

1 PENNSYLVANIA GAMING CONTROL BOARD  
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4 PUBLIC INPUT HEARINGS  
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7 HOLIDAY INN HOLIDOME & CONFERENCE CENTER  
8 700 WEST MAIN STREET  
9 UNIONTOWN, PENNSYLVANIA  
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11  
12 MAY. 2, 2006, 8:33 A.M.  
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15  
16 BEFORE:  
17 KENNETH W. McCABE  
18 SANFORD RIVERS  
19 DALE MILLER, PRESIDING OFFICER  
20  
21  
22  
23  
24  
25 HILLARY M. HAZLETT, REPORTER  
NOTARY PUBLIC

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4  
1 PRESIDING OFFICER MILLER: We'll start the  
2 hearing in one minute.  
3 Good morning. I'm Dale Miller. I'm the  
4 presiding officer for this Pennsylvania Gaming  
5 Control Board public input hearing.  
6 Before we begin, I would like to make a few  
7 housekeeping remarks. If you would, please turn off  
8 all cell phones, blackberries, beepers, and other  
9 electronic devices so as not to disturb the speakers  
10 or the other members of the audience.  
11 I would like to remind everyone that if you  
12 choose, you may make written comments to be included  
13 as part of the evidentiary record of these public  
14 input hearings. The record still remains open and  
15 will do so until June 2nd, 2006.  
16 These written comments are an alternative  
17 to live testimony and may be submitted at this  
18 hearing or any of our other live hearings or may be  
19 downloaded from our website and mailed into the clerk  
20 of the Board.  
21 As you may have observed, there are a  
22 number of media representatives at this hearing. The  
23 media has been furnished with our protocols, and I  
24 simply ask that those protocols be observed.  
25 No signs on sticks, poles, or anything else

1 which might affect the safety of persons inside the  
2 room will be permitted at the hearing.

3 At this time, I would like everyone to rise  
4 for the Pledge of Allegiance to the flag.  
(Pledge of Allegiance.)

6 PRESIDING OFFICER MILLER: That was a  
7 pretend flag. It will be here soon. If the world  
8 was perfect, it wouldn't be any fun.

9 Good morning once again. I'm Dale Miller,  
10 your presiding officer for this public input hearing.  
11 The May 2nd, 2006 public input hearing of the  
12 Pennsylvania Gaming Control Board at Uniontown,  
13 Pennsylvania regarding Category III applicants will  
14 come to order.

15 This hearing is convened by the  
16 Pennsylvania Gaming Control Board pursuant to the  
17 authority of Act 71 of 2004 and Pennsylvania Gaming  
18 Control Board Regulation 441.2.

19 The Board is present as a panel composed of  
20 the following members, Kenneth McCabe and Sanford  
21 Rivers. Ex-officio member, Treasurer Bob Casey is  
22 represented at this hearing by Robert Grotevant,  
23 Western Region Director of Quality Assurance.

24 Our stenographer is Hillary Hazlett. Our  
25 clerk to the Board is Mickey Kane.

1 assistance in complying with this courtesy for each  
2 speaker.

3 Vocal expressions from the audience  
4 complicate the task of assuring each speaker the use  
5 of the time for which he or she has prepared and will  
6 make the stenographer's task more difficult. So  
7 let's do our best to let the registered speakers be  
8 heard.

9 Speakers will not be interrupted and will  
10 be permitted to speak no longer than their allotted  
11 time.

12 If I determine that an outburst is  
13 disruptive to this hearing, I will call a recess and  
14 resume the hearing upon restoration of order.

15 Persons who refuse to acknowledge and obey  
16 the authority of the presiding officer may be asked  
17 to leave the room and the area.

18 The order of presentation today will be the  
19 Category III licensed applicant, Woodlands Fayette,  
20 LLC, Nemaocolin Woodlands. They will be permitted to  
21 speak up to 40 minutes.

22 When they are finished, legislative  
23 officials will have no more than five minutes to  
24 speak followed by local government representatives  
25 who may speak for up to 30 minutes.

2 We want to thank the Holiday Inn Hotel for  
3 making this facility available for the hearing.  
4 Their cooperation and hard work has been essential in  
5 bringing this public hearing to Uniontown today.

6 This is one of a statewide series of  
7 Pennsylvania Gaming Control Board hearings designed  
8 to allow applicants for operator gaming licenses to  
9 simultaneously present their plans before the Gaming  
10 Control Board and the public.

11 These hearings allow individual members of  
12 the public, community groups, elected officials, and  
13 local Government representatives to express their  
14 thoughts and share their concerns with the Board.

15 The hearing will continue throughout the  
16 day and will end no later than 6:00 p.m. or until the  
17 conclusion of the last scheduled speaker registered  
18 for today.

19 The rules and code of conduct for this  
20 public input hearing are available on our website and  
21 will be strictly enforced and adhered to by all  
22 participants.

23 The Board expects and it's my  
24 responsibility to insist that courtesy prevail among  
25 the audience, presenters, and speakers. Therefore,  
audience outbursts are not permitted. I ask your

1 Spokespersons for community groups may  
2 speak for up to ten minutes and members of the  
3 general public for up to three minutes.

4 At the conclusion of all the speakers, the  
5 applicant may, if they choose, speak for 15 minutes  
6 in rebuttal or wrap up.

7 Each speaker should approach the podium,  
8 begin his or her remarks by stating his or her name,  
9 the municipality and state within which he or she  
10 resides and the name of the entity on whose behalf he  
11 or she will speak.

12 All speakers will be sworn in at one time  
13 at the conclusion of my remarks. To assist all of us  
14 in adhering to the time limits for each speaker and  
15 to assist us in having as many speakers heard in the  
16 time we have available, an electronic stoplight timer  
17 is located on the table.

18 The green light will indicate that the  
19 speaker's time has started. When the light turns  
20 yellow, 30 seconds remain of the allotted time, three  
21 minutes for the applicant, and the speaker will wrap  
22 up the presentation.

23 When the light turns red, a beeping sound  
24 will begin and the speaker is expected to stop  
25 speaking and leave the microphone.

1 If anyone has any questions about this  
2 hearing or future hearings, please see a member of  
3 our staff stationed at the sign-in area outside the  
4 hearing room. We welcome and we need your full  
5 attention and cooperation throughout this hearing.

6 Finally, should it be necessary for you to  
7 converse with someone who is attending this hearing,  
8 please have your conversations out in the hallway or  
9 in the outer room.

10 I thank you for your attention and  
11 cooperation. It is my pleasure to ask that those of  
12 you who have registered to speak today and applicants  
13 who will speak to please stand and raise your right  
14 hand to be sworn.

15 Do you and all of you swear or affirm that  
16 the testimony you're about to give shall be the  
17 truth, the whole truth, and nothing but the truth, so  
18 help you God?

19 THE WITNESSES: I do.

20 PRESIDING OFFICER MILLER: Thank you very  
21 much.

22 Will the presenter for Woodlands Fayette  
23 approach the podium and you may begin.

24 MR. NOBERS: Good morning. I'm Jeff  
25 Nobers, Vice President of Corporate Communications

for Nemacolin Woodlands Resort.

