


1 PENNSYLVANIA GAMING CONTROL BOARD<sup>1</sup>  
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 3  
 4 PUBLIC INPUT HEARING  
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 6 PENNSYLVANIA STATE MUSEUM  
 HARRISBURG, PENNSYLVANIA  
 7  
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 9 THURSDAY, APRIL 6, 2006, 1:02 P.M.  
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 11  
 12 BEFORE:  
 13 THOMAS DECKER, CHAIRMAN  
 DALE MILLER, PRESIDING OFFICER  
 14 MARY DIGIACOMO COLINS  
 SANFORD RIVERS  
 15 KENNETH MCCABE  
 JEFFREY COY  
 16  
 17  
 18  
 19 SHANNON L. MANDERBACH  
 20 REPORTER-NOTARY PUBLIC  
 21  
 22  
 23  
 24  
 25

1 PRESIDING OFFICER MILLER: Good<sup>3</sup>  
 2 morning. I'm Dale Miller for the Pennsylvania  
 3 Gaming Control Board public input hearing. Before  
 4 we begin, I would like to make a few housekeeping  
 5 remarks. For those of you who will testify, you  
 6 will be doing so from the microphone in the front.  
 7 For those of you who may want to make  
 8 written comments rather than testifying or for  
 9 those of you who may, in general, want to make  
 10 written comments, we have a table out near the  
 11 sign-in desk with forms for written comments and  
 12 our staff is there to assist you.  
 13 I would ask everyone to please turn  
 14 off cell phones, beepers, Blackberries or at least  
 15 put your Blackberry on silent before we begin. If  
 16 anybody has any problems, any questions, need to  
 17 know anything at all, our staff is available up at  
 18 the sign-in desk to assist you.  
 19 The media is here today. I understand  
 20 we are broadcasting live. The media protocols  
 21 have been out and the media have been given their  
 22 instructions. What we would like to do to begin  
 23 this morning is to all please rise for the Pledge  
 24 of Allegiance.  
 25 (Pledge of Allegiance.)

1 I N D E X<sup>2</sup>  
 2  
 3 WITNESS PAGE  
 4 PETER CARLINO 9  
 5 CORI WHITACRE 19  
 6 LUCRETIA CLEMONS 22  
 7 CHARLIE COURTNEY 25  
 8 PATRICK CONWAY 41  
 9 ROBERT JACKSON 46  
 10 GALE MACKO 50  
 11 JOHN WAMES 53  
 12 JOSEPH MASSARO 55  
 13 JOHN KOTSALES 56  
 14 SANDER MEDNICK 58  
 15 ROBERT LIGUORI 59  
 16 MARK McDERMOTT 62  
 17 HENRY CRAVEN 65  
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1 PRESIDING OFFICER MILLER: Good<sup>4</sup>  
 2 afternoon once again. This April 6th, 2006 public  
 3 input hearing of the Pennsylvania Gaming Control  
 4 Board at Harrisburg, Pennsylvania regarding  
 5 Mountainview Thoroughbred Racing Association  
 6 represented by Penn National Gaming Incorporated  
 7 will come to order. The hearing is convened by  
 8 the Pennsylvania Gaming Control Board pursuant to  
 9 the authority of Act 71 of 2004 and Gaming Control  
 10 Board Regulation 441.2.  
 11 The Board is present as a panel  
 12 composed of the following members: Mary Colins,  
 13 Kenneth McCabe, Sanford Rivers and I understand  
 14 that several other members will be joining us and  
 15 we will announce their presence when they arrive.  
 16 Ex officio member Treasurer Bob Casey is  
 17 represented at this hearing by Alfred Dezzi,  
 18 special assistant to the chief of staff. Our  
 19 stenographer is Shannon Manderbach. Our clerk to  
 20 the Board is Mickey Kane.  
 21 We want to thank the State Museum for  
 22 making this facility available for the hearing.  
 23 Their cooperation has been essential to the  
 24 bringing of this public input hearing to  
 25 Harrisburg today and also the public input hearing

5  
1 planned for tomorrow.  
2 This is the second in a statewide  
3 series of Pennsylvania Gaming Control Board public  
4 input hearings designed to allow applicants for  
5 operator gaming licenses to simultaneously present  
6 their plans before the Gaming Control Board and  
7 the public. These hearings will allow individual  
8 members of the public, community groups, elected  
9 officials and local government representatives to  
10 express their thoughts and to share their concerns  
11 with the Board.  
12 The hearing will continue throughout  
13 the afternoon and will end no later than 6:00 p.m.  
14 tonight. The order of speakers will be as  
15 follows: Mountainview Thoroughbred Racing  
16 Association represented by Penn National Gaming,  
17 an applicant for a category one slot facility  
18 operator's license will make its presentation  
19 first. If there are any State Legislators, they  
20 will go second, local government representatives  
21 third, followed by community groups and then  
22 individual members of the public.  
23 The operator license applicant is  
24 permitted to speak for up to 40 minutes.  
25 Legislative officials will have up to five minutes

6  
1 to speak. Representatives from local  
2 municipalities may speak for up to 30 minutes.  
3 Spokespersons for community groups may speak for  
4 up to ten minutes and members of the general  
5 public for up to three minutes. At the end of all  
6 the speakers, the applicant may, if it wish, have  
7 an opportunity for 15 minutes of rebuttal.  
8 Each speaker shall begin his or her  
9 remarks by stating his or her name, the  
10 municipality and state in which he or she resides  
11 and the name of the entity in whose behalf he or  
12 she will speak. All speakers will be sworn in at  
13 one time at the conclusion of my remarks.  
14 The rules and code of conduct for this  
15 public input hearing are available inside and  
16 outside the hearing room and on the Gaming Control  
17 Board web site. They will be strictly enforced  
18 and adhered to by all participants.  
19 The Board expects and it's my  
20 responsibility to insist that courtesy prevail  
21 among the audience, presenters and speakers.  
22 Therefore, audience outbursts are not permitted.  
23 I respectfully ask your assistance in complying  
24 with this courtesy for each speaker.  
25 Vocal expression from the audience

7  
1 complicate the task of assuring each speaker the  
2 use of the time for which he or she is prepared  
3 and will make the stenographer's task more  
4 difficult. Let's do our best to let the  
5 registered speakers be heard.  
6 Speakers should not be interrupted, of  
7 course, and will be permitted to speak no longer  
8 than their allotted time. If I determine that an  
9 outburst is disruptive at this hearing, I will  
10 call a recess and resume the hearing upon  
11 restoration of order. Persons who refuse to  
12 acknowledge and obey the authority of the  
13 presiding officer may be asked to leave the room  
14 and the area.  
15 To assist all of us in adhering to the  
16 time limit for each speaker and to assist us in  
17 having as many speakers heard in the time we have  
18 available today, an electronic stoplight timer is  
19 located on my table in front of me. The green  
20 light will indicate the speaker's time has  
21 started.  
22 When the light turns yellow, 30  
23 seconds remain of the allotted time and the  
24 speaker should wrap up the presentation. In the  
25 case of the applicant, the yellow light will begin

8  
1 at three minutes. When the light turns red, a  
2 beeping sound will begin and the speaker is  
3 expected to stop speaking and leave the  
4 microphone.  
5 If anyone has any questions about this  
6 hearing or future hearings, please see a member of  
7 our staff up at the sign-in desk to the front of  
8 the auditorium. We welcome and need your full  
9 attention and cooperation throughout this hearing.  
10 Finally, should it be necessary for  
11 you to converse with someone who is also attending  
12 the hearing, please have your conversations out in  
13 the hallway or in the outer room. Thank you for  
14 your attention and cooperation. I note that Board  
15 Members, Chairman Tad Decker and Jeffrey Coy have  
16 arrived and are on the dais.  
17 At this time, I would like all the  
18 speakers to be sworn in, please, that is, the  
19 applicant speakers, the community groups and  
20 individual speakers. Please rise. Would you  
21 raise your right hands, please? Do each of you  
22 and all of you swear or affirm that the testimony  
23 you are about to give is the truth, the whole  
24 truth and nothing but the truth so help you God?  
25 SPEAKERS EN MASSE: I do.

1 PRESIDING OFFICER MILLER: Thank you.<sup>9</sup>  
2 You may be seated. I would ask at this time that  
3 Penn National Incorporated begin their  
4 presentation.  
5 MR. CARLINO: Dale, I understand when  
6 the red light blinks, if I ignore it, a hook comes  
7 out and you drag me off?  
8 PRESIDING OFFICER MILLER: Absolutely.  
9 MR. CARLINO: I think I got the  
10 program. Thank you. Good afternoon, Mr.  
11 Chairman, members of the Commission and staff and  
12 to interested local participants. My name is  
13 Peter Carlino and I am Chairman and Chief  
14 Executive Officer of Penn National Gaming.  
15 It's a pleasure to be here this  
16 afternoon and to share with you some of our plans  
17 for Hollywood Casino at Penn National and to  
18 listen to important input of members of our local  
19 community.  
20 with me this afternoon is Cori  
21 Whitacre, our corporate director of organizational  
22 development who will highlight the human resource  
23 aspects of our project; Lucretia Clemons who will  
24 spend a few minutes discussing our diversity plan;  
25 and, finally, Charlie Courtney who will summarize

1 the local impact report his firm, McNeese Wallace &<sup>10</sup>  
2 Nurick, prepared for this project.  
3 Let me begin by providing you with a  
4 brief background of Penn National Gaming. Penn  
5 National is the parent company of Mountainview  
6 Thoroughbred Racing Association, the applicant,  
7 which began here in Pennsylvania as a small  
8 family-owned business that operated one of  
9 Pennsylvania's original thoroughbred racing  
10 licenses as Penn National Racecourse.  
11 I am shocked, frankly, to admit that I  
12 was here when the track opened in 1972 first as  
13 president at that time and, by 1974, as its  
14 chairman. I was there with my father who,  
15 incidentally, pioneered much of the important  
16 early racing legislation in Pennsylvania which  
17 led, in my opinion, to the finest racing bill in  
18 the entire United States.  
19 This included, of course, offtrack  
20 wagering which was so successful that it provided  
21 the springboard for our decision in 1994 to become  
22 a public company. At the time of our IPO, I put  
23 the word gaming in our name, although I must admit  
24 at the time I scarcely knew what that entailed.  
25 After all, we were a single racetrack in

