

# Washington Trotting Association, Inc. d/b/a Meadows Racetrack & Casino



to its Gaming Floor Plan  
(Amended Ops-15)

# Summary

- Our proposal is to reduce our slot floor from 3,506 to 3,317, for the following reasons:
  - Better utilize casino floor
  - Maximize gaming revenue
  - Improve consumer experience
- We determined the 189 game reduction by assessing utilization
  - Highest utilization during the peak hours of 8pm to 10pm averages
    - Fridays 50.9%
    - Saturdays 59.4%
- If approved 189 machine reduction our utilization would increase on Fridays to 53.8% and on Saturdays 62.8%
- At our highest historical peak period we would still have 1,234 machines not in use

\*Measured during May 2010 - August 2010, the seasonally highest trading period at The Meadows

# Comparison of Meadows to other PA Casinos

(10/1/2010 – 3/31/2011) Before Reduction

		Slots*		GTR (\$000)		WPUPD*
	Rank		Rank		Rank	
Meadows	1	3,505	5	\$120,375	9	\$190
Parx	2	3,423	1	\$183,316	1	\$296
Sands	3	3,021	4	\$127,815	7	\$234
Harrahs's Chester	4	2,944	2	\$136,175	3	\$256
Rivers	5	2,941	3	\$128,027	6	\$240
Penn National	6	2,484	6	\$119,700	2	\$266
Mohegan Sun	7	2,447	7	\$110,177	4	\$249
Mount Airy	8	2,429	10	\$68,048	10	\$155
Presque Isle	9	2,028	8	\$78,210	8	\$213
Sugar House	10	1,601	9	\$70,761	5	\$244

\* Average of period measured

Source: PCGB

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# Amended Ops – Results

## (Floor Changes)

- Meadows current performance demonstrated its ability to generate revenue growth following machine reductions

Meadows Casino	GTR (\$000)	Slots*	WPUPD*
Q1 2010	\$57,323	3,698	\$172
Q1 2011	\$61,551	3,506	\$195
Variance	\$4,227	(192)	\$23
Variance Percent	+7.4%	(5.2%)	+13.3%