2 On behalf of the ownership, management, and  
3 staff of Nemacolin Woodlands Resort and Woodlands  
4 Fayette, LLC, I thank you, Commissioner Rivers,  
5 Commissioner McCabe and Judge Dale Miller for their  
6 time and attention this morning.

7 Over the next 40 minutes, we are going to  
8 present to you what we believe is a dynamic plan to  
9 develop and operate a first class slots casino at  
10 Nemacolin Woodlands Resort.

11 It will add yet another wonderful amenity  
12 to our four star, four diamond resort and provide  
13 great employment and economic benefits for Fayette  
14 County and the State of Pennsylvania as a whole.

15 As a few points of reference before we get  
16 into our presentation, our proposed casino will be on  
17 Nemacolin Woodlands property, yet it is a stand-alone  
18 facility that is isolated from the main resort  
19 complex, well away from family and children activity  
20 areas.

21 As required by State Gaming Control Law,  
22 customers of the proposed casino must be customers of  
23 our resort. Unlike the Category I or II casinos, not  
24 just anyone can enter.

25 The Board has seen during its Category I

1 and II hearings some fantastic proposed casino  
2 complexes. They are both elaborate and they are  
3 beautiful.

4 The proposed casino at Nemacolin Woodlands  
5 is a physical structure, will be smaller in size, yet  
6 we will offer the patrons the same level of food  
7 choices, entertainment, and shopping that would be  
8 found at the larger complexes.

9 If you have not seen Nemacolin Woodlands  
10 Resort first hand, we invite you to stop by and take  
11 a look. Then you will know it is truly a tourism gem  
12 for not only the Laurel Highlands but for the State  
13 of Pennsylvania.

14 I would now like to take a moment to  
15 introduce those who will present on behalf of  
16 Nemacolins Woodlands and Woodlands Fayette, LLC.

17 First will be Jeff Kmiec, the Vice  
18 President of Marketing for Nemacolin Woodlands  
19 Resort, Brent Whittenberg of GVA Marquette Advisors,  
20 Phil Huntley and Kathryn Jolly of the DRS Architects,  
21 Trey Matheu, Director of Operations, Nemacolin  
22 Woodlands Resort, Terry McMillan of McMillan  
23 Engineering, Wanda Anker, Director of Associate and  
24 Diversity Operations, Nemacolin Woodlands Resort, and  
25 Maggie Hardy Magerko, the President and Owner of

1 Woodlands Fayette, LLC, Nemacolin Woodlands Resort,  
2 and 84 Lumber Company. Thank you.

3 MR. KMIEC: We'll start this morning with a  
4 short video highlighting the resort.  
5 (Video played.)

6 MR. KMIEC: Good morning. My name is Jeff  
7 Kmiec. I'm Vice President of marketing for Nemacolin  
8 Woodlands.

9 The video highlights you saw and the  
10 incredible list of amenities on the screen in front  
11 of you really play testament for the type of resort  
12 Nemacolin is.

13 It has quickly classified itself as a first  
14 class and world class resort destination locally,  
15 regionally, and nationally.

16 If approved, we intend to build a  
17 full-blown, first class casino with lounge,  
18 restaurant, entertainment, and shopping areas.  
19 Unlike a stand-alone casino, however, the casino  
20 patrons will also be resort guests.

21 These next series of slides that we will go  
22 through talk about the current economic impact of  
23 Nemacolin Woodlands Resort.

24 The employment benefits you see here for  
25 the years 2005 and 6 show that full-time Nemacolin

1 employed 1,045 associates and part-time 258  
2 associates.

3 Of course, these are all good-paying jobs  
4 including full benefits packages. The tourism impact  
5 with Nemaocolin is phenomenal.

6 The resort in 2005 brought in over 650,000  
7 visitors of which 80 percent were from outside of  
8 Fayette County.

9 The Government impact, for the year 2005,  
10 payroll and related taxes you see on this sheet shows  
11 that the resort paid a total of over \$30 million.

12 Annual purchases and goods for the year  
13 2006 are estimated in a variety of areas you see here  
14 at over \$31 million.

15 Construction plays a big role at Nemaocolin.  
16 The resort continues to grow. You see here for the  
17 years 2003 and 2005 that the various projects totaled  
18 over \$37 million in construction costs alone.

19 Marketing plan. Our marketing plan, the  
20 support of the community has always been significant.  
21 You see here that in 2004 and 5, the resort spent  
22 over \$4.2 million in cash goods and services that  
23 were donated to a various and variety of charities,  
24 some of which are represented here.

25 The 84 Lumber Classic has brought

1 facility will have within the community and  
2 throughout the state.

3 Obviously, the operation will spend  
4 significant amounts and goods and services  
5 regionally, create a number of jobs and employment  
6 opportunities at the facility itself and the  
7 surrounding region.

8 There will be dramatic increase in tourism  
9 and visitor spending as a result of this project.  
10 There are several indirect and induced impacts which  
11 we are able to quantify through economic modeling  
12 software, which I'll speak to in a minute as well.

13 Benefits to Government are something that  
14 many of us in this room are focused on today and that  
15 includes revenue sharing and taxes, of course.

16 The projected total value of this  
17 investment is estimated at actually 41 million, which  
18 includes allocated costs from the existing facility,  
19 further investment that is planned and all FF&E.

20 The construction project is projected to  
21 create an estimated 190 jobs during this period, 6  
22 million approximately in construction worker payroll  
23 and about \$16 million that will be spent on materials  
24 for the project.

25 On an annual basis, first and foremost,

1 significant impact to the local region and national  
2 attention for the resort. Although this may be the  
3 final year for the PGA event, it speaks volumes for  
4 the level and type of event the resort is capable of  
5 hosting. We are still in the process of evaluating  
6 our level of participation of the PGA tour for 2007.

7 And then last but not least, Nemaocolins 19  
8 years of consistent growth have allowed the resort to  
9 become clearly a contemporary classic. Thank you.

10 MR. WHITTENBERG: Good morning,  
11 Commissioners. I appreciate the opportunity to be  
12 here this morning.

13 My name is Brent Whittenberg with GVA  
14 Marquette Advisors. We are a real estate and  
15 hospitality consulting firm based in Minneapolis. We  
16 were obtained by the applicants to complete a study  
17 of the projected economic benefits of this proposed  
18 casino venue here at Nemaocolin Woodlands.

19 When we talk about economic impact, there  
20 are really two phases of the impact that we attempt  
21 to measure. The first phase is obviously the  
22 construction project itself, including the jobs and  
23 spending that goes along with that effort.

24 Secondly and more importantly, I think, in  
25 this case is the ongoing operational impact that this

1 we're estimating that the facility will create  
2 revenue sharing in excess of \$20 million a year of  
3 which an estimated 13 million will go to property tax  
4 reform.