1 Grantville, Pennsylvania.<sup>11</sup>  
2 Just three years later we acquired the  
3 historic Charles Town Races in West Virginia which  
4 was on the verge of closing its doors -- it had  
5 been there, by the way, since 1932 -- and helped  
6 pass a previously failed referendum to allow slot  
7 machines at that racetrack.  
8 Since then, we have invested more than  
9 \$250 million. By the way, that's a pretty good  
10 representation of just the entrance at Charles  
11 Town. It's a pretty large and very exciting  
12 operation. That \$250 million has created a  
13 premiere recreational and entertainment facility  
14 in Charles Town, West Virginia that has generated  
15 more than \$435 million in taxes over the last few  
16 years for the State of West Virginia.  
17 Charles Town stands as a shining  
18 example of how revenues from slot machines can  
19 help revitalize racing. Since acquiring Charles  
20 Town Races, purses have grown from \$22,000 a day  
21 -- and you can imagine that's for a full card of  
22 racing -- to as high as \$250,000 per day and that,  
23 by the way, is with a program of racing that is  
24 essentially year round, 220 to 250 days. You can  
25 imagine if you ran a hundred day meet what that

1 would mean.<sup>12</sup>  
2 But it has been such a phenomenal  
3 success that horse owners and trainers have grown  
4 from 2,400 when I arrived there in 1997 to 13,000  
5 today. So it's safe to say that slot machines  
6 have been a tremendous engine for growth in  
7 Charles Town.  
8 Over the last ten years, Penn National  
9 Gaming has followed a path of steady and  
10 disciplined growth through acquisitions of  
11 racetracks, gaming properties resulting in what  
12 today is the fourth largest publicly-traded gaming  
13 company in the United States and, in fact, the  
14 world.  
15 We currently own and operate  
16 riverboats, casino resorts and racing facilities  
17 in 12 states and Canada. I am proud to say we're  
18 the only Pennsylvania-based publicly-traded gaming  
19 company with our corporate headquarters located in  
20 Wyomissing, Pennsylvania just outside of Reading  
21 which is also my home by the way.  
22 We are also proud to have been named  
23 to Fortune Magazine's list of the 100 fastest  
24 growing companies for an unprecedented, by the  
25 way, five consecutive years. It's tough to make

1 it to three, frankly. The numbers get very small.<sup>13</sup>  
2 There is only two or three. We have been ranked  
3 by Forbs for the last two years as one of  
4 America's best big companies. I kind of thought  
5 we were small but they say we're now big.

6 with that, I'm going to take a look at  
7 the facility. There's a little map, I guess, of  
8 the racetrack. I'll now turn to our plans for  
9 Hollywood Casino at Penn National which will be a  
10 state-of-the-art racing and gaming facility that  
11 will serve as a centerpiece property for Penn  
12 National. It's our home. It's a facility that we  
13 care very, very much about.

14 I will tell you, sort of diverting  
15 from my script for just a second, that we had  
16 choices to make here. The simplest and the  
17 quickest, cheapest by far way to have approached  
18 this would have been to build a separate gaming  
19 facility, just stay out of the racetrack and do  
20 minimal improvements. A second choice might have  
21 been to keep the existing facility, maybe try to  
22 work something with something new appended to it.

23 The third and final choice, which is  
24 the one we have made in the end, is to raze the  
25 facility, fully integrate racing and gaming for

1 the benefit of both and create what we think is<sup>14</sup>  
2 this fabulous new place called Hollywood Casino at  
3 Penn National.

4 Where our existing grandstand now  
5 stands we will be constructing a 365,000 square  
6 foot facility that will initially be sized with  
7 3,000 slot machines, with 2,000 machines planned  
8 at opening. We will phase those in, although the  
9 facility will be completely built for three.  
10 There is a five-story parking garage attached and  
11 we will offer valet parking service.

12 In a moment, I will show you the  
13 opposite side of the building which features a  
14 brand new, fully integrated clubhouse and  
15 grandstand that cascades down to our track below.  
16 Our goal is to provide a seamless offering of both  
17 gaming and racing entertainment to our patrons  
18 with open views from racing levels to the gaming  
19 floor. So you will be able to actually be in the  
20 racing area and be part of the whole experience.

21 There will, of course, be security to  
22 ensure that will no one under 21 and, hopefully,  
23 no excluded person is allowed on the gaming floor  
24 from the racing side of the operation. Remember  
25 that younger people can participant in racing so

1 long as they are accompanied by a parent or adult.<sup>15</sup>  
2 But that's not the case in a gaming facility. So  
3 it becomes tricky to make certain that we don't  
4 have any younger people coming through the gaming  
5 facility and we have provided for that in our  
6 design.

7 By the way, if you hold that for a  
8 second, it's a look from the front. Obviously, it  
9 is an artist rendering. It's very tough to give  
10 you a sense of the drama that really will be there  
11 as you come to this place. As we enter the  
12 building, you will see we have designed a fairly  
13 art deco structure with a strong Hollywood theme.

14 Visitors are greeted by very tall  
15 columns, a giant video screen and a spectacular  
16 decor. Again, if you go a little bit slower --  
17 it's hard to pick out on the screen what is  
18 actually there. If you get the size of  
19 considerable scale and a great deal of theming and  
20 drama, you get a sense of what we're doing.

21 Next is an exterior view of our  
22 restaurant, our upscale restaurant, and the inside  
23 of one of our dining rooms. The project will also  
24 feature a food court with four restaurants and a  
25 sports bar. The gaming floor will be broken up

1 into different themed areas such as the Central<sup>16</sup>  
2 Park theme you see here.

3 Next is an entertainment lounge that  
4 features a stage and a giant IMAX-style screen  
5 that can show live music, promotions or streaming  
6 video. Finally, I want to show you some images  
7 from Charles Town to give you a feel for the  
8 quality of our design and construction.

9 This is just one of more than a half a  
10 dozen separately themed areas in Charles Town that  
11 presents a streetscape, kind of fun, very much  
12 like a Hollywood set would be and we have these  
13 kind of things all over the place.

14 We have struck a deal, incidentally,  
15 with Paramount Theaters to constantly resupply  
16 their newest product in large banners and all the  
17 other kind of promotional things that a studio  
18 like Paramount would provide. We're going to  
19 introduce that same concept with Paramount here at  
20 Penn National.

21 Finally, you should know that we have  
22 budgeted \$262 million for this project inclusive  
23 of the \$50 million license fee. That's where we  
24 hope it will be. It won't be going down. The  
25 struggle will be to keep it from going up.

1 Let's now travel to the racing side of<sup>17</sup>  
2 the operation. As you can see, what we have is a  
3 modern racetrack view. Starting at the ground  
4 level, we will be constructing new stalls and a  
5 panic area, a new racing administration wing which  
6 will include upgraded jockey's quarters. We will  
7 also offer track-side dining and various  
8 concessions to serve the racing area.

9 The next level just above that, which  
10 is the mezzanine, will have our tourist dining and  
11 simulcast theater as well as a sports bar.  
12 Finally, at the very top level will be the  
13 clubhouse with box seating and additional  
14 concessions. At the very top, of course, will be  
15 private hospitality suites for corporate and  
16 private parties and all the kind of things that we  
17 think will be much used out here at Penn National  
18 serving the Greater Harrisburg market.

19 As for projected revenues at this  
20 facility, we estimate based on the population of  
21 nearly 900,000 adults within a one-hour drive that  
22 in the first full year of operations, this  
23 facility will yield approximately \$160 million in  
24 gaming revenues. That's a conservative number.  
25 That's first year. Obviously, we expect that to

1 grow significantly beyond that time.<sup>18</sup>

2 Now we will take a few moments with  
3 this. Beyond what we told you we'll open with, we  
4 have developed a master plan which is what we hope  
5 will happen here and that includes the potential  
6 for an additional buffet area.

7 Essentially, if you look here -- I  
8 guess the Commission can't see my pointer -- to  
9 the right are the first to be built places. But  
10 off to the left is a very large structure which is  
11 an expanded garage -- you can see that parking  
12 garage right in here -- and the potential for a  
13 hotel and conference center if business is good  
14 enough. It's part of our master plan and  
15 something that we are fully prepared to do if the  
16 economics allow it.

17 So what you have here is a facility in  
18 its full design that can accommodate up to 5,000  
19 gaming machines, a hotel, convention center and  
20 many, many, many more amenities, the kind of thing  
21 that you would expect to find in a facility of  
22 this sort.

23 As far as timing is concerned, we  
24 intend to demolish the existing facility, the  
25 existing racetrack facility in the second quarter

1 of this year and move our racing operations over<sup>19</sup>  
2 to a temporary racing facility which is virtually  
3 complete today. There are some finer things being  
4 done on the interiors. We would expect to begin  
5 construction of our Hollywood Casino portion, in  
6 other words, the new building, upon obtaining our  
7 slots license and, following that, expect the  
8 construction can be complete in 13 to 14 months.

9 In September, we announced the  
10 appointment of Gary Luderitz as general manager of  
11 our planned new facility. Gary, of course, is  
12 with us today. Gary brings 27 years of successful  
13 gaming experience to this position and has been  
14 closely involved in all aspects of our planning  
15 for this project.

16 I'll turn to our local impact report  
17 in a moment but I first want you to hear about two  
18 very important elements of this project, human  
19 resources and our commitment to diversity. First  
20 let's start with Cori Whitacre.

21 MS. WHITACRE: Good afternoon. As  
22 Peter said, my name is Cori Whitacre. As the  
23 director of organizational development, I'm not  
24 only excited to be here today, but I'm also  
25 excited to be playing a supporting role in the

1 training and development of employees at Hollywood<sup>20</sup>  
2 Casino at Penn National.

