Resort & Casino

“An Exciting New Dimension in Pennsylvania’s
Entertainment Resort Industry”

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Movie

Penn National Overview

- ❖ Largest pari-mutuel operator in the U.S.
- ❖ Third largest publicly-traded gaming company in U.S.
- ❖ Publicly traded on the NASDAQ (PENN)
- ❖ Named *Best Managed* company in the industry
- ❖ Named 100 fastest growing companies in the country for a record 6 out of 7 years
- ❖ 22 facilities in 16 jurisdictions in the U.S. & Canada



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PENN NATIONAL GAMING, INC. FACILITIES

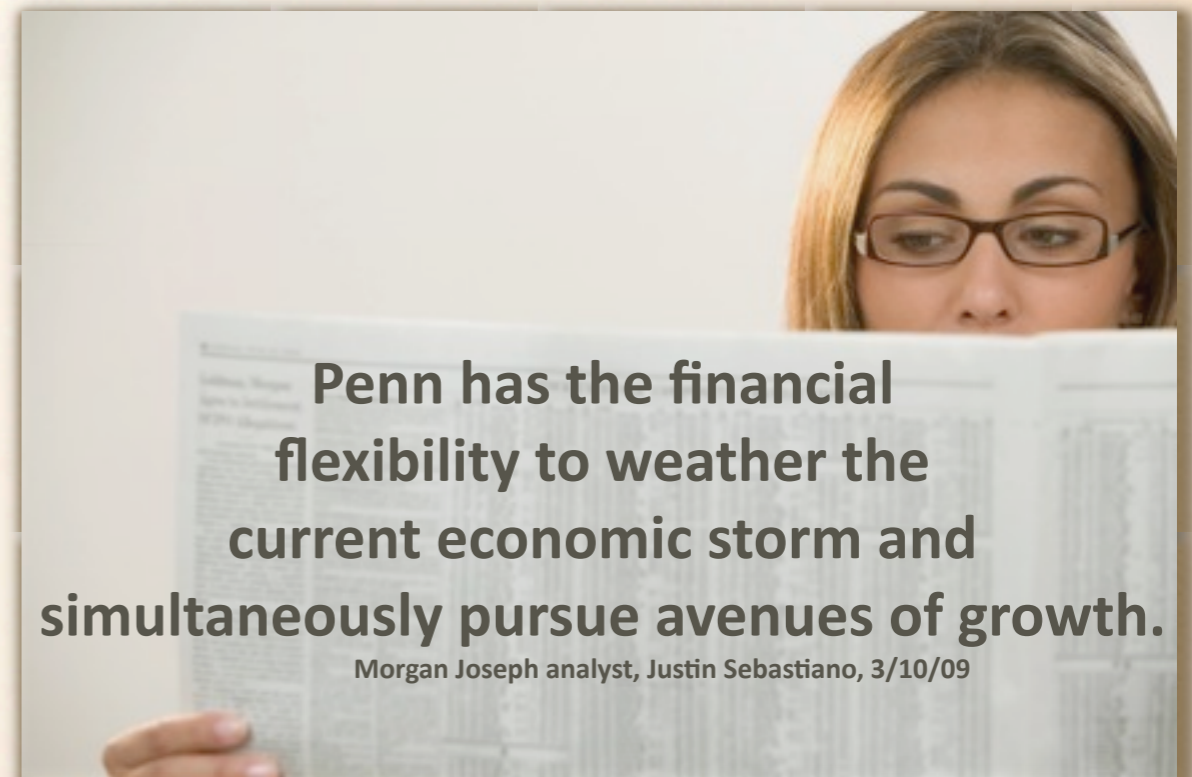
- ★ Casino
- Casino with Racetrack
- 🐎 Racetrack
- ◆ Race Tracks with Slots
- ▲ Slots
- 🐕 Dog Racing
- Corporate Offices



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What Wall Street is saying about PENN

- ❖ Fortune's 100 fastest Growing Companies a record 6 years
- ❖ Forbes 400 Best Big Companies in America
- ❖ "Penn National, which is considered one of the healthiest casino companies" -- A.D. Pruitt, Wall Street Journal, 2/11/09
- ❖ "We hold a high regard for Penn's management team" -- Morningstar, 4/7/09
- ❖ "Our top pick among the casino operators is Penn National Gaming ... we think its strong balance sheet is allowing it to look for acquisitions opportunistically." -- Janney Montgomery Scott analyst Brian McGill, 4/21/09
- ❖ "Penn National Gaming's robust performance going forward is expected to be driven by the company's tighter cost controls and strong regional trends" -- NewRatings.com, 4/7/09
- ❖ "...We continue to believe that Penn is the best-run company within the country within the industry, with an underleveraged balance sheet and amongst the best positioning to benefit from a consumer recovery." -- Joel Simking, Macquarie Research, 4/22/10



Penn National and Mason-Dixon

- ❖ Developer of the \$75 million project
- ❖ 100% full financing available from balance sheet for full project to ensure immediate renovation upon licensure
- ❖ Put our experience to work as Mason-Dixon operator
- ❖ Well established in the regional marketplace.