5 Locally, we expect that more than \$600,000  
6 will be generated and distributed to Wharton Township  
7 for the purposes of economic development with another  
8 900,000 or more per year going to the Department of  
9 Community and Economic Development to be used for  
10 grants to Fayette County and economic development  
11 authorities.

12 The facility itself is expected to create  
13 344 jobs creating \$8 million in wages and tip income  
14 for these employees.

15 I think it's important to note that the  
16 facility will include more than just gaming. More  
17 than 90 of these jobs are expected to be non-gaming  
18 positions, and the architects in a moment will speak  
19 to some of the other exciting restaurant and  
20 entertainment venues that are planned for the casino  
21 facility.

22 These employees in addition to their wages  
23 will, of course, earn over 1.4 million in employee  
24 benefits. Payroll taxes are expected to exceed \$1.4  
25 million on an annual basis. The facility is expected

1 to generate another \$200,000 per year in real estate  
2 taxes locally.

3 Sales taxes. The gaming revenues obviously  
4 are not subject to sales tax, but all revenue  
5 non-gaming will be subject to sales tax, and that  
6 includes food and beverage and gift shop revenue.  
7 We're estimating direct sales tax impact at the  
8 facility of \$800,000 per year.

9 The facility is expected to spend more than  
10 \$8 million per year on goods and services through  
11 vendors both locally and regionally and throughout  
12 the state.

13 The tourism impact, as I mentioned earlier,  
14 will be dramatic. We're expecting more than 820,000  
15 annual visitors to the casino facility itself, of  
16 which more than 40 percent is expected to come from  
17 out of state.

18 I think that it's important to know that  
19 the impact will accrue to the surrounding region.  
20 Not all of these casino guests will be staying at the  
21 Nemacolin Woodlands Resort. I think the impact will  
22 be significant upon local hotels and restaurants in  
23 particular.

24 Through our economic modeling software, we  
25 are able to quantify and provide estimates of

1 the last bullet point there. It's \$200,000 in real  
2 estate taxes on an annual basis.

3 With that, I thank you for your time.  
4 (Video played.)

5 MR. HUNTLEY: I'm Phil Huntley of DRS  
6 Architects. The video has given you a preview of the  
7 exciting design we have planned for the proposed  
8 casino.

9 The Nemacolin casino will be first class in  
10 every way with all the features of the larger  
11 casinos, plus the amenities of the resort available  
12 for the patrons.

13 Kathryn Jolly and I will give you more  
14 detailed information regarding the design, layout,  
15 and theme of the casino.

16 This view shows the existing building, the  
17 former outdoor store, which will be converted to the  
18 casino. The outdoor store has been relocated to  
19 Uniontown to help revitalize the downtown area.

20 There's a benefit to both the state and  
21 Nemacolin in renovating the existing building into a  
22 casino. This will allow the casino to be open  
23 quickly and generate revenue sooner.

24 I would now like to walk over to the screen  
25 where I can better present to you the site plan and

indirect and induced impacts as well.

2 The indirect impact really has to do with  
3 business spending. As businesses receive more  
4 revenue, our model is able to track those dollars as  
5 they cycle through the economy.

6 The induced impacts has to do with the  
7 impact of employee earnings as they cycle through the  
8 economy. People earn more money and, in turn, spend  
9 those dollars locally and regionally.

10 We measure these impacts in three parts,  
11 output, in other words, business and gross profit, if  
12 you will, jobs as well and additional employee  
13 earnings that are attributed to indirect and induced  
14 impacts. You can see those impacts are great and  
15 vastly exceed the impact of the facility itself.

16 This last slide just sums up all of the  
17 impacts together combined. The total impact is  
18 approaching \$80 million, approximately, \$79 million  
19 statewide on an annual basis, 750 new job  
20 opportunities statewide, most of which you see will  
21 accrue to the county here, more than \$20 million in  
22 employee earnings, approximately \$20 million in  
revenue sharing on an annual basis, significant  
amounts in payroll taxes and sales taxes.

25 I should point out that that is a typo on

1 plan for the facility.

2 The site is located on Route 40 and is part  
3 of the 2800 acre Nemacolin Woodlands project. When  
4 we look at this, there's also access via the road  
5 right here, Schoolhouse Road back to the site, less  
6 than one mile to the center of the heart of the  
7 complex.

8 Part of the reason we had this location  
9 right here is the existing building is here with an  
10 addition on this side. Entry is achieved in two  
11 ways. One entry is right here with a new signalized  
12 entry off of Route 40 and the second one from  
13 Smithhouse Road right in this direction here.

14 Both entries lead to a parking area of 478  
15 spaces for the patrons of the casino. There is also  
16 VIP parking and valet parking at the entrance. There  
17 is also located at that point a bus drop-off. There  
18 are many buses that run back and forth to the various  
19 areas in the resort and will be able to have pick-up  
20 and drop-off at this area before entering the casino.

21 This is the plan of the casino, which shows  
22 the existing building, which I'll outline here of  
23 48,000 square feet. There's a 5,000 square foot  
24 addition here.

25 If a patron enters the casino from under

1 the covered canopy, they would come into the lobby  
2 area located here. There will be shops on either  
3 side, valet parking, coats, restrooms, and a lobby  
4 area.

5 Upon approaching the reception desk for the  
6 entry into the casino will be validated, they would  
7 have the opportunity to purchase PA lottery tickets.

8 The coral color here shows the actual area  
9 of the 500 slots in the casino. The casino is laid  
10 out so there will be a high rollers area at the other  
11 end of it.

12 There are two different venues for food  
13 service within the casino. The lower portion here  
14 opposite the entrance is a food court. There will be  
15 five different options for the purchase of food,  
16 along with seating for almost 100 people at that  
17 point.

18 There will be a lounge over here in this  
19 area which looks down a long axis of the casino. We  
20 plan to have a stage, a bar. We'll have an  
21 entertainment area on that portion of it along with  
22 seating and a dance floor out in front of it.

23 The grey shows the back of the house.  
24 Items -- there's a number of square feet in the back  
25 of the house as you can see. It has associate

1 Pennsylvania Lottery tickets, and cash in or out of  
2 the casino. Behind these stage set scenes, the  
3 efficient operations of the casino are housed.

4 Everyone wants something good to eat while  
5 they're at the casino. Here an old chuck wagon  
6 graces the entrance to the food court where five  
7 themed restaurants provide quick service, quality  
8 food, and a place for patrons to sit.

9 The old west saloon complete with a front  
10 porch, swinging barroom doors and player piano music  
11 provide an alternative to the casino floor.

12 An old fashioned bar, table and booth  
13 seating, and performance stage enhance the overall  
14 casino appearance.

15 Here, one can relax, celebrate with  
16 friends, enjoy a live performance, and simply watch  
17 the action that is going on around them.

18 And on the east wall above the proposed  
19 high rollers area, a large scale, three dimensional  
20 montage will focus on the gold rush days, complete  
21 with mine entrances, old rail cars, and woodsy  
22 scenery.