3 Hollywood Casino plans to recruit and  
4 hire 800 to 1,000 new employees from the Greater  
5 Harrisburg area. These will be predominately  
6 full-time positions with competitive benefits.  
7 These jobs will include a broad range of  
8 opportunities and skills including slot  
9 technicians, food and beverage servers, hosts,  
10 hostesses, accounting, human resources and various  
11 management positions.

12 We're currently in the process of  
13 identifying various community groups and  
14 organizations with which we can partner with to  
15 host future job fairs. Identifying unskilled  
16 workers and potential training partners will be a  
17 major focus of our recruitment efforts.

18 One of our potential partnership  
19 groups is a Philadelphia OIC who, for the past 41  
20 years, has been working with people on welfare to  
21 become working, contributing individuals. The  
22 Philadelphia OIC is exploring a local community  
23 gaming industry training institute in Harrisburg  
24 that would cover a number of positions crucial to  
25 our operation.

<p>1 All of our employees will be subject<sup>21</sup>  2 to mandatory pre-employment drug testing as well  3 as comprehensive background checks. Hollywood  4 Casino will provide preopening training consisting  5 of customer service standards, harassment  6 prevention as well as diversity training.</p> <p>7 Also our employees will be trained to  8 operate under our business code of conduct as well  9 as a responsible gaming policy. This includes a  10 wide range of initiatives to address issues such  11 as underage gaming, self-exclusion, responsible  12 alcohol service and unattended minors.</p> <p>13 Recruiting and hiring our workforce is  14 only one aspect of our training and development  15 focus. We also plan to provide a variety of  16 mobility programs that will allow our employees to  17 grow within the company. For example, there will  18 be a program available for line level employees  19 who aspire to management positions.</p> <p>20 Employees want to stay with companies  21 who provide development and mobility options.  22 They are loyal to organizations who invest in  23 their careers. At Penn National Gaming, we are  24 committed to being that kind of organization. I  25 will now turn it back over to Peter.</p>	<p>1 focus areas: Construction, procurement,  2 employment and community relations.</p> <p>3 First, Hollywood Casino has made a  4 strong effort to identify MBES and WBES to staff  5 its construction projects. These efforts have  6 already begun to pay off. For example, WBES and  7 MBES accounted for 12 percent or approximately  8 \$900,000 of the \$7.3 million contract awarded by  9 Penn National for the construction of the  10 temporary racing facility.</p> <p>11 Second, as it relates to vendors,  12 Hollywood Casino is in the process of developing  13 purchasing guidelines for the property and has  14 begun to establish a database of minority vendors  15 with the goal of ensuring that all qualified  16 vendors, regardless of size, have equal access to  17 bid for Hollywood Casino's business.</p> <p>18 Third, in the area of employment,  19 given that construction of the permanent facility  20 is still a ways off, we have not yet begun active  21 employee recruitment. Nevertheless, we will be  22 filing key roles in the next few months and Cori  23 has touched upon some of the ways in which we are  24 reaching out to the communities to ensure a  25 diverse candidate pool.</p>
<p>1 MR. CARLINO: Thank you, Cori. Next<sup>22</sup>  2 let me introduce Lucretia Clemons from the law  3 firm of Ballard Spahr Andrews &amp; Ingersoll.  4 Lucretia is a very experienced diversity trainer  5 with a master's degree in diversity management  6 from New York University. Lucretia, please.</p> <p>7 MS. CLEMONS: Thank you. As Peter  8 mentioned, my name is Lucretia Clemons. In my  9 career as a diversity consultant and attorney, I  10 have had the opportunity to work with a number of  11 leading businesses in this region and it has been  12 my pleasure to work with Penn National in  13 developing Hollywood Casino's diversity plan.</p> <p>14 I'm confident the plan will meet the  15 twin goals of ensuring equal employment  16 opportunity and promoting diversity in a manner  17 reflective of the local community.</p> <p>18 Diversity at Hollywood Casino does not  19 simply focus on race or gender. Diversity is an  20 inclusive concept that embraces the multitude of  21 human differences including, but not limited to,  22 age, sex, race, culture, ethnicity, religion,  23 disability, national origin and veteran status.</p> <p>24 Our diversity plan outlines specific  25 procedures aimed at ensuring diversity in four key</p>	<p>1 Finally, as it relates to community<sup>24</sup>  2 relations, Penn National continues to actively  3 reach out to the Greater Harrisburg minority  4 community and has organized informational  5 briefings for its proposed gaming facility with  6 leaders from the Greater Harrisburg NAACP, the  7 Urban League, the African American Chamber of  8 Commerce and the Governor's Advisory Commission on  9 African American and Latino Affairs, just to name  10 a few.</p> <p>11 In sum, Hollywood Casino is committed  12 to respecting diversity in all aspects of its  13 business operation. With that, I will turn it  14 back over to Peter.</p> <p>15 MR. CARLINO: Thank you, Lucretia.  16 Before I leave the subject of diversity, I wanted  17 to note that Penn National Gaming was honored to  18 have worked closely with Jena East, a very  19 well-known community leader here who operated a  20 women and minority-owned community relations firm  21 in Harrisburg.</p> <p>22 Jena was instrumental in guiding our  23 minority research outreach and communications  24 efforts through this entire region. And as many  25 of you in this room know, Ms. East recently passed</p>

<p>1 away and her loss is felt not only by her friends<sup>25</sup>  2 here at Penn National, but everyone that she came  3 in contact with. She was a lovely lady.  4         With that, I'm going to ask Charlie  5 Courtney to step to the mic. Thank you.  6         MR. COURTNEY: Good afternoon. My  7 name is Charlie Courtney. I'm an attorney with  8 McNess Wallace &amp; Nurick. I'm here to walk you  9 through the local impact report.  10         Our firm has been involved and I have  11 been involved personally in this project for more  12 than three years. In fact, it was almost three  13 years ago to this very day that a land development  14 plan was submitted for this project.  15         One benefit of Penn National's forward  16 thinking and head start on this project is that  17 the plans that Peter has shown and the plans that  18 are in the application are more than conceptual.  19 It's more of a reality because nearly every  20 governmental permit and approval, land use permit  21 and approval for this project already has been  22 obtained.  23         If I could just walk you through the  24 project very quickly and orient you to the  25 property, what you see, the blue line there is</p>	<p>1 while that might mean nothing on most properties,<sup>27</sup>  2 it means a lot in this case because this site is  3 in excess of 600 acres. So when you put a  4 structure in the middle of 600 acres, what you  5 have is, what I'll call, a supersetback or a  6 superbuffer.  7         It's not cramming a large building on  8 a small property, whether it's 10 acres or 50  9 acres. We have 600 acres. Really, what that  10 produces is the setbacks here are not measured in  11 tens of feet like it usually is in land use or  12 hundreds of feet. It's measured in thousands of  13 feet.  14         The distance between the existing  15 building and the northern boundary and the  16 southern boundary of the site is roughly a third  17 of a mile. The distance from the building  18 westward towards Bow Creek Road is getting close  19 to a half a mile and the distance between the  20 building and the eastern boundary is approximately  21 two-thirds of a mile. So we have this expansive  22 area. The new site will maintain the integrity of  23 that design.  24         The Hollywood Casino, when the  25 existing grandstand is torn down and replaced with</p>
<p>1 Interstate 81. I'm pointing to that. The blue<sup>26</sup>  2 line extends northward up to the top of the  3 screen. That's Bow Creek Road. The Penn National  4 property is outlined in red.  5         The property is bounded by three  6 roads. We have Bow Creek Road to the West. We  7 have Mountain Road to the north, Fox Run to the  8 south and then there's a fourth road, Firehouse  9 Road, that extends through the property. That's  10 roughly right behind the track.  11         There currently are three access  12 points to the site. We have got the main access  13 on Bow Creek Road which is right where the blue  14 line intersects the red. There are also two other  15 access points, a secondary access at Fox Run and  16 then what I'll call a tertiary access at Mountain  17 Road.  18         As part of this project with Hollywood  19 Casino, the status of those access points will be  20 maintained. So Bow Creek Road will continue to be  21 the main access and Fox Run will have a secondary  22 access function. And I will explain that a little  23 more later.  24         The existing grandstand at Penn  25 National is in the middle of the property and</p>	<p>1 Hollywood Casino, the casino building will be<sup>28</sup>  2 located roughly in the same location. So these  3 setbacks, these supersetbacks will be maintained.  4         One other thing to point out, the  5 boundary line of East Hanover Township, Dauphin  6 County and East Hanover Township, Lebanon County  7 is roughly in the location that I am pointing.  8 The members of the Commission can't see it but  9 it's about 22 acres at the far eastern side of the  10 site.  11         As you can see, all of the development  12 and impact and access and so forth will be  13 occurring in East Hanover Township of Dauphin  14 County. So when you hear me say township, I'm  15 referring to East Hanover Township of Dauphin  16 County.  17         When you consider, what is the local  18 impact, one important thing to keep in mind is,  19 what is the planning and the zoning for this area?  20 The planning and zoning kind of gives you an  21 indication of what is the community's vision for  22 this portion of Dauphin County or this portion of  23 East Hanover Township.  24         This property historically has been  25 zoned for commercial use. In the 1972 zoning</p>