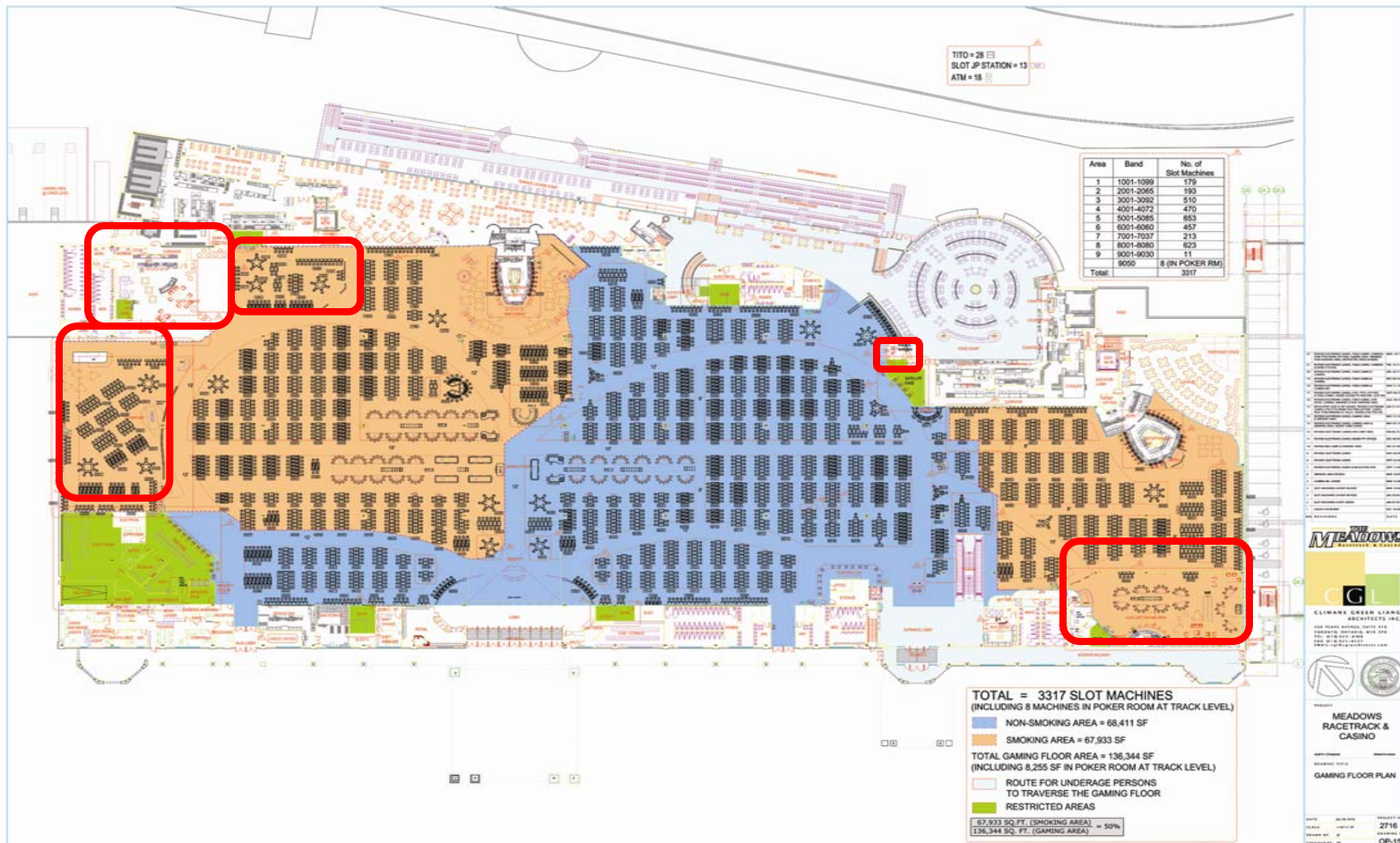
\* Average of period measured

Source: PCGB

# Enhanced Gaming Floor

- Following the reduction in gaming machines, The Meadows intends to:
  - Create a dedicated VIP lounge for slot high value patrons
  - Relocate The Club House gaming slot experience to be adjacent to the VIP slot lounge and current high limit slot area
  - Expand the high limit table game lounge from 4 to 11 tables and create an independent table games area that is separate from the high value slot patron area
  - Add racing window adjacent to gaming floor (Near Satellite Cage - Racetrack Concourse)
- The above initiatives will create superior gaming experience & guest services for high limit patrons
- This plan has been conceived following:
  - An assessment of our amenities vs. other PA and WV Casinos and the addition of competition from Ohio and Nemicolin
  - Direct feedback from our patrons and employees(Focus Groups, GM Dinners, etc.)
- The proposal has the support of the MSOA and has been approved by the PHRC

# Ops-15 Floor Plan



# Support of the PHRC/Horsmen



**MEADOWS  
STANDARDBRED OWNERS  
ASSOCIATION**  
"Horsemen Helping Horsemen"

April 7, 2011

R. Douglas Sherman, Esquire  
Chief Counsel  
Pennsylvania Gaming Control Board  
10<sup>th</sup> Floor, Verizon Tower  
Strawberry Square  
303 Walnut Street  
Harrisburg, PA 17101

Dear Chief Counsel Sherman:

The Meadows Standardbred Owners Association (MSOA) represents the owners and trainers of horses at The Meadows Racetrack and Casino. We have met with casino and track management to review the recently filed Petition (Docket No. 1932-2011) that is currently under consideration by the Pennsylvania Gaming Control Board.

The Petition calls for a number of changes to the gaming floor including the creation of a dedicated VIP lounge, relocation of the Clubhouse, and creation of a High Limits table games area. A Race Teller window will be installed next to the satellite cage on the casino level allowing patrons to place a wager without having to go to a different floor. We understand that the number of slot machines will be reduced by 189 but believe that the lesser number of machines will be sufficient to maintain and increase the slot revenue that fuels horsemen's purses. Introducing the ability to wager to the main floor will be a welcome and meaningful amenity to race fans.

In closing, the MSOA is grateful to the PGCB for its efforts to support the sport of Standardbred racing in the Commonwealth. Please contact me should you have any questions.

Sincerely,

Rich Gillock  
President

P.O. Box 253 • Meadow Lands, PA 15347  
724-228-3644 • Fax: 724-228-5047 • [msoa@shemsoa.com](mailto:msoa@shemsoa.com)



April 26, 2011

Mike Jeannot  
President  
The Meadows Racetrack & Casino  
210 Racetrack Road  
Washington, PA 15301

Dear Mr. Jeannot:

This letter is written to inform you that at the April 21, 2011, public meeting of the PA State Harness Racing Commission, the Commission granted approval for The Meadows Racetrack and Casino to make changes to the gaming floor as outlined in your letter to the commission dated April 13, 2011.