23 This area will feature museum quality,  
24 taxidermied wild animals to heighten the overall  
25 visual symmetry.

1 facilities, administration spaces. It has  
2 mechanical, electrical spaces, support for kitchen,  
3 and, of course, the cash management systems and  
4 things like that as well as the security and video  
5 areas.

6 So this gives you an overview of the plan.  
7 The loading dock is located here along with the  
8 associate's entrance into it.

9 Kathryn Jolly will now take us further into  
10 the interiors and talk about the exciting concepts  
11 and themes.

12 MS. JOLLY: The old west and the glory days  
13 of the gold rush are coming to Nemaocolin Woodlands  
14 Resort. A new casino will complement the other  
15 varied adventures available at this world class  
16 resort, these images of both the style of the old  
17 west casino that will be created within the former  
18 outdoor store building.

19 Store fronts reminiscent of Matt Dillon's  
20 old west will be constructed like stage sets within  
21 the existing high ceiling space.

22 Customers will see the banks, the barber  
23 shop, the general store, and the saloon that were the  
24 hallmarks of the old west street scene while they  
25 shop for souvenirs, have their photo taken, purchase

1 As you can see from this computer image of  
2 the interior, a patron will move through the high  
3 ceiling casino space but experience both indoor and  
4 outdoor spaces.

5 The western style trellis serves to shelter  
6 the casino floor but also carries the wiring,  
7 lightning, and security equipment efficiently  
8 connecting the 500 slot machines.

9 From the western style uniforms worn by  
10 every associate to the multiple sit-down venues to  
11 the casino floor itself, this old west style casino  
12 design will offer the full-blown entertainment  
13 experience and high level of excitement that the  
14 casino crowd has come to love.

15 MR. HUNTLEY: As we have explained, the  
16 Nemaocolin Woodlands Resort and Casino will have a  
17 western theme with shops, food courts, and lounge and  
18 entertainment in addition to the 500 slots.

19 When the casino is combined with the  
20 existing resort amenities, it will further enhance  
21 Nemaocolin's world image as a complete resort  
22 destination.

23 By expediting the construction and  
24 renovation of the existing facility into a casino,  
25 revenue can be generated quickly for the state,

1 surrounding area, and Nemacolin. Thank you.  
 2 MR. MATHEU: Good morning and thank you,  
 3 Commissioners, for this opportunity. My name is Trey  
 4 Matheu. I'm the Director of Resort Operations for  
 5 Nemacolin Woodlands. I'm here to say that we're very  
 6 excited at the possibility of a Category III gaming  
 7 license.

8 Nemacolin Woodlands has grown tremendously  
 9 since it was originally purchased in 1987. As you  
 10 can see, in 1987, we had 36 guest rooms, 2  
 11 restaurants and approximately 50 associates.

12 During the 19 years of operations, those  
 13 amenities that are given to the guests and activities  
 14 have blown up. You can see now we have approximately  
 15 335 rooms, 1400 associates, and in addition to the  
 16 activities and amenities listed, we also have, as you  
 17 have seen in the presentation, an off-road driving  
 18 academy, including H1 and H2 Hummer vehicles, a world  
 19 class and world renowned shooting academy and also an  
 20 equestrian center.

21 But not only that, we also offer services  
 22 akin to many municipalities, including water and  
 23 sewage treatment plants.

24 At Nemacolin, the associates that we have  
 25 are our greatest assets. The associates are our

1 greatest assets for a number of reasons. The first  
 2 is they offer impeccable services which we're known  
 3 for nationally and internationally, recognized  
 4 through both AAA and Mobile ratings.

5 They also offer the high standards to go  
 6 with those services. They perpetuate our culture  
 7 which is really a never-say-no culture for our guests  
 8 and to be able to get anything done.

9 Finally, one of the most unique things  
 10 about our associates is that they are acclimated to  
 11 change. When I say change, I mean growth and adding  
 12 new amenities to the resort and adding new  
 13 opportunities for our guests.

14 MS. HARDY MAGERKO: What happened last  
 15 night?

16 MR. MATHEU: I'm very proud to announce  
 17 that one of our associates, Pagey Fink, who is a  
 18 butler at Falling Rock, which is our premiere lodge,  
 19 was granted the Pennsylvania Tourism and Lodging  
 20 Association's Spirit of Hospitality Award for the  
 21 associate of the year, employee of the year for the  
 22 State of Pennsylvania.

23 We also have one -- again, with our ability  
 24 to change with our associates, we've been able to  
 25 internalize all of our activities and have done so

1 through organic growth opportunities.

2 Recruiting has always been one of the  
 3 things that we've taken very seriously at Nemacolin.  
 4 If you think of destination resorts or destinations  
 5 for a resort town, southwestern Pennsylvania,  
 6 generally, doesn't come to the forefront of your  
 7 thought, though Nemacolin is trying to change that.  
 8 We have tried to get very aggressive with a couple of  
 9 different ways of recruiting associates.

10 Secondly, we've also found out that we've  
 11 created a profile for successful candidates in  
 12 southwestern Pennsylvania. Families are very  
 13 important to us and also the style and life that this  
 14 area, the ruralness of this area, offers are very  
 15 important for the candidates coming in.

16 We look at a couple of different areas and  
 17 we aggressively hit our recruiting. We look at  
 18 search agencies or head hunters, if you will, that  
 19 target specific facets of hospitality including  
 20 lodging, culinary arts, food and beverage  
 21 administration, spa opportunities.

22 We also look at schools and institutions  
 23 including Pennsylvania State University, Robert  
 24 Morris University, Virginia Technical Institute and  
 25 also the local Laurel Business Institute, which has

1 helped us tremendously with our massage technicians.

2 Also, the last two things we do, we do  
 3 aggressively look at the Internet, which has become a  
 4 part of daily life for many people.

5 We're also involved in our directors in a  
 6 national dialogue on how we can better cultivate and  
 7 identify candidates as they come through schooling,  
 8 either high schools or secondary schools as well.

9 The current situation that Nemacolin finds  
 10 itself in is a good one. We're one of two applicants  
 11 for one of two Category III applications. As such,  
 12 we are in the process of conducting an aggressive  
 13 search for our Director of Slot Operations.

14 We've looked at two search agencies that  
 15 right now identify gaming candidates. We also looked  
 16 at three separate websites, which have done the same.

17 Finally, we have gone through the schools,  
 18 including Pennsylvania State University and Robert  
 19 Morris University, to try to bring up that next level  
 20 of manager, that next level of interest into the  
 21 gaming facility should we be awarded a Category III  
 22 license.

23 When we were looking at a candidate, we're  
 24 looking at a couple of different specifications for  
 25 that candidate.

1 First of all, we are looking at someone who  
2 has opened a new facility because that's where we  
3 stand now.

4 Secondly, we're looking at someone who has  
5 had experience developing standard operating  
6 procedures, everything from cash handling to  
7 entrance, security, slot placement, and marketing.