<p>1 ordinance of East Hanover Township, this property<sup>29</sup>  2 was located in the commercial recreation district  3 which permitted racetracks.</p> <p>4           Recently, East Hanover Township of  5 Dauphin County went through comprehensive planning  6 and zoning efforts. They adopted a new zoning  7 ordinance and as part of that new zoning  8 ordinance, the property is still in the commercial  9 recreational district. It's called a zone now.</p> <p>10           That ordinance was done  11 contemporaneously with a significant planning  12 effort in the Lower Dauphin region. The Lower  13 Dauphin School District, there is approximately  14 eight municipalities within that district. Those  15 municipalities got together over the last several  16 years and did what's called a multimunicipal  17 comprehensive plan.</p> <p>18           They got together because they knew  19 that regional planning -- if we plan together,  20 it's better than if we all plan individually and  21 we're not coordinating our planning efforts. A  22 multimunicipal comprehensive plan was prepared.  23 East Hanover Township adopted that plan.</p> <p>24           That plan shows for this area, what I  25 have noted in the impact report as the Bow Creek</p>	<p>1 several months of review by not only Dauphin<sup>31</sup>  2 County and their planning commission, but also by  3 East Hanover Township's planning commission and by  4 its governing body, the Board of Supervisors of  5 East Hanover Township.</p> <p>6           The plan was tweaked, revised. We had  7 lots of input. Ultimately, the plan was approved  8 in October of 2003. The plan has been tweaked two  9 times since and it went through two more planning  10 efforts.</p> <p>11           The plan was re-reviewed by the  12 township and reapproved by the township in July of  13 2004 and then re-reviewed again based on some  14 other changes that were made and reapproved again  15 in March of 2005. So there's been almost two  16 solid years of planning review at the township  17 level for this project.</p> <p>18           The land development plan has been  19 approved. It's actually been recorded which in  20 Pennsylvania means it's time for a building  21 permit. PennDOT approvals, a very comprehensive  22 traffic impact study was done for this project.  23 The township requested it. PennDOT, of course,  24 requires it.</p> <p>25           That traffic impact study, the intent</p>
<p>1 Road Corridor -- but I'm pointing way below 81.<sup>30</sup>  2 There's a road called Jonestown Road. If you go  3 along Bow Creek Road from Jonestown headed north  4 all the way up to the top to Mountain Road, that  5 whole area is planned and zoned for commercial use  6 under the comprehensive plan that was adopted by  7 East Hanover Township that was prepared by this  8 multimunicipal planning entity and the zoning that  9 East Hanover Township recently adopted implements  10 that planning.</p> <p>11           So this is clearly a commercial  12 corridor. It makes sense. It's located half a  13 mile north of an interstate interchange. It's got  14 great access to I-81 and it also recognized that  15 Penn National has been there for decades. And the  16 planning and zoning is kind of built around that  17 historical existence.</p> <p>18           I mentioned earlier that nearly all of  19 the governmental permits and approvals have been  20 attained for this project. I'm not going to go  21 through all the permits and approvals. I will hit  22 the highlights which you see on the screen. The  23 first one is final land development plan approval.</p> <p>24           A land development plan was submitted  25 in the spring of 2003. That plan went through</p>	<p>1 was, let's look at the intersections in the area<sup>32</sup>  2 of the site and figure out how were they operating  3 and what improvements, if any, are necessary. The  4 traffic impact study, the scope, what  5 intersections were studied was determined by both  6 the township and PennDOT. The traffic study was  7 approved by both of those entities.</p> <p>8           It became pretty clear early on what  9 the problem area was, frankly, and that was the  10 Interstate 81, Bow Creek Road interchange. I  11 don't know if any of you have ever been there but  12 that interchange is, from a design standpoint, an  13 ancient interchange. The way the ramps intersect  14 Bow Creek Road, they come at a "Y". So it's not  15 conducive to signalization. It's not conducive to  16 high volumes of traffic.</p> <p>17           The township had no plans for fixing  18 that interchange. There were no plans. The  19 county had no plans. Penn National, as part of  20 this process recognizing the benefit not only to  21 the community, but also to their project, agreed  22 to design those improvements and, in addition, not  23 only design the improvements, but to construct  24 them at its sole cost without any reimbursement  25 from the township whatsoever.</p>



<p>1           That commitment was memorialized in <sup>33</sup>  2 the development agreement that's the third item on  3 the screen. That agreement was executed, I  4 believe, in December of 2003 and that is Penn  5 National's commitment to construct in excess of \$2  6 million in off-site improvements that developers  7 typically don't have to do. But that agreement  8 sets forth that commitment, to make sure that that  9 interchange is functioning.</p> <p>10           And I don't think I mentioned it  11 earlier but the interchange currently is failing.  12 With the improvements that Penn National is  13 proposing, the efficiency of that interchange will  14 be quite a remarkable improvement even with the  15 additional traffic at Penn National.</p> <p>16           Impact on housing, when we considered  17 that, we focused on what is the impact on existing  18 and future housing in the area of the site and we  19 focused on that because we recognize that often  20 there's a conflict between commercial and  21 residential uses. So we really focused on that  22 component.</p> <p>23           In terms of existing land uses, there  24 is a manufactured housing development known as  25 Chesapeake that is located between Interstate 81</p>	<p>1 except for this longstanding manufactured housing <sup>35</sup>  2 development. It's either a commercial zone or a  3 light industrial zone. So none of those zones  4 permit residential uses.</p> <p>5           So when you think, well, what's the  6 impact on future housing, unless the township  7 changes its planning and allows residential  8 housing in this Bow Creek Road Corridor, there  9 will be no impact on future housing.</p> <p>10           So given the planning and zoning at  11 the site, given the supersetbacks and superbuffers  12 that we've been talking about that come with this  13 expansive property and the design, we don't think  14 there will be any additional adverse impact on any  15 residential area.</p> <p>16           Water and sewer, there is no municipal  17 water system in East Hanover Township. There is  18 no public utility that serves the property. Penn  19 National has operated with two wells for decades.  20 These wells are gushers. We have measured them.  21 There is in excess of 811 gallons per minute  22 coming out of these wells. It's more than twice  23 the rate and volume Penn National would need for  24 the site as fully built. So water is not an  25 issue.</p>
<p>1 and Penn National's property. That's really the <sup>34</sup>  2 only residential area in there. We don't believe  3 there will be any additional adverse impact on  4 that existing development.</p> <p>5           Number one, you have to understand  6 that Penn National Racecourse has operated this  7 site and co-existed with this existing development  8 for years, for years. The second thing is that,  9 if you recall, this is a 600-acre tract and we  10 have these supersetbacks. The nearest portion of  11 any residential development that's out there is  12 going to be over a third of a mile away from Penn  13 National's improvements. So you've got that  14 supersetback.</p> <p>15           The third thing is, as I indicated  16 earlier, that Penn National wanted to maintain the  17 Bow Creek Road entrance as the primary entrance.  18 That's where traffic is going to be directed.  19 That's going to be the grand entrance. That's  20 where we want people to come in and come out of.  21 What that will do is, again, continue to keep any  22 traffic from moving out on to Fox Run Road and  23 going into any residential area.</p> <p>24           With respect to future housing, the  25 Bow Creek Road Corridor is entirely commercial</p>	<p>1           Sewer, Penn National has had a sewer <sup>36</sup>  2 plant at this site for 30 years. The plant that's  3 there is 30 years old. It's outdated. Part of  4 the improvements that we are proposing is to  5 replace that exiting wastewater treatment plant  6 with a new state-of-the-art treatment facility.</p> <p>7           There's a couple benefits that come  8 along with that. Aside from having a new  9 state-of-the-art facility, it will relieve any  10 burden on the municipal sewer system. The  11 township sewer system, based on recent discussions  12 at supervisor meetings, already is facing limited  13 capacity.</p> <p>14           So the fact that Penn National will  15 have its own treatment plant means it will not  16 have any burden on the municipal sewer system. In  17 addition, having its own treatment plant will  18 allow opportunities for environmental benefits  19 such as water reuse. Water can be used that's  20 treated to wet down the track. Then, ultimately,  21 that water can infiltrate back into the soils and  22 replenish the groundwaters. So there are a lot of  23 benefits on the sewer system.</p> <p>24           Historical resources, as part of any  25 state permitting process, if you apply for a state</p>

1 permit, a land development permit, whether it's <sup>37</sup>  
2 DEP or PennDOT, you trigger review by the  
3 Pennsylvania Historical and Museum Commission. Of  
4 course, we went through the land development  
5 process. We triggered that review. The PHMC has  
6 indicated that there are no historical properties  
7 in the area. This will have no adverse impact on  
8 any historical or cultural resources.

9 Police and emergency services,  
10 understand that when Penn National offers its  
11 opinion on what is the impact on police services  
12 or EMS or fire, it is stating that from a position  
13 of significant experience, not only with casino  
14 operations, but with a facility that's precisely  
15 like the facility that we are proposing for  
16 Hollywood Casino.

17 That, of course, is Charles Town Races  
18 and Slots. That facility, very similar, a little  
19 larger than what's being proposed for Hollywood  
20 Casino, but it's a similar facility. So keep that  
21 in mind when we discuss the impact on police.  
22 East Hanover Township is served by the  
23 Pennsylvania State Police.

24 Surveys have been done in connection  
25 with the planning effort. Generally, the surveys

1 have indicated that there is great satisfaction <sup>38</sup>  
2 with police services. What you will see up here  
3 is a quote from two law enforcement leaders in the  
4 Charles Town area indicating that the gaming  
5 facility in Charles Town has had no impact on  
6 crime. And that's from two leaders. It's not  
7 just Penn National's opinion, but it's the opinion  
8 of individuals who have dealt with the Charles  
9 Town facility.

10 Fire and EMS, just briefly, the fire  
11 and EMS services, East Hanover Township is served  
12 by South Central EMS, Grantville Fire Company. So  
13 there are adequate services. As part of the land  
14 development process, we have had all those  
15 discussions with those providers. With that, I  
16 will turn it back over to Peter.

17 MR. CARLINO: Now I do know the hook  
18 is about ready to come out. So this is going to  
19 be real quick. Thank you very much, Charlie.

20 As we close, I want to note that Gary  
21 Luderitz, our new general manager at Penn  
22 National, recently accepted an invitation from the  
23 Dauphin County Commissioners to serve on the  
24 restructured Hershey-Harrisburg Regional Tourism  
25 Bureau to work together with area business leaders

1 in Dauphin, Franklin, Perry Counties to drive <sup>39</sup>  
2 additional tourism to the region.

3 Penn National is also serving on the  
4 Dauphin County Community and Economic  
5 Development's Quality of Life Task Force which is  
6 charting a course towards creating  
7 family-sustaining jobs into the next generation.