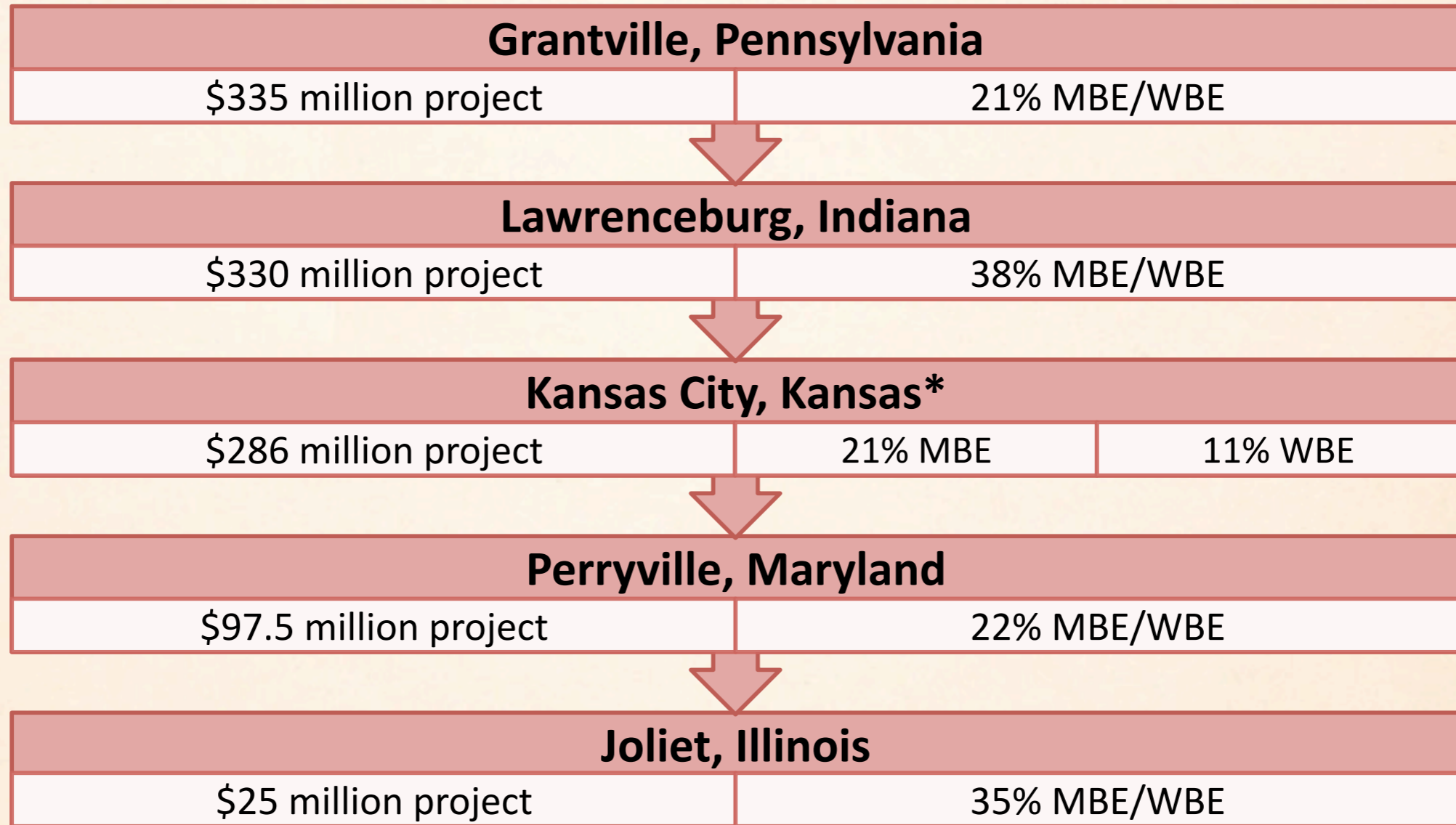
Penn National's Workforce Snapshot

- ❖ Reflective of the community around us
- ❖ Overall workforce: 52% are women; 28% are minority*
- ❖ Penn National remains committed to a diverse workforce and vendor base
- ❖ The company has consistently met or exceeded goals put forth in its projects and workforce around the country
- ❖ Our properties put a priority on hiring locally and ensuring we put forth our best effort to support minority and women owned businesses (MBE/WBE) as well as small businesses in our communities

* Based on 2009 EEO Information Report

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MBE/WBE Participation in Recent Penn National Construction Projects



*Project is currently under construction and percentages are reflective of development to date.