8 The third, we're looking at this person to  
9 hire an experienced management team including  
10 Director of Security, Director of Surveillance,  
11 Director of Player Tracking, and also, the Director  
12 of Cage Operations.

13 Finally and most importantly to us, we're  
14 looking at someone who has had some experience in  
15 bringing gaming into a new organization where the  
16 associate base is not used to that and that they can  
17 hire and train those new associates to be successful.

18 Currently, that search as we are able to  
19 take the first look at the search and whittle it down  
20 to about 14 individuals that we were interested in  
21 looking at.

22 Of those 14 individuals, we have asked and  
23 invited 4 to come to the property. We are, at this  
24 point, very intent on hiring somebody by June 15th to  
25 be able to put those standard operating procedures,

1 to be able to put the hiring in place should we be  
2 granted a Category III license.

3 At Nemacolin, we are excited about the  
4 prospect of the gaming license. I thank you for your  
5 time.

6 MR. McMILLAN: Good morning, Commissioners.  
7 I'm Terry McMillan from McMillan Engineering. We are  
8 the site civil engineers for the project.

9 Nemacolin Woodlands is essentially self  
10 supportive and relies very little on the local  
11 economy for utilities and services.

12 All utilities to serve the casino will be  
13 connected to the private Nemacolin system, all of  
14 which have adequate capacity for the new casino  
15 project.

16 The project has already received the  
17 planning agency approvals for clearances necessary to  
18 begin construction. Those include the Fayette County  
19 Conservation District, the Pennsylvania Bureau for  
20 Historic Preservation, the Wharton Township Planning  
21 Commission, and the Wharton Township Board of  
22 Supervisors.

23 We had prepared a traffic impact study for  
24 the project, and that traffic impact study has been  
25 approved by the Pennsylvania Department of

1 Transportation.

2 As you see on the slide before you, there  
3 is a signalized intersection proposed at the  
4 entrance. There will be the standard traffic light,  
5 turning lanes, and appropriate signage to provide for  
6 safe ingress and egress.

7 The utilities shown as on the slide, as I  
8 mentioned, all connect to the existing private  
9 systems at Nemacolin.

10 There are two sources of water supply. The  
11 first is the public water supply of the National Pike  
12 Water Authority, and Nemacolin has in place signed  
13 agreements to receive water and the authority has  
14 adequate capacity to provide that.

15 There is, however, a private backup system  
16 within Nemacolin if for some reason it would be  
17 needed.

18 Nemacolin is provided sewage treatment by  
19 its own private sewage treatment plant. That plant  
20 has substantial excess capacity. We have prepared  
21 the studies and submitted to the Pennsylvania DEP;  
22 and DEP has, in fact, issued their approval to use  
23 the existing sewage treatment plant for this project.

24 Gas is not connected to the local system.  
25 So there will be no impact on the local gas. It is

1 connected to a private, separate system.

2 Electric power also is provided from the  
3 private system within Nemacolin and that system will  
4 have adequate capacity.

5 Nemacolin currently has an ongoing  
6 relationship with the local services. Those include  
7 emergency management, the fire department, police,  
8 and security. Those existing relationships will  
9 continue and have adequate capacity for the new  
10 casino.

11 So with these, it is our opinion that the  
12 new casino will not have a negative effect on the  
13 utilities or the local community. Thank you.

14 MS. ANKER: Good morning. My name is Wanda  
15 Anker. I am the Director of Associate Operations and  
16 Diversity at the property.

17 I open my presentation with this quote.  
18 Diversity is what binds us together for a common  
19 goal, not separate us. It is my pleasure to share  
20 with you today our active diversity plans.

21 The next slide, please. Living in an area  
22 of population where the minority base is  
23 approximately 3 percent, our 2005 fourth quarter EEOC  
24 stats indicate that Nemacolin is 36 percent diverse  
25 and 38 percent first quarter of 2006.



1 Our plan of increasing diversity employment  
2 numbers included wrote and implemented, a Nemacolin  
3 diversity missions statement, wrote and implemented a  
Nemacolin diversity policy, added a diversity  
employment link to the Nemacolin website, revised the  
6 Nemacolin application to include an EEOC tracking  
7 form, subscribed to resources such as weekly Internet  
8 newsletter of DiversityInc.com to stay current with  
9 diversity issues.

10 We attended and joined Penn State  
11 University's School of Hospitality Management  
12 Diversity Advisory Board.

13 We partnered with Fayette Area Coordinated  
14 Transportation to provide a dedicated bus route to  
15 Nemacolin to accommodate inner city associates and  
16 public.

17 We included a diversity plan for our  
18 purchasing department, which included creating and  
19 implemented a purchasing diversity link on the  
20 Nemacolin website, created and implement a supplier  
21 profile form for vendors to apply to do business with  
22 us, which includes the diversity status of the  
23 vendor, successful annual vendor open house and  
24 banquet which included members of the Pittsburgh  
25 Minority Council, created and printed a purchasing

1 information brochure of available opportunities to do  
2 business.

3 We purchased a diversity works video from  
4 the American Hotel and Lodging Association customized  
5 to the hospitality industry.

6 The training includes all associates,  
7 salary and hourly. We created and implemented and  
8 revised our associate new hire orientation to include  
9 diversity training and the Diversity Works video.

10 We included printed signage in the native  
11 language of our diverse associates participating in  
12 our student international program.

13 We met with professionals of the local  
14 college to acquire the knowledge of the culture of  
15 our incoming students so that we can fully  
16 accommodate them.

17 We provide an interpreter and services for  
18 the hearing impaired at all training, communication  
19 meetings, and social programs to accommodate the  
20 disabled.

21 Diversity is not just a program at  
22 Nemacolin. It is a way of life. We partnered with  
23 Goodwill Agency more than ten years ago with  
24 employing the disabled, and this year one of those  
25 associates will be joining our Tenure Club.

1 The hospitality industry is diverse with  
2 traveling guests, corporate or leisure. We believe  
3 that it is good business practice to have a diverse  
4 staff.

5 I end with the quote of Pedro Mandokif,  
6 Chairman of the American Hotel and Lodging  
7 Association, who said, I think success is going to be  
8 the day we don't have to be conscious about doing it  
9 but we're doing it naturally, and so it is at  
10 Nemacolin Woodlands Resort. Thank you very much.

11 MS. HARDY MAGERKO: Thank you, Board, for  
12 coming today and giving us the opportunity to do our  
13 presentation.

14 My name is Maggie Hardy Magerko, President  
15 and owner of Nemacolin Woodlands and 84 Lumber  
16 Company. I gained sole ownership in 2001.

17 We started this succession plan in -- what  
18 was it -- I think it was -- it took us about four  
19 years to do it. It's been a long time. You can  
20 imagine my dad is 83 and I'm the heir parent of both  
21 companies so it's been a long drawn-out process.

22 I myself am very excited after seeing again  
23 the demonstration today of what we have done since  
24 1987 to today, to me, it's extraordinary. I couldn't  
25 have done it without a wonderful group of people like

1 we have, and we will continue to find those group of  
2 people to run the casino.