8 As I mentioned, Penn National  
9 Racecourse has been operating in East Hanover  
10 Township for 34 years. As a responsible corporate  
11 citizen, Penn National supports a number of  
12 worthwhile local charities and events including  
13 organizing the annual Pennsylvania Governor's Cup  
14 Golf Tournament.

15 All proceeds from this one-day event  
16 benefits Crohn's and colitis research at Penn  
17 State Milton S. Hershey Medical Center. The 2005  
18 tournament raised \$170,000 and we have been doing  
19 this for a decade.

20 In an effort to keep the regional  
21 business community informed of our plans for Penn  
22 National Racecourse, some of our folks recently  
23 met with local business associations of three  
24 townships in Greater Harrisburg. We shared with  
25 them our strong belief that our project in

1 Grantville will serve as an economic engine for <sup>40</sup>  
2 the community and for the state.

3 We look forward to continuing to  
4 address and discuss these important issues with  
5 East Hanover Township and other municipalities in  
6 the Greater Harrisburg area. I would like to  
7 thank the Commission for the opportunity to be  
8 here today. Thank you all very much.

9 PRESIDING OFFICER MILLER: Thank you,  
10 Mr. Carlino, and the other applicant speakers for  
11 that fine presentation. I note for the record  
12 that although it was mentioned several times that  
13 the Board was unable to see the screen  
14 presentation, there is a monitor in front of the  
15 Board that allows each member to fully view the  
16 presentation and they did so.

17 We are about to begin the public  
18 speaking. I would ask that our ushers line the  
19 folks up. I note that there are two of our  
20 speakers representing community groups, Mr. Conway  
21 and Mr. Wames, who have not been sworn. Are you  
22 out there? Would you please stand, sir? Would  
23 you both please raise your right hands? Do you  
24 swear of affirm that the testimony you're about to  
25 give shall be the truth, the whole truth and

<p style="text-align: right;">41</p> <p>1 nothing but the truth so help you God?</p> <p>2           SPEAKERS EN MASSE: Yes.</p> <p>3           PRESIDING OFFICER MILLER: Thank you</p> <p>4 very much. Mr. Conway, are you ready?</p> <p>5           MR. CONWAY: Yes, sir. Thank you.</p> <p>6           PRESIDING OFFICER MILLER: Our first</p> <p>7 speaker is Patrick Conway and he has ten minutes</p> <p>8 to speak.</p> <p>9           MR. CONWAY: Thanks very much. I</p> <p>10 would like to recognize Penn National, Peter and</p> <p>11 his team for an excellent presentation and thank</p> <p>12 the Board for the opportunity to be with you this</p> <p>13 afternoon.</p> <p>14           Mr. Chairman and members of the</p> <p>15 Pennsylvania Gaming Control Board, once again,</p> <p>16 thanks for giving me the opportunity to provide</p> <p>17 some input on the impact of Pennsylvania's new</p> <p>18 gambling industry as it relates specifically to</p> <p>19 the existing food service industry in the</p> <p>20 Commonwealth.</p> <p>21           My comments this afternoon will be</p> <p>22 more generally geared towards slots parlors in the</p> <p>23 Commonwealth as well as the specific proposal that</p> <p>24 we have heard this afternoon. My name is Patrick</p> <p>25 Conway. I'm representing the Pennsylvania</p>	<p style="text-align: right;">43</p> <p>1 local communities.</p> <p>2           Our business owners, their families</p> <p>3 and their employees are all integral parts of the</p> <p>4 fabric of their communities. As you can see, Mr.</p> <p>5 Chairman, our restaurant industry contributes</p> <p>6 significantly to the Commonwealth and its economic</p> <p>7 vitality. It's also a highly competitive industry</p> <p>8 that operates on a very narrow average profit</p> <p>9 margin of about 5 percent.</p> <p>10           Because restaurants already operate on</p> <p>11 such slim margins, we are very concerned about the</p> <p>12 potential impact of new slots parlors on existing</p> <p>13 eating and drinking establishments in the markets</p> <p>14 where these operations will be located.</p> <p>15           A primary concern shared by many in</p> <p>16 our industry is the impact the new slots parlors</p> <p>17 may have on disposal income. The hospitality</p> <p>18 industry and restaurants, in particular, are</p> <p>19 heavily dependent on our customers' ability to</p> <p>20 generate and spend disposable income.</p> <p>21           Studies show that many gamblers are</p> <p>22 not out-of-town tourists, but residents of the</p> <p>23 surrounding communities and when gambling comes to</p> <p>24 town, these local residents often end up spending</p> <p>25 their discretionary dollars in the slots parlors</p>
<p style="text-align: right;">42</p> <p>1 Restaurant Association.</p> <p>2           The Restaurant Association speaks for</p> <p>3 our members and nearly 30,000 eating and drinking</p> <p>4 establishments all across the Commonwealth of</p> <p>5 Pennsylvania. Our members operate small and large</p> <p>6 independent multiple unit chain and franchise food</p> <p>7 and beverage establishments.</p> <p>8           The Board, I'm quite sure, is fully</p> <p>9 aware of the economic impact of the restaurant</p> <p>10 industry in the Commonwealth. But if it's</p> <p>11 appropriate, I would like to take just a moment</p> <p>12 for the record to elaborate on that.</p> <p>13           Our eating and drinking place sales</p> <p>14 are expected to exceed \$14.5 billion in 2006. We</p> <p>15 employ over 500,000 Pennsylvanians and we</p> <p>16 represent the largest retail employer and the</p> <p>17 second largest private sector employer in the</p> <p>18 Commonwealth.</p> <p>19           One out of four retail outlets in</p> <p>20 Pennsylvania is an eating or drinking place. Each</p> <p>21 one million in sales at eating and drinking places</p> <p>22 provides for 36 and a half jobs in Pennsylvania.</p> <p>23 Restaurants serve more than just meals. Nine out</p> <p>24 of ten restaurants in Pennsylvania participate in</p> <p>25 charitable and philanthropic activities in the</p>	<p style="text-align: right;">44</p> <p>1 rather than in local businesses including</p> <p>2 restaurants.</p> <p>3           As new slots parlors are built and</p> <p>4 opened, we are concerned that they will consume a</p> <p>5 larger share of that disposable dollar that many</p> <p>6 people today invest in dining out and in</p> <p>7 entertainment and leisure activities in their</p> <p>8 local communities.</p> <p>9           We ask that the Board work in tandem</p> <p>10 with the hospitality industry to explore ways to</p> <p>11 limit the potential impact that new slots parlors</p> <p>12 will have on disposal income that local patrons</p> <p>13 are today spending in their local eating, drinking</p> <p>14 and entertainment businesses.</p> <p>15           We are also concerned about the direct</p> <p>16 impact that the food and beverage operations</p> <p>17 within the new slots parlors will have on existing</p> <p>18 eating and drinking establishments in</p> <p>19 Pennsylvania. We heard some about the eating and</p> <p>20 drinking opportunities that will be located within</p> <p>21 this facility, for example.</p> <p>22           We have seen from Atlantic City, New</p> <p>23 Jersey to Detroit, Michigan independent food</p> <p>24 service operations located in an area where a</p> <p>25 gaming facility opens experience deep declines in</p>

<p>1 business. Today there are very few restaurants in  2 Atlantic City that are not located within casinos  3 where once there were many.</p> <p>4 Multiple food service operations under  5 the same roof in a gaming facility eliminates the  6 need for patrons to ever leave the building. It's  7 our sincere hope that the Board will work with us  8 to address this concern.</p> <p>9 We also encourage the Board to limit  10 the square footage of food and beverage service  11 within the slots parlors and to work in a positive  12 and creative manner with local businesses to find  13 ways to connect existing eating and drinking  14 places with the patrons who will be visiting these  15 slots parlors.</p> <p>16 We must ensure that businesses that  17 are located near new slots parlors are able to  18 share in the benefits of the influx of visitors as  19 well. While we recognize that each facility will  20 certainly require food and beverage operations and  21 we respect that, a square footage limitation of  22 some reasonable amount would ensure that multiple  23 restaurants constructed with gaming revenues do  24 not unfairly distort the local marketplace.</p> <p>25 In addition, we encourage the Board to</p>	<p>1 President and CEO of the African American Chamber  2 of Commerce of Central Pennsylvania at 1735 State  3 Street, Harrisburg, Pennsylvania.</p> <p>4 It pleases me to be here in support of  5 the much debated Hollywood Casino scheduled for  6 construction sometime in 2006. Penn National  7 Gaming is a member of the African American Chamber  8 of Commerce and has been a member for close to two  9 years. They are also a platinum level sponsor of  10 our upcoming award banquet May the 5th at the  11 Civil War museum.</p> <p>12 They are our business partners and  13 friends. For the past year, the African American  14 Chamber of Commerce has met with Penn National and  15 has been at the table on all updates and plans for  16 their new construction.</p> <p>17 With the assistance of late Jena East,  18 the chamber has also been made aware of their  19 commitment to the inclusion of minorities, women  20 and the disadvantaged business enterprise  21 community on this project.</p> <p>22 Their promise to maintain an open line  23 of communication in the Harrisburg community has  24 been forthright and constant as well as their  25 dedication to ensure diversity in all aspects of</p>
<p>1 ensure that no slots parlor is unfairly able to  2 draw customers away from local businesses by  3 offering patrons below-market priced food and  4 beverages. For years, many gaming establishments  5 have used free drinks and low-priced buffets to  6 attract customers away from traditional  7 restaurants in particular.</p> <p>8 Again, we look to the Board to help us  9 protect our industry from the unfair competition  10 by ensuring that our facilities in the  11 Commonwealth use reasonable and fair market prices  12 in the food and beverage operations.</p> <p>13 In closing, I would like to thank the  14 Chairman and the members of the Gaming Control  15 Board for the opportunity to provide input today.  16 The Pennsylvania Restaurant Association certainly  17 appreciates the opportunity to share our thoughts  18 and input. We look forward to being a continuing  19 resource for the Board as these processes continue  20 around the State. Thank you very much.</p> <p>21 PRESIDING OFFICER MILLER: I  22 understand our second speaker is Mr. Robert  23 Jackson.</p> <p>24 MR. JACKSON: Good afternoon,  25 everyone. Thank you. I am Robert M. Jackson,</p>	<p>1 this proposed project.</p> <p>2 To confirm and prove their dedication  3 and commitment to diversity and minority and women  4 inclusion, I am holding -- I don't have it in my  5 hand yet. I am holding a commitment letter sent  6 to Robert Jackson at the African American Chamber  7 of Commerce outlining how we will assist them with  8 not only contract compliance, but with a host of  9 other items including pre-employment training for  10 casinos that will offer this community and the  11 Central Pennsylvania community new employment  12 opportunity on this project.</p> <p>13 We have their pledge and this  14 community has our assurance that the minorities  15 and women and disadvantaged business enterprise  16 community will be included in this project. We  17 are excited about these opportunities for the  18 community and we believe that these opportunities  19 will increase economical standing of families and  20 will have an effect on the standard of living and  21 livelihood of this community.</p> <p>22 We are in support of this project. I  23 just want to say a couple things before my light  24 goes off there. I met Penn Gaming about two years  25 ago. I was sitting at the table with Jena when we</p>