Sincerely,

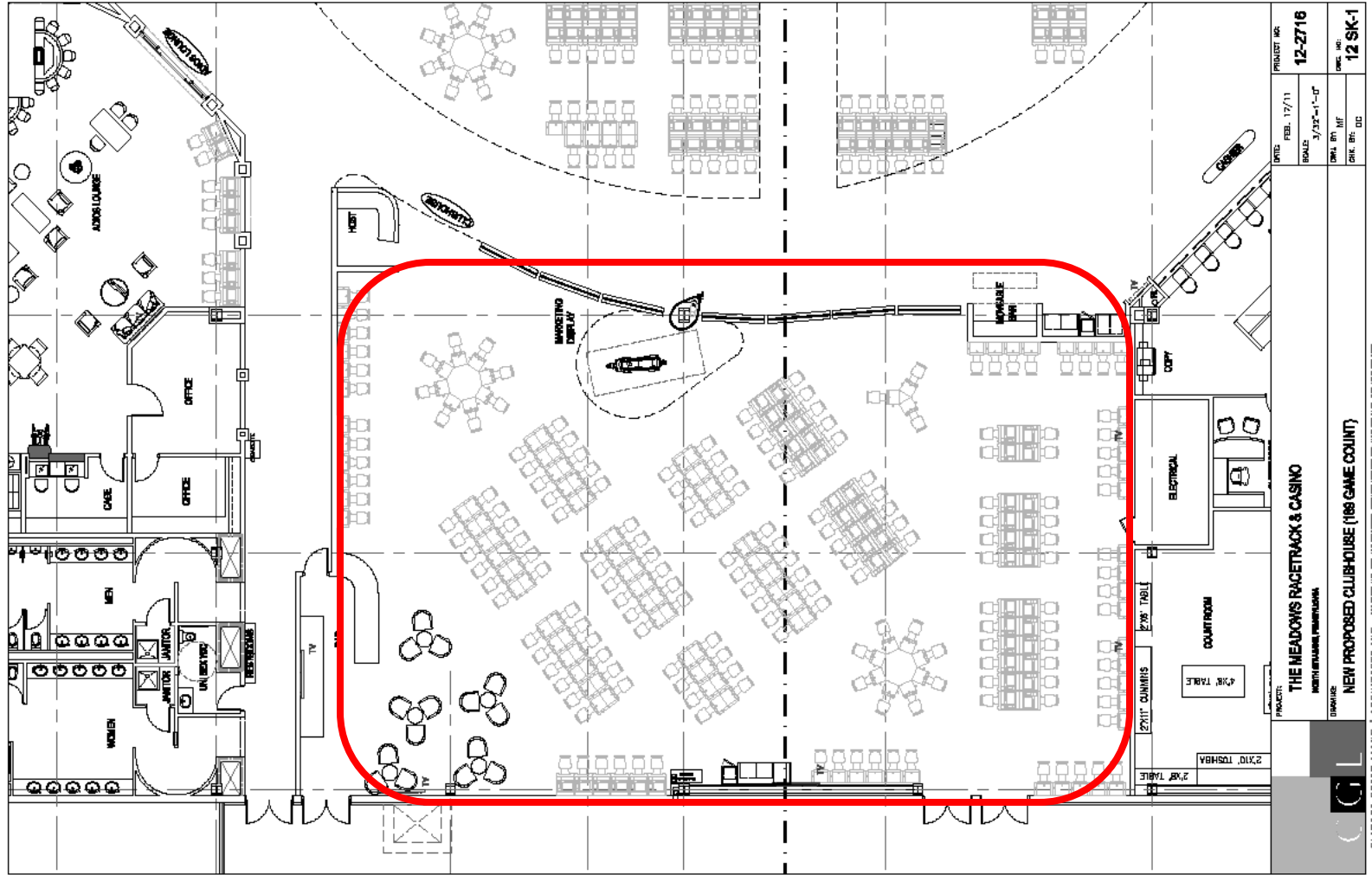
George A. Crawford  
Director  
PA Harness Racing Commission

Chairman Roy W. Witt  
Commissioner Richard J. Welsh

2501 N. Cameron St. | Harrisburg, PA 17110-9408 | Room 304 | Phone: 717-787-5196 | Fax: 717-787-2271 | [www.agriculture.state.pa.us](http://www.agriculture.state.pa.us)