3 We will not do anything to take away from  
4 what Nemacolin is or what we want it to be. We want  
5 it to be a five star resort and we believe -- thank  
6 you -- I thought the light was my -- I don't know  
7 what I thought the light was. I thought it was my  
8 cocktail.

9 In any case, we wanted to make sure that  
10 having a casino doesn't ruin the integrity of the  
11 resort. Again, thank you for being here today. I  
12 appreciate it very much. We're very excited. We  
13 won't let you down. It will be a world class  
14 facility and so will the casino. Thank you.

15 PRESIDING OFFICER MILLER: Thank you very  
16 much for that presentation.

17 That concludes the applicant portion of  
18 this public input hearing. We will now proceed to  
19 the public comment on the applicant and the  
20 applicant's presentation. We will begin with elected  
21 officials.

22 I understand that we have State  
23 Representative Larry Roberts here this morning. I  
24 would ask Representative Roberts to approach the  
25 podium.

1 Representative Roberts, you have five  
2 minutes.

3 REPRESENTATIVE ROBERTS: Thank you very  
4 much. I am Representative Larry Roberts. I  
5 represent the 51st Legislative District, which  
6 totally encompasses Nemaocolin Woodlands Resort. I'm  
7 also proud to say that I live within a 5 iron of  
8 Nemaocolin Woodlands. So I'm very personally affected  
9 by what they're going to be here.

10 Thank you for welcoming me here today to  
11 speak to you on behalf of Nemaocolin Woodlands Resort  
12 and Spa in Farmington.

13 The Hardy family has shown their generosity  
14 and their loyalty to our area time and time again.  
15 So it's only fitting and proper that I come here in  
16 support of their application for a gaming permit.

17 As you may know, the Hardy family not only  
18 owns Nemaocolin Woodlands, they are also owners of and  
19 operators of 84 Lumber Company, that is well known  
20 nationwide.

21 Nemaocolin Woodlands, I have to tell you,  
22 has built a reputation worldwide and they received  
23 visitors from all over the world.

24 In addition, Nemaocolin Woodlands has a rich  
25 and vibrant history as one of the Commonwealth's most

1 scenic, prestigious, and professional resort  
2 facilities set on 2800 beautiful acres in this  
3 southwest region of Pennsylvania.

4 Nemaocolin offers golfing and all the  
5 amenities that you saw on the screen earlier, so I  
6 won't go over all of those.

7 Nemaocolin is already recognized for its  
8 professionalism and top rate amenities. There's no  
9 reason to think gaming would not have the very same  
10 level of exceptional service.

11 Beyond the obvious benefits for the resort  
12 itself, introducing a gaming facility here in Fayette  
13 County would add to local economies by driving  
14 tourism and creating hundreds of seasonal and  
15 year-round jobs.

16 The proposed casino project includes  
17 renovation and expansion of the existing facility,  
18 the existing supporting facility in Wharton Township,  
19 and the project as you were shown is located on Route  
20 40, the state route, which is a historic landmark  
21 itself, by the way. Route 40, if you don't know, is  
22 known as the National Pike.

23 Nemaocolin anticipates weekday and daily  
24 customers of 600 individuals and weekend customers of  
25 1,000 individuals. Nemaocolin plans to install 500

1 slot machines, which is on their application at the  
2 proposed site.

3 Nemaocolin also hopes to hire hundreds of  
4 new employees, which have been shown on the screen  
5 earlier.

6 In addition, benefits to local government  
7 includes 2 percent of net gaming proceeds, which  
8 would be distributed to Wharton Township subject to  
9 budgetary restrictions, of course, and 2 percent to a  
10 fund established at the Department of Community and  
11 Economic Development to be used exclusively for  
12 grants to the county, which we're looking forward to.

13 Gaming is the primary revenue generator of  
14 Pennsylvania's property tax reform and is a major  
15 component of the plans circulating now in the General  
16 Assembly.

17 In fact, I was informed that the Senate has  
18 come upon an agreement for tax reform legislation and  
19 I'm anxious to get back to vote on that. I'm not  
20 sure which way I'm going to vote yet. It's yet to be  
21 seen because I don't know what the Senate has  
22 approved.

23 By awarding venues like Nemaocolin a gaming  
24 license, the gaming industry would capitalize from  
25 the success of an already popular tourist location.

1 While I will continue to strive for the  
2 elimination of property tax, we cannot overlook or  
3 take lightly any reduction in property taxes that  
4 will come about through gaming revenue.

5 Too much revenue is being lost to our  
6 neighboring states. It's imperative that we take  
7 steps necessary to keep that revenue at home.

8 Gentlemen, that's why we have you where you  
9 are. That's why we want to make sure that happens.

10 Most importantly, Nemaocolin's owners and  
11 management are committed to maintaining a world class  
12 resort and providing an inviting atmosphere. Gaming  
13 would be just one more amenity at this renowned  
14 resort facility.

15 By getting a gaming venue up and running  
16 and in an established and award winning location, the  
17 Commonwealth could begin to reap the rewards of this  
18 investment property.

19 Pennsylvania is relying heavily on gaming  
20 profits to fund substantial property tax relief, and  
21 I feel the southwest region would gain twice as much  
22 by bringing home a gaming venue.

23 I see my time is running short. I did give  
24 written comments to the stenographer. I would close  
25 by asking that you approve the Nemaocolin Woodlands as

1 soon as possible.

2 PRESIDING OFFICER MILLER: Thank you very  
3 much for your remarks.

At this time, we have a number of community  
groups.

6 MS. DOMANSKI: Actually, we have the Mayor.

7 PRESIDING OFFICER MILLER: Ah, we have the  
8 Mayor.

9 MAYOR REED: Good morning. My name is --

10 PRESIDING OFFICER MILLER: Ms. Mayor, I  
11 might add that you have as a local government  
12 representative, you have a 30-minute time period for  
13 your presentation.

14 MAYOR REED: I'm not going to take 30  
15 minutes.

16 PRESIDING OFFICER MILLER: Ma'am, have you  
17 just arrived? Have I sworn you in yet?

18 MAYOR REED: No. I have not been sworn in.

19 PRESIDING OFFICER MILLER: I will do that  
20 now. Would you raise your right hand, please.

21 MAYOR REED: Sure.

22 PRESIDING OFFICER MILLER: Do you swear or  
23 affirm that the testimony you're about to give shall  
24 be the truth, the whole truth, and nothing but the  
25 truth, so help you God?

1 that.

2 I guess the reason that I'm here today as  
3 always is to see what opportunities will be available  
4 to the local communities and the local  
5 municipalities.

6 As I talked about our rich history, times  
7 have changed over the past few years. We have lost  
8 much of the coal mining. We have certainly lost our  
9 steel industries, and many of our factories we no  
10 longer have.