1 met Penn Gaming with the vice president of public<sup>49</sup>  
2 affairs, Eric.  
3 And I said, Eric, you need to become a  
4 member of the African American Chamber of  
5 Commerce. I said, I wouldn't be doing my job as  
6 president and CEO if I didn't give you an  
7 application to become a member. So I gave him the  
8 application.  
9 He said, I put it in this pocket if  
10 I'm going to operate on it right away and if I put  
11 it in this pocket, I don't know what might happen  
12 to it. So he put it in this pocket and we got a  
13 check within a week. So they are a member of the  
14 African American Chamber of Commerce.  
15 We are pleased to be here. You know,  
16 you be in business and you run an organization for  
17 15 years like I did and are one of the founders of  
18 this organization and you look for opportunities  
19 like this to get a good contract and keep the  
20 doors open and help people like we do at the  
21 African American Chamber of Commerce there at 1735  
22 State Street.  
23 So Delanore and I met with three of  
24 their top people on Tuesday and we told them that  
25 we would like to have a commitment letter to see

1 what they can do for the African American Chamber<sup>50</sup>  
2 of Commerce. I think Eric stayed late that night  
3 and he got it out to us about 6:00. Delanore  
4 called me about 7:00 and said, we got it. That  
5 was a great day for the African American Chamber  
6 of Commerce.  
7 with that, I will close and say thank  
8 you, Penn National, and thank you board of  
9 control.  
10 PRESIDING OFFICER MILLER: Thank you  
11 for your remarks, Mr. Jackson. The third speaker  
12 representing community groups is Gale Macko.  
13 MS. MACKO: Good afternoon. I thank  
14 you for the opportunity to be able to speak on  
15 behalf of the Greater Grantville community and  
16 Greater Grantville Community Outreach.  
17 My name is Gale Macko. I am a  
18 resident of Grantville. As a matter of fact, I'm  
19 a neighbor. I live right across the street from  
20 Penn National across Fox Road. I am here  
21 representing Grantville Community Outreach  
22 Incorporated as President of the Board of  
23 Directors.  
24 We are a nonprofit 501(c)(3) agency  
25 established in 2005 to help people in the area to

1 find a link with needed services in medical,<sup>51</sup>  
2 emergency and social. This traditionally rural  
3 area straddling the line between Dauphin County  
4 and Lebanon County is removed from the center for  
5 both services in both counties.  
6 As a result, people haven't known  
7 about the resources that can help them, have had  
8 trouble getting to the agencies and health and  
9 economic and social problems have been left for  
10 people to solve by themselves and to worsen.  
11 Volunteers called upon to help people  
12 find shelter, apply for SSI, go to medical  
13 appointments, get job training found themselves  
14 called on by a growing number of people to do more  
15 and more for them. People here needed a permanent  
16 way to find the right help, arrange for  
17 transportation, to stay available over time until  
18 the problems were received or resolved.  
19 Case management does this exactly.  
20 Grantville Community Outreach is a full-time case  
21 management agency, the only one in the region  
22 where the population is visibly growing. Our  
23 staff is professionally trained to do this work.  
24 Start-up is a critical time for every  
25 new agency even when it is badly needed by human

1 service agencies. Start-up requires a lot of<sup>52</sup>  
2 work. It also requires funding. Early on, we  
3 approached and asked for their help in supporting  
4 our community to start up Grantville Community  
5 Outreach.  
6 We described the unmet needs,  
7 geographic challenges and the fact that help  
8 wasn't able to keep up with people's crisis. We  
9 were advised to contact the corporate offices of  
10 Penn National Gaming in Wyomissing, PA. The vice  
11 president of public affairs came to Grantville to  
12 meet with us and discuss the needs we saw for the  
13 agency establishment.  
14 As a result of that meeting, we were  
15 encouraged to submit a proposal to support case  
16 management services to the corporate office. They  
17 heard our concerns. They responded with a  
18 donation of \$10,000 as a community good neighbor.  
19 That donation was critical to the establishment of  
20 our agency.  
21 The GCO office has now been opened for  
22 a year thanks to their help. Penn National Gaming  
23 continues to demonstrate concern for the  
24 well-being of the residents of Grantville and  
25 surrounding areas.

<p>1                   with the proposed expansion of Penn<sup>53</sup>  2 National Racetrack in Grantville and the explosion  3 in housing development, we recognize the fact that  4 our community is going to change in many ways.  5 The expected impact ranges from population growth,  6 economic growth, new business coming to the area,  7 more employment opportunities to the corresponding  8 growth of persons needing human services.  9                   It is with these factors in mind that  10 we are looking forward to continuing our good  11 neighbor policy and relationship with Penn  12 National Gaming for the residents of this  13 community. I thank you for the opportunity to  14 speak on their behalf.  15                   PRESIDING OFFICER MILLER: Thank you  16 very much for your remarks, ma'am. Our next  17 speaker is Mr. John Wames.  18                   MR. WAMES: Thank you, gentlemen. I  19 am president of the Pennsylvania Horsemen's  20 Benevolence and Protective Association.  21                   PRESIDING OFFICER MILLER: State your  22 name, please.  23                   MR. WAMES: John Wames, President of  24 the Pennsylvania Horsemen's Benevolence and  25 Protective Association. Our association</p>	<p>1 country. We would look for your help as soon as<sup>55</sup>  2 possible. Thank you very much.  3                   PRESIDING OFFICER MILLER: Thank you,  4 sir. That was very nice. Our speaker  5 representing community groups is Mr. Joseph  6 Massaro.  7                   MR. MASSARO: Good afternoon. My name  8 is Joseph Massaro and I am a resident of Lower  9 Paxton Township in Dauphin County. I am  10 representing the Hershey-Harrisburg Regional  11 Visitors Bureau as the organization's board chair.  12                   We are a Dauphin and Perry County  13 designated tourist promotion agency and we  14 represent hotels, attractions and other tourism  15 industry businesses in this region. Thank you for  16 an opportunity to speak this afternoon.  17                   The Hershey Harrisburg Regional  18 Visitors Bureau supports with enthusiasm this new  19 gaming facility. It will serve as one more major  20 attraction for visitors to enjoy when they come to  21 spend time with us. Existing meeting and  22 convention attendees will see Hollywood Casino as  23 an attractive free time activity. It will serve  24 as a major part of our response to the question,  25 what is there to do for our attendees, as they</p>
<p>1 represents over 2,500 owners and trainers who race<sup>54</sup>  2 at Penn National Racetrack. I am here on behalf  3 of our organization to convey our support for Penn  4 National Racetrack to receive a category one  5 license.  6                   I think the act itself says it all,  7 the Pennsylvania Racehorse Development and Gaming  8 Act. Racing is driven by purses. Unfortunately,  9 we are facing competition from states, surrounding  10 states, that already have slot legislation.  11                   They are taking our better horses, our  12 better owners and we are in dire need of a  13 supplement to our purses. The legislators  14 certainly saw that when they passed this  15 legislation. I think they were intent on  16 preserving and enhancing racing in Pennsylvania.  17                   I had a senior moment. The senior  18 moment was I left my glasses at home and my speech  19 is sitting in my hand that I can't read. I'm  20 going to be brief. Gentlemen, our organization  21 certainly needs this legislation to be enacted as  22 soon as possible. We are in trouble in  23 Pennsylvania.  24                   With this legislation, we are going to  25 become one of the premiere racing states in the</p>	<p>1 visit your region.<sup>56</sup>  2                   Tour groups will see this new facility  3 as one more reason to stop and spend the night as  4 they travel from the north on Interstate 81 in  5 route to southern destinations such as Baltimore,  6 Washington DC and beyond. These overnight stops  7 afford additional business to local hotels,  8 restaurants and other surrounding businesses if  9 managed properly.  10                   New business generated will include  11 day trip business and getaway weekend excursions,  12 to name a few. Hershey-Harrisburg Regional  13 Visitors Bureau is pleased with the quality of  14 design and intended use of space of this new  15 casino. It will surely serve our visitors well.  16                   We are excited to include it in our  17 list of world-class amenities available to both  18 visitors and residents alike. I thank you for  19 this opportunity.  20                   PRESIDING OFFICER MILLER: Thank you,  21 sir. That concludes the community group  22 presentations. We will now proceed to the  23 individual presentations. We have four. Mr. John  24 Kotsales, you are up first, sir.  25                   MR. KOTSALES: Good afternoon. My</p>

1 name is John Kotsales. I am the owner of the <sup>57</sup>  
2 Black Tie Deli which is located in Grantville. It  
3 is near the south gate entrance of the racetrack.  
4 I would like to thank the Board today for allowing  
5 me to speak and voice my support of Penn National  
6 and I am hoping they get their gaming license.  
7 I feel that by Penn National receiving  
8 their license, not only will my business, but many  
9 of the other local businesses in the Grantville  
10 area will see an increase in revenues.  
11 This increase would be caused by, one,  
12 the construction workers that will have to be  
13 hired to build the new facilities, two, the  
14 increased number of workers that will have to be  
15 hired in order to maintain the racetrack which  
16 will also help the economy and, three, the  
17 increased number of tourists that the new  
18 racetrack will attract.  
19 In conclusion, again, I would like to  
20 thank the Board in giving me the opportunity to  
21 speak today and hope that you will allow Penn  
22 National the opportunity to purchase a gaming  
23 license. Thank you.  
24 PRESIDING OFFICER MILLER: Thank you,  
25 sir. Our next speaker is Sander Mednick.