Penn's Management Team

Peter Carlino, Chairman & CEO

Tim Wilmott, President & COO

Bill Clifford, CFO

Jordan Savitch, General Counsel

Steve Snyder, SVP - Corporate Development

John Finamore, SVP – Regional Operations

Tom Auriemma, Chief Compliance Officer

Eric Schippers, SVP – Public Affairs

Carl Sottosanti, VP & Deputy General
Counsel

Combined,
Penn National's
Management Team
has more than 100
years experience in
gaming and
hospitality
management.

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Penn National Gaming Foundation

- ❖ The Penn National Gaming Foundation is a 501(c)3 private foundation which supports numerous local non-profit organizations in the communities in which we operate.
- ❖ The Foundation is a supplement to the charitable activities of each of our properties in their local communities.
- ❖ In 2009, Penn National and its casinos provided \$3 million in donations across the country.
- ❖ In addition, Penn National's employees donated over 5,000 hours of community service.
- ❖ Penn National and its properties focus on supporting organizations that promote community development, education, human and health services, diversity and cultural affairs.



Local Economic Impact

Dr. Peter Angelides
Vice President
Econsult Corporation
www.econsult.com

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Dr. Peter Angelides and Econconsult


- ❖ Member of American Institute of Certified Planners
- ❖ Former director, PricewaterhouseCoopers
- ❖ Faculty member at University of Pennsylvania
- ❖ Valley Forge Category 3 license project
- ❖ Consultant, Philadelphia Gaming Advisory Task Force
- ❖ Consultant, PA Department of Community and Economic Development

Local Economic Impact Study

- ❖ Job potential
- ❖ Wage potential
- ❖ Economic activity
- ❖ Tax revenue potential

Local Economic Impact

- ❖ 900 permanent jobs
- ❖ \$16 million annual wages
- ❖ \$66 million annual economic activity
- ❖ \$3 million annual local taxes
- ❖ \$37 million annual state tax revenue



Traffic Impact/Mitigation

Daniel Thornton
Transportation Engineer

Transportation Resource Group, Inc.
www.consulttrg.com

EISENHOWER.
INN & CONFERENCE CENTER

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Daniel Thornton, PE and TRG

- ❖ Transportation Engineering
- ❖ South Hanover Shopping Mall
- ❖ Harley-Davidson
- ❖ Gettysburg National Battlefield Museum and Visitors Center


Traffic Impact/Mitigation

- ❖ Trip generation
- ❖ Trip distribution
- ❖ Level of service analysis
- ❖ Improvements
- ❖ Follow-up study
- ❖ Mason-Dixon to pay all costs

The slide features a background image of water splashing, with a central white text box containing the title and presenter information. The entire slide is framed by a decorative border with a repeating pattern.

Water/Sewer Study

Robert Sharrah, President
Sharrah Design Group, Inc.

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Robert Sharrah

- ❖ Licensed professional land surveyor (PA and MD)
- ❖ Professional engineer (PA and MD)
- ❖ Registered landscape architect (PA and MD)
- ❖ CADD technicians
- ❖ All necessary qualifications to perform sewer, water, land planning, permit work.

Sewer Study

- ❖ Waste Water
 - ❖ More than adequate sewage treatment capacity for this facility.
 - ❖ Development will give Cumberland Township the ability to complete public water system.
- ❖ Mason Dixon to pay all costs

Water Study

- ❖ Water determined to be “good quality”
- ❖ Current well has been deepened on adjacent property
- ❖ Add second well
- ❖ No affect on neighboring wells

Environmental Approvals

- ❖ DEP has approved well site as public water source.
- ❖ Army Corps of Engineers has determined area is not a bog turtle habitat.
- ❖ U.S. Fish & Wildlife concurs no bog turtle habitat and no Indiana bat conflict.
- ❖ PA Museum Commission indicates no further archeological surveys required.