11 So when I'm looking at this, I see this as  
12 an opportunity for the area. I see this as an  
13 opportunity first to find out where the excess money  
14 is going, so I'll know what department to go to try  
15 to get on behalf of our Connellsville area; but it  
16 also will provide an opportunity for us, you know, to  
17 help improve our municipalities, our communities, our  
18 wonder Youghiogheny River that runs through our city.

19 You cannot buy what we have here. If  
20 people are coming and they're coming for the  
21 destination of this world class resort, Nemaocolin  
22 Woodlands, we very much want them to stop in our  
23 areas and we want them to stay in our areas.

24 Yes, we certainly could use any support  
25 financially that the local municipalities could

MAYOR REED: I do.

2 PRESIDING OFFICER MILLER: Thank you very  
3 much. You may begin.

4 MAYOR REED: Good morning. I'm the Mayor  
5 of the City of Connellsville. Connellsville is about  
6 12 miles from this location. It's a wonderful area  
7 that we live in and it's rich with history.

8 We've had such great people as George  
9 Washington, who actually walked the ground in our  
10 town. We had Frank Lloyd Wright. Our town was the  
11 crossing for the native Americans.

12 This area is rich history. There was much  
13 activity in our community and the surrounding areas.  
14 Our mountains were alive with fire as the coal was  
15 processed to coke, which made the steel industry so  
16 great.

17 I am here certainly to give testimony as to  
18 my relationship to this area and the wonderful  
19 opportunities that have been provided by Nemaocolin  
20 Woodlands through their advertisement, through their  
21 first class resort, giving people in our area the  
22 opportunity to see such wonderful world great  
23 golfers, and then the generosity to turn many  
24 millions of dollars back into our local charities.  
25 Our community appreciates that, our community needed

1 receive. I'm happy to see that there will be monies  
2 available.

3 I guess my request is I hope it goes a  
4 little further than just on the mountain top, because  
5 we all very much appreciate the beautiful setting  
6 that we now have on our mountain.

7 So with that, once again, I would like to  
8 thank you for giving me this opportunity to speak and  
9 also to let everyone know that we're hoping, you  
10 know, for opportunities for this whole area. I think  
11 this may be the door opening. I thank you very much.

12 PRESIDING OFFICER MILLER: Thank you,  
13 ma'am. Do we have any other elected officials?

14 MS. DOMANSKI: No.

15 PRESIDING OFFICER MILLER: All right. Then  
16 we'll begin with the community groups. Each  
17 community group representative will have ten minutes  
18 to speak.

19 I think we'll start off with Mark, is it,  
20 Kovscek, please step to the podium. You may begin.

21 MR. KOVSCEK: Good morning. My name is  
22 Mark Kovscek. Thank you for hearing my testimony  
23 this morning.

24 Really thanks for Nemaocolin as well for  
25 creating a world class resort that my wife and I have

1 enjoyed on a number of occasions.

2 I live in the Borough of Brownsville,  
3 Fayette County. I'm representing Brownsville First,  
4 which is a community group that was formed  
5 approximately three years ago to prevent casinos and  
6 an Indian reservation from coming into Brownsville,  
7 Brownsville Borough.

8 As such, we have been engaged in this  
9 initiative to start casinos at the local, the state,  
10 as well as the Federal level. I also add because I'm  
11 going to provide some economic analysis this morning  
12 that as an individual, I have worked for seven years  
13 with one of the big five consulting firms and as  
14 such, have provided testimony, expert testimony for  
15 the Federal Government and against the Federal  
16 Government. I also work for a leading marketing  
17 service provider. As such, I'm going to be providing  
18 some marketing or market analysis this morning.

19 Woodlands Fayette prepared a deficient  
20 application. I'm going to talk about the deficiency  
21 of the application first and then a failed business  
22 plan.

23 Then I'm going to go on to discuss why  
24 casinos will not -- as time permits -- create  
25 sustainable economic growth for Fayette County, as

1 The plan, the initial plan, the traffic  
2 study, which was provided, estimated 273,000  
3 customers per year. This morning, we heard testimony  
4 on behalf of Nemacolins that that number has changed  
5 to 820,000 annual.

6 Using some standard industry assumptions is  
7 reviewed by such sources as Harris 10K, other  
8 financial forums and government requirements on  
9 behalf of different casinos, Indian reservations,  
10 etc.

11 Looking at a number of those assumptions  
12 including \$50 a gambler must lose a day on average,  
13 average total wager to be around \$500. The average  
14 gambler would have to lose at Nemacolins \$150 and  
15 wager over \$1500 per gambling session to support the  
16 business plan as outlined and the traffic study or  
17 the initial application.

18 The market characteristics and the draw are  
19 insufficient to support this business plan. This is  
20 based on population density, characteristics of  
21 Fayette County and the surrounding impact area of 50  
22 to 100 miles.

23 The proximity, as well as the lack of  
24 significant infrastructure to support Nemacolins, is  
25 not available or not provided on a population based

1 well as impact the quality of life for our families  
2 and why it lacks sound public policy in this county.

3 Critical information. It impacts the  
4 public well being and for consideration of the public  
5 has not been provided by Woodlands the initial  
6 application was a traffic only. My analysis is based  
7 on the inputs of that traffic study, and information  
8 today I will point out is different and disparate  
9 from that information. I will point out those  
10 differences as I go through my testimony.

11 In Section 441.4 of the Code, there were at  
12 least eight deficiencies. I'm going to point out  
13 four of them at this time.

14 Nemacolins did not provide a compulsive or  
15 problem gambling plan, safeguards relating to  
16 political influence, Section 26; Section 31, the  
17 degree to which potential adverse effects will be  
18 mitigated was not provided; and Section 33, the  
19 applicant's record in dealing with its employees has  
20 not been provided.

21 In Section 441, financial fitness  
22 requirements, there are at least 11 deficiencies in  
23 the application. I'm going to point out one of them,  
24 clear and convincing evidence of financial stability  
25 and integrity.

1 here.

2 The analysis that I did is based off of the  
3 273,000 customers per year using this information and  
4 approximate 335 rooms that were provided this morning  
5 in the testimony. That would mean approximately on  
6 average 6.7 guests per room per day would have to be  
7 engaged in the casino operations.

8 The initial number according to my research  
9 analysis, the 273,000 customers per year, would  
10 produce approximately 27 or 27.3 million in revenues.  
11 That information is different from the testimony what  
12 we had heard today, which I estimate based off of  
13 this information, although I did notice that it was  
14 provided, would have to be 81 million in revenue and  
15 not 27. Again, this difference in information that  
16 was provided in the application.

17 I will point out also that Mr. Hardy at one  
18 point, and it was quoted in the newspaper, indicated  
19 this would be a \$27 million revenue stream last year.

20 Another piece of information, again, using  
21 the \$27.3 million and looking at the application  
22 which states that the draw would be approximately  
23 1.06 million residents or individuals is the market  
24 area in the initial application.

25 Again, looking at information such as

1 Harrah's Entertainment provided by where the  
2 participation rate in a market is 25 percent, noting  
3 that world class casinos obtain approximately 30  
4 percent of shared wallet, that would indicate there  
5 are no more than 80,000 potential casino customers  
6 within the market area of Nemaquin.