1 MR. MEDNICK: I am Sander Mednick. <sup>58</sup> I  
2 reside in Boca Raton, Florida. I'm the managing  
3 director of Milestone Hotel Partners. We own 15  
4 hotels in 6 States including 4 here. In the State  
5 of Pennsylvania, they include the Chateau Hotel  
6 Resort and Conference Center in the Poconos,  
7 Tannersville, Pennsylvania; the Lancaster Host  
8 Hotel in Lancaster, Pennsylvania; the Harrisburg  
9 Holiday Inn East Hotel off of 283; and the  
10 preeminent hotel in our portfolio here in  
11 Pennsylvania, the Holiday Inn Grantville which has  
12 a very long history, nearly 25 years, with Penn  
13 National Gaming or I should say the Penn National  
14 track.  
15 They have provided wastewater  
16 treatment services to our hotel from the beginning  
17 of its operation through many, many layers of  
18 growth and expansion. At one time, it was a  
19 Travelodge Hotel and it has grown to a 200-room  
20 unit with close to 30,000 square feet of meeting  
21 space. We employ almost a hundred people on a  
22 full and part-time basis.  
23 At every juncture in our dealing with  
24 Penn National and the reason why I traveled from  
25 Florida to comment today is that at every stage of

1 our dealings with this company, they have been <sup>59</sup>  
2 easily accessed. They listen to everything we  
3 have to say. They conduct themselves with  
4 impeccable integrity and honesty and sincerity and  
5 try to deal with community issues on a level which  
6 is very surprising for a publicly-traded company.  
7 I don't think our community and the  
8 State of Pennsylvania could ask for a better  
9 applicant and operator for a large-scale casino  
10 operation than Penn National. I am very pleased  
11 that there is the opportunity for them to carry  
12 through on this venture.  
13 If there is any hesitation in the mind  
14 of this Commission that this applicant will not do  
15 as they say they will do or will not be open to  
16 consider modifications or alterations to make sure  
17 that this community is taken care of in an  
18 appropriate light and manner, then they would be  
19 mistaken.  
20 With that, I will conclude and say I  
21 strongly endorse their licensure.  
22 PRESIDING OFFICER MILLER: Thank you,  
23 sir. Our next speaker is Mr. Robert Liguori.  
24 MR. LIGUORI: Good afternoon and thank  
25 you for the opportunity to address the Board

1 today. My name is Robert Liguori and I'm the <sup>60</sup>  
2 business manager of Sports Arena Employees, Local  
3 137, AFL-CIO. We are affiliated with Laborers  
4 International Union of North America.  
5 I'm here today representing more than  
6 250 employees, mainly mutual tellers, call-up and  
7 center workers and admission staffs of workers at  
8 Penn National Racecourse and its six affiliated  
9 off-track facilities within the Harrisburg area.  
10 For more than 30 years, our union has  
11 represented these workers and we have enjoyed a  
12 strong working relationship with Penn National  
13 Racecourse. We have had our disagreements from  
14 time to time, as you would expect, but we have  
15 always been able to iron out our differences.  
16 I am proud to say we have never had a  
17 work stoppage in the history of this local union  
18 representing employees here at Penn National. I  
19 think that's a credit to both the union and the  
20 management team throughout the years at Penn  
21 National.  
22 We strongly support Penn National  
23 Gaming's proposal and their licensing at this  
24 facility. Some of my members have been here since  
25 the opening in 1972. In its heyday, Penn National

1 was a very busy facility and proposed a lot of <sup>61</sup>  
2 opportunity and excitement for entertainment and  
3 racing.

4 I think the legislators when they  
5 approved this bill saw the demise of racing as  
6 things were going and the loss of opportunity and  
7 business by surrounding states. Pennsylvania has  
8 witnessed a dramatic decline in revenues  
9 attendance both, in part, to the increased  
10 competition from other racetracks and states that  
11 had slot machines and alternative forms of gaming  
12 and gambling.

13 That's why we supported the passage of  
14 this legislation, to try to help revitalize the  
15 horse racing industry and help our members attain  
16 and achieve their goals and maintain their jobs  
17 and benefits at these racetracks.

18 A better racing product we feel brings  
19 more people out to the racetrack. We should never  
20 forget what this new gaming law has always been  
21 about. It's always been about saving the horse  
22 racing industry which supports directly and  
23 indirectly more than 35,000 jobs throughout the  
24 State of Pennsylvania.

25 We look forward to the future and

1 Pennsylvania's thoroughbred industry. It is now <sup>63</sup>  
2 to the point of being a major employer, a major  
3 occupant of farmlands across the state, a major  
4 agricultural producer and consumer and a major  
5 source of tax revenues on both the local and  
6 statewide basis.

7 The Pennsylvania Horse Breeders  
8 Association is the primary advocate for the  
9 state's thoroughbred breeding industry. We are  
10 responsible for all aspects of the Pennsylvania  
11 Breeding Fund Program under the direct auspices of  
12 the State Horse Racing Commission.

13 The breeding fund is currently  
14 financed by a portion of the parimutual tax and  
15 provides for individual incentive payments to  
16 breeders, stallion owners and owners of  
17 Pennsylvania bred racing in the state. These  
18 incentives are based solely upon successful racing  
19 performances.

20 The Board has heard of the horse  
21 industry's significant financial impact on the  
22 overall Pennsylvania economy. As an integral part  
23 of that contribution, the breeding sector  
24 additionally must be recognized for its membership  
25 in Pennsylvania's agricultural community.

1 working with Peter and his staff at Penn Gaming, <sup>62</sup>  
2 of course. We definitely look forward to the new  
3 facility with a dismemberment. Thank you very  
4 much, sir.

5 PRESIDING OFFICER MILLER: Thank you  
6 very much, sir. I note we have two final  
7 speakers, neither of which has been sworn, Mr.  
8 McDermott and Mr. Craven, and I would ask, would  
9 you both please raise your right hand?

10 Do you swear of affirm that the  
11 testimony you're about to give shall be the truth,  
12 the whole truth and nothing but the truth so help  
13 you God?

14 SPEAKERS EN MASSE: I do.

15 PRESIDING OFFICER MILLER: Thank you  
16 very much. Mr. McDermott, you have three minutes.

17 MR. MCDERMOTT: I would like to thank  
18 the Board for the opportunity to address you  
19 regarding a subject of such importance. I am Mark  
20 McDermott, the Executive Secretary of the  
21 Pennsylvania Horse Breeders Association, a  
22 position which I have occupied since January of  
23 1976.

24 Since that time, I have witnessed  
25 firsthand the growth and development of

1 Thoroughbred horse farms are an <sup>64</sup>  
2 anaesthetic advantage to the rural countryside, an  
3 attraction to visitors, an important part of the  
4 preservation of farmland across the state and a  
5 source of jobs for many who may not otherwise be  
6 able to find employment in today's market.

7 Slots in Pennsylvania's tracks will  
8 provide a tremendous boost for the racing programs  
9 now in operation. As the success of the state's  
10 racetracks go, so goes the success of the  
11 Pennsylvania breeding program. As a designated  
12 recipient of a small portion of slot revenues, the  
13 Pennsylvania breeding fund will be enhanced  
14 proportionately with increased racetrack purses.

15 During the legislative pursuant of  
16 slots, the thoroughbred industry spoke often of  
17 the prospects of rising to a position of  
18 prominence on the North American landscape. Since  
19 enactment, the level of enthusiasm surrounding our  
20 breeding program and its potential have been  
21 overwhelming.

22 Participation is increasing  
23 dramatically. We expect that within a few short  
24 years, Pennsylvania will be viewed perhaps as the  
25 top thoroughbred breeding and racing state in the