Public Polling

Dr. G. Terry Madonna, President
Terry Madonna Opinion Research

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Dr. G. Terry Madonna

- ❖ Leading PA political and polling expert
- ❖ Longest-serving PA pollster
- ❖ National pollster for Hearst Television
- ❖ Award-winning speaker

Madonna Poll Overview

- ❖ Adams County residents only
- ❖ Highest concentration in host community
- ❖ Average sample size

Results

- ❖ 65% support legalized gaming
- ❖ 65% favor table games expansion
- ❖ 40% visited a casino or regularly play lottery
- ❖ 62% support the project
- ❖ 89% believe it will create jobs
- ❖ 70% believe it will not hurt local businesses
- ❖ 62% believe it will not harm historic character
- ❖ 59% believe it will not increase crime

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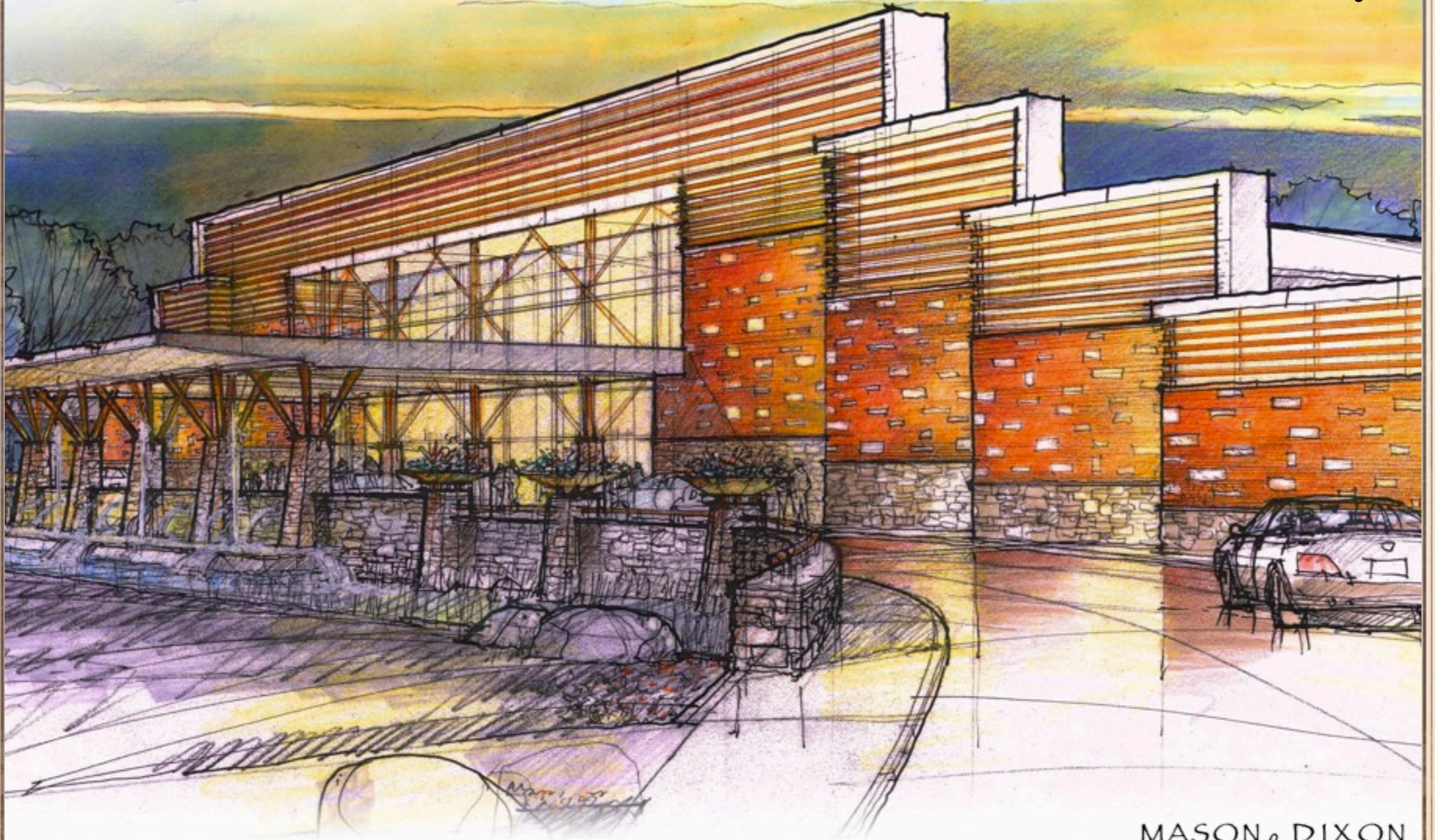


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Movie

Movie

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