# New Clubhouse Slot Area

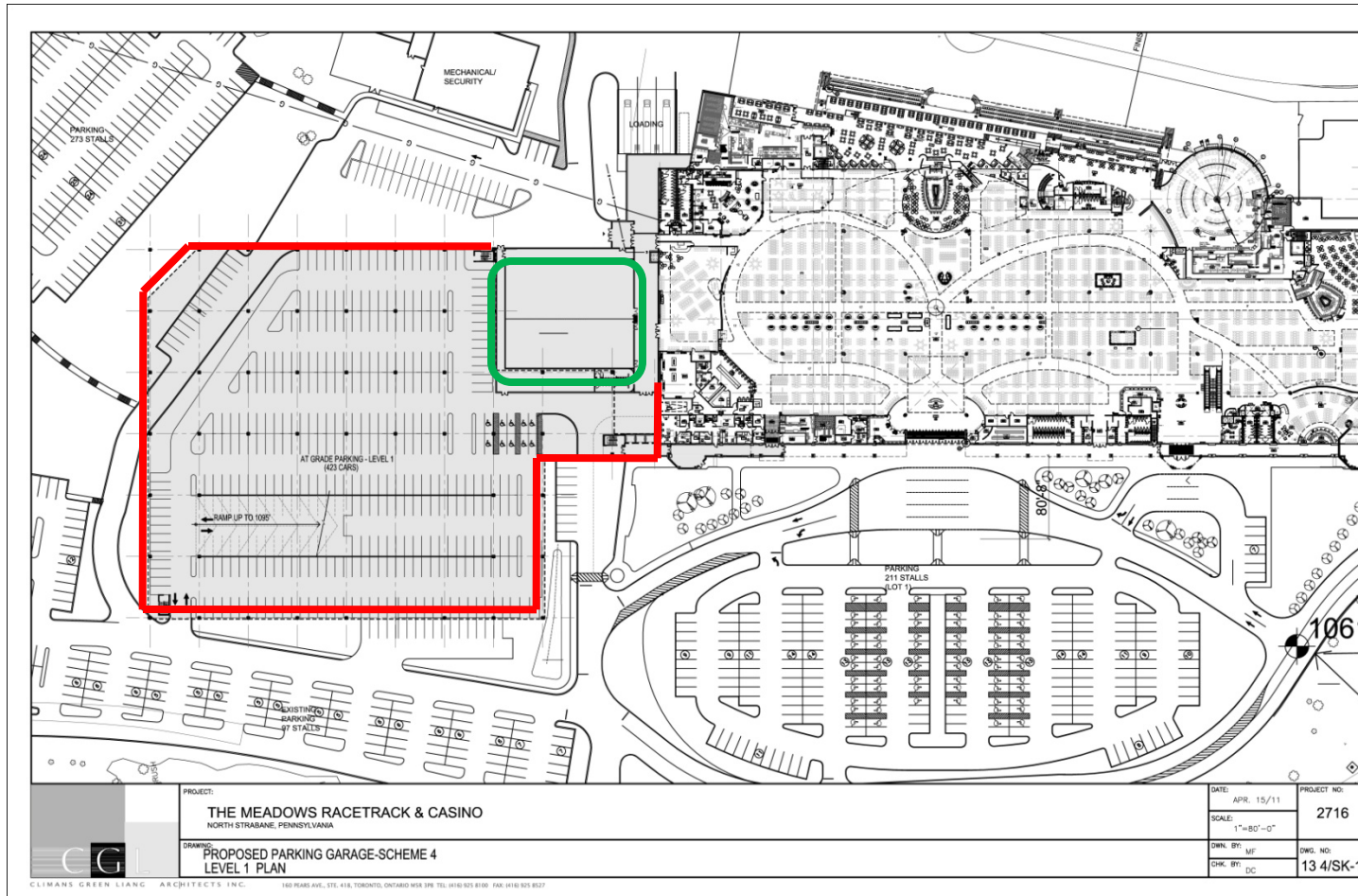




# 25 Million of Further Investment at The Meadows

- New Multi-Purpose Center
  - 1,000 Seat Concert Venue
  - 500 Seat Dinner Events
  - Meeting and Conventions
  - Weddings
- 1,350 space parking garage with direct access to Casino
- Purchase of 22-Acres adjacent to the property entrance of Race Track Rd, will allow for the creation of a Hotel and capacity for more parking spaces
- Ethernet cabling for the gaming floor

# New Parking Garage & Multipurpose Center



# 550 Additional Surface Parking Places 22-Acres to be Developed