<p>1 country. <span style="float: right;">65</span></p> <p>2           Based upon an earlier vision of our</p> <p>3 industry that is becoming clearer as to the</p> <p>4 heights to which our program is likely to aspire,</p> <p>5 Pennsylvania Horse Breeders Association</p> <p>6 enthusiastically and wholeheartedly endorses the</p> <p>7 application of Penn National Gaming that is before</p> <p>8 you today.</p> <p>9           Their track record as one of the most</p> <p>10 respected organizations in their field speaks for</p> <p>11 itself and we are pleased with our opportunity to</p> <p>12 continue with them in expanding Pennsylvania's</p> <p>13 thoroughbred industry.</p> <p>14           PRESIDING OFFICER MILLER: Thank you</p> <p>15 very much for your remarks, sir. Thank you very</p> <p>16 much. The next speaker is Mr. Henry Craven.</p> <p>17           MR. CRAVEN: Good afternoon. My name</p> <p>18 is Henry Craven and I live at 280 Reeser Road in</p> <p>19 Camp Hill. I will address the following two</p> <p>20 points in Penn National's impact statement: One,</p> <p>21 the incidence of crime in East Hanover and, two,</p> <p>22 the impact on tourism.</p> <p>23           Concerning crime incidents, certainly</p> <p>24 the applicant seeks to attract the local</p> <p>25 population as well as tourists. Therefore, the</p>	<p>1 attachment regarding various excerpts from the <span style="float: right;">67</span></p> <p>2 1999 Gambling Impact Study Commission. I would</p> <p>3 like to cite one in particular, Chapter 3, No. 12.</p> <p>4 The Commission recommends that states should</p> <p>5 refuse to allow the introduction of casino-type</p> <p>6 gambling into parimutual facilities for the</p> <p>7 primary purpose of saving a parimutual facility</p> <p>8 and the market has determined no longer serves the</p> <p>9 community or for the purpose of competing with</p> <p>10 other forms of gambling.</p> <p>11           In conclusion, although the state</p> <p>12 legislator and the gambling board have correctly</p> <p>13 prohibited anyone under 21 from gambling, these</p> <p>14 same individuals are permitted on casino premises.</p> <p>15           Therefore, the societal message to all</p> <p>16 of us is, one, presently adults are concerned</p> <p>17 about the young people and are protecting you from</p> <p>18 losing money but it is all right for us to entice</p> <p>19 you into becoming future gamblers and, two, the</p> <p>20 wiser adult rather than undergirding the value of</p> <p>21 education with the ethic of commitment and hard</p> <p>22 work are instead supporting education based on</p> <p>23 fiscal frivolity and irresponsibility.</p> <p>24           Why? Simply because we are not</p> <p>25 willing to pay higher taxes. I ask you, is this</p>
<p>1 incidence of crime within a 50-mile radius should <span style="float: right;">66</span></p> <p>2 have been reported. The current incident data</p> <p>3 would serve as a basis to compare to data</p> <p>4 collected every two to five years after the casino</p> <p>5 begins operation.</p> <p>6           Whatever the increase in cost, be it</p> <p>7 more prison space, drug addiction treatment</p> <p>8 centers, judicial and enforcement personnel,</p> <p>9 should be reimbursed by the applicant. This</p> <p>10 reimbursement would come from instituting a</p> <p>11 renewal fee for the applicant's license and a</p> <p>12 percentage of the gross revenue. Clearly, the</p> <p>13 one-time \$50 million fee is insufficient to</p> <p>14 compensate municipalities for the consequences of</p> <p>15 future criminal activity.</p> <p>16           Regarding the impact on tourism, I'm</p> <p>17 especially concerned about the effect on Hershey</p> <p>18 Park. Penn National's report implied that a</p> <p>19 casino would attract gamblers to the area and</p> <p>20 these gamblers would patronize Hershey Park and</p> <p>21 other family-friendly attractions. There was no</p> <p>22 evidence to support this conclusion. An argument</p> <p>23 could be made that many anti-gambling families</p> <p>24 would avoid the Harrisburg area.</p> <p>25           I'm also including in my testimony an</p>	<p>1 the message engendering the characteristic trait <span style="float: right;">68</span></p> <p>2 of responsibility into either generation of</p> <p>3 citizens? Thank you very much for your time.</p> <p>4           PRESIDING OFFICER MILLER: Thank you,</p> <p>5 sir. I note that that is the end of the community</p> <p>6 group comments and the individual comments. At</p> <p>7 this time, Penn National Gaming has an opportunity</p> <p>8 for 15 minutes of rebuttal or final comment if</p> <p>9 they choose to take it.</p> <p>10           MR. CARLINO: I would just like to</p> <p>11 make a couple of comments and then I'm available,</p> <p>12 if the Commission would like, for questions. That</p> <p>13 may not be part of the format but I would be happy</p> <p>14 to do that if you like. Just a couple thoughts</p> <p>15 about the impact of this facility on restaurants,</p> <p>16 hotels and the like. I really want to thank all</p> <p>17 those who spoke in our favor today, especially Mr.</p> <p>18 Mednick who came up from Florida. That is rather</p> <p>19 astonishing. Thank you very much.</p> <p>20           There is that thought and it's not</p> <p>21 illogical that somehow these facilities will have</p> <p>22 an impact, a negative impact on the local</p> <p>23 communities. I can promise you our experience has</p> <p>24 been precisely the opposite.</p> <p>25           When you look at what I found at</p>

1 Charles Town in 1997, a bankrupt track losing <sup>69</sup>  
2 several million dollars a year -- and it was  
3 really hard losses because we owned it for a while  
4 under the pre-slot era and it was a pretty ugly  
5 situation.  
6 It was the largest employer in the  
7 area, much analogous to where we are here in  
8 Grantville. This was a community and a facility  
9 in grave trouble. They had failed to pass a  
10 referendum because there's somewhat of a more  
11 white collar area in the eastern part of that  
12 state as opposed to the more industrialized  
13 western part where those referendums had been  
14 passed.  
15 But I went there and made the personal  
16 case that, first, we would do the things we said  
17 we would do and generate very significant monies  
18 for the local community and made the case -- it  
19 was largely economic -- that this facility was  
20 desperately important to the local community.  
21 Eventually, we succeeded. The voters  
22 overwhelmingly turned around what had been an  
23 overwhelmingly negative vote and the rest, as they  
24 say, is history.  
25 I would suggest to Mr. Conway, if I

1 have your name right, who, by the way, presented <sup>70</sup>  
2 very reasonable comments, to contact the chamber  
3 of commerce in Jefferson County, west Virginia and  
4 ask them what has happened. It's been a  
5 phenomena.  
6 Look, criticism sometimes suggests,  
7 what's the linkage between -- now, this is sort of  
8 gratuitous remarks but I think important for what  
9 the state is doing here. What does a slot machine  
10 have to do with a horse? Actually, there's a  
11 connection that is stronger than you might  
12 imagine.  
13 Look, we don't make any more money in  
14 racing. Slot machines will not make racing, per  
15 se, inherently profitable. But we're not confused  
16 that that racetrack is a very, very important  
17 engine for growth and stability in our  
18 communities.  
19 It is enormously powerful, looking at  
20 the 2,400 trainers and owners that were there when  
21 I arrived and look at 13,000 today that are there  
22 and many more clamoring to get in because the  
23 economics are so overwhelming.  
24 As I am fond to say and when you go  
25 around a racetrack for miles and miles and miles

1 and see white picket fences and little four-legged <sup>71</sup>  
2 things running around, it's because that racetrack  
3 exists and all the jobs, the feed, obviously, the  
4 straw, all the things that you might imagine. It  
5 is a very strong supporter of the agricultural  
6 industry in the state.  
7 Now, these comments I can make now  
8 today because we have a law that says we can do  
9 this. So I hope at least the sincerity of what  
10 I'm saying is not questioned. The reality is what  
11 I'm suggesting. This is a very powerful engine  
12 which our legislature has recognized will be good  
13 for the Commonwealth of Pennsylvania in every way.  
14 We are excited about this opportunity.  
15 I do think you will find -- one other  
16 comment about pricing. This is a high tax  
17 environment. I think you can recognize we're not  
18 at a 6 percent level. This is a very, very high  
19 tax environment. As a facility operator, I can  
20 tell you it approaches 60 percent of take out of  
21 the gross revenue.  
22 There is very little we can do. There  
23 is no giveaways. There's no free hotel rooms,  
24 never will be. It's got to stand up to the  
25 market, if the day ever comes, by the way, which

1 could be a way down the road that we ever get <sup>72</sup>  
2 there.  
3 Food is priced as it would be priced  
4 normally. We're not out to compete with the local  
5 restaurants. We're not into the free meal  
6 programs. We can't afford to be and we will not  
7 be. I want to make that very, very clear. The  
8 food that we provide is there as an amenity for  
9 our customers.  
10 But when the tens of thousands of  
11 people come who will visit this facility, I assure  
12 you -- and, again, contact the Jefferson County  
13 Chamber of Commerce and ask them about the  
14 explosion of commercial business in that state in  
15 every way in that county since we arrived. Land  
16 prices are soaring. This has been a great  
17 situation for everyone and I promise you the same  
18 will happen here in Pennsylvania, not just in  
19 Grantville, but throughout the State.  
20 So we are very excited about this,  
21 looking forward to the opportunity. Most of the  
22 fears that people imagine are simply not true.  
23 And one last thought about crime. The comments  
24 that we presented from the police chief from  
25 Ranson which is right at our back door and in the

1 City of Charles Town on our front door are exactly <sup>73</sup>  
2 true. Crime dropped when we arrived.

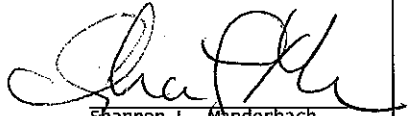
3 I mean, somehow the idea that there  
4 are nasty predators coming out to these  
5 facilities -- I sometimes wonder, has anyone ever  
6 visited our facilities? I think the average age  
7 is well in the 50s as we all well know. A lot of  
8 white-haired people or no-hair people like me are  
9 really our customer base. This is not a group of  
10 depraved, desperate individuals who come to our  
11 places to do business. These are very  
12 family-friendly places and it's largely moms and  
13 pops.

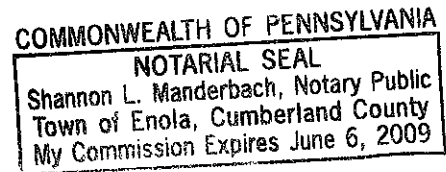
14 So I make that case. I thank you for  
15 listening and thanks for the opportunity to be  
16 here today.

17 PRESIDING OFFICER MILLER: Thank you.  
18 That concludes the -- unless you have anything  
19 else, that concludes the speakers for today's  
20 hearing. I want to note that the audience and all  
21 the speakers were very courteous and cooperative  
22 and we appreciate it.

23 Before we conclude, I want to remind  
24 everyone that written comments to gaming in  
25 Pennsylvania are welcome and will be accepted for

1 I hereby certify that the proceedings <sup>75</sup>  
2 and evidence are contained fully and accurately in  
3 the notes taken by me on the within proceedings  
4 and that this is a correct transcript of the same.

  
Shannon L. Manderbach  
Notary Public



1 inclusion into the evidentiary record until June <sup>74</sup>  
2 2nd when the evidentiary record for the public  
3 input hearings will be closed.

4 Those comments may be filled in here  
5 at the hearing and at every public input hearing  
6 we're holding. They may also be downloaded from  
7 the web site and mailed to the Gaming Control  
8 Board. Unless the Board has anything else, this  
9 hearing is closed.

10 (Proceedings concluded at 2:32 p.m.)  
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