7 This morning, we heard testimony and I'm  
8 estimating based off of the information that was  
9 given, even the different testimony this morning or  
10 the different numbers from the application, 827,000  
11 annual, 40 percent was indicated to be out of state  
12 this morning. Taking that 60 percent remaining in  
13 state within this defined market of 827,000, that's  
14 480,000 potential customers or a factor of six times  
15 more customers than the initial application had  
16 indicated.

17 The conclusion here is that within Fayette  
18 County, individuals would have to wager approximately  
19 \$1,000 per trip, assuming 90 percent payout rate with  
20 the slots. That's 3 percent of the median income for  
21 a family within Fayette County, 3 percent.

22 In other words, a Fayette County resident  
23 would have to wager 3 percent of their income to  
24 support this business in a single session at  
25 Nemaquin.

1 I'm going to point out a couple of things  
2 along the sustainable economic element. One of the  
3 things that I think is true that when you look at a  
4 venue, we heard a lot about the revenue side, I  
5 mentioned that I do work with the Federal Government,  
6 as well as the Fortune 500. There's a simple rule  
7 that if the cost exceeds the revenue, then we just  
8 don't do it.

9 This morning, I'm going to demonstrate  
10 additional testimony that the cost and the situation  
11 will exceed the revenue for the local government as  
12 well as for the state.

13 The basis of this analysis is born out of a  
14 number of sources, including the Census Bureau and  
15 Research that was produced by other folks before me.

16 One of the elements that I will point out  
17 is that profits from gambling markets come primarily  
18 from local residents.

19 This was reported by such researchers as  
20 Thomson, Gazel, and Richman in '95 where they looked  
21 at as much as 80 percent, not 60 percent but 80  
22 percent casino profits come from the local market.

23 Casinos produce low wage jobs and destroy  
24 other employment opportunities. The world's largest  
25 casino, at least it was the largest back in early

1 2000, Foxwoods resides in New London, Norwich region  
2 of Connecticut.

3 This region received the lowest pay in the  
4 state in 2000 as well as the lowest pay increase. It  
5 ranked 203rd of 313 metro areas in the entire state.  
6 This is according to the Bureau of Labor Statistics.

7 In this analysis, I'm going to cut to some  
8 of the chase here and I mentioned that there were  
9 costs. We didn't see any of the costs associated  
10 with this venture this morning, costs to the local  
11 government, costs to the state.

12 Based off of my analysis, which is, again,  
13 born out of much research, that has been done not  
14 only on my behalf but other's behalf.

15 This analysis is born out of the percentage  
16 of the population within a county that would become  
17 problem gamblers or addicted gamblers.

18 Research indicates that within that market  
19 area, 50 to 100 approximately miles, one half of the  
20 percent of the population would develop that type of  
21 significant or severe gambling addiction.

22 Further research and analysis suggests that  
23 when you look at the cost to the county or cost to  
24 the surrounding area, that that number can range  
25 anywhere from 30 to \$75,000 per individual with that

1 gambling addiction.

2 In this situation, the cost to the local  
3 community which includes such things as crime, lack  
4 of business, employment, bankruptcy, illness, social  
5 services, family, abused dollars, suicide, increased  
6 government regulation, increased taxes, education and  
7 corruption would be approximately \$30 million to the  
8 county.

9 This morning, we heard that the output to  
10 the county would be approximately \$65 million.  
11 That's with the revised number, not the initial  
12 number of 273,000.

13 In addition, Fayette County will not be the  
14 only county experiencing difficulty from the casino  
15 coming in. The entire market area, which, again, is  
16 approximately that 100 mile radius of the resort,  
17 would be close to \$427 million. From the initial  
18 numbers, that's 16 times the initial revenue.

19 Other information that we -- I would like  
20 to present this morning is that crime not only costs  
21 the community money, but it also has an impact to our  
22 families.

23 I am a father of four with one on the way.  
24 The impact of crime associated with the -- associated  
25 with the casinos concern me.

1 Las Vegas reported as recently as in 2000  
2 that new studies and crime rates for counties with  
3 casinos are 8 percent higher than crime rates with  
4 counties without casinos.

5 Again, this is born out of a number of  
6 studies, including the National Gambling Impact Study  
7 Commission Report.

8 I will close with a quote from one of my  
9 heros, George Washington. I'm glad that he was  
10 mentioned this morning by the Mayor of Connellsville.

11 George Washington said, gambling is a child  
12 of avarice, the brother of inequity, and the father  
13 of mischief. Thank you for your time.

14 PRESIDING OFFICER MILLER: Thank you, sir.

15 Our next community group speaker is  
16 Mr. Michael, is it, Krajovic? Sir, you have ten  
17 minutes and you may begin. You represent, as I  
18 understand it, the Fay-Penn Economic Development  
19 Council.

20 MR. KRAJOVIC: Yes. Welcome to Fayette  
21 County. My name is Mike Krajovic. I'm President and  
22 CEO of the Fay-Penn Economic Development Council.

23 I just wanted to commend the prior speaker  
24 for the courage of standing up and giving his  
25 testimony, but I respectfully disagree with some of

1 the comments.

2 I have been working in the community and  
3 economic development here in Fayette County for the  
4 last 13 years. I've seen a lot of changes, but we  
5 still have a lot of challenges.

6 In the last -- according to the last US  
7 Census Data, we are the most distressed rural county  
8 in the State of Pennsylvania.

9 It's nice to see all of the commercial area  
10 of Fayette County, the nice amenities at Nemaocolin  
11 Woodlands, but I want to remind the Board that  
12 Fayette County has the highest childhood poverty rate  
13 in rural counties in the State of Pennsylvania and  
14 the highest overall poverty rate.

15 So I think the decision has been made to  
16 bring gaming to Pennsylvania because of the loss of  
17 revenue to other states.

18 Just personally, last week, we gave a bus  
19 tour of different development projects in the county.  
20 The bus driver said, well, tomorrow, I'm taking a  
21 group to Atlantic City.

22 A lot of people that have been gaming and  
23 enjoy that activity have been leaving the state,  
24 increasing tourism expenditures in other states to  
25 the detriment of Pennsylvania. They live here. I'm

1 sure that there are going to be some minor negatives  
2 but we have those minor negatives now. Why not  
3 retain the revenue in the State of Pennsylvania to  
4 help address those areas?

5 Representative Roberts said about the  
6 additional revenue that could come in to help with  
7 different agencies and the economic development area  
8 or activities in the area would be beneficial.

9 The jobs that were mentioned are  
10 desperately needed. Our unemployment rate is still  
11 at 7 percent, higher than the national and state  
12 average.

13 So the projected 300 plus jobs that would  
14 be created and the spin-off jobs are definitely  
15 needed and appreciated.

16 The economic impact from the visitors is  
17 significant. The one comment that was made prior is  
18 that a lot of the visitors would be coming locally.  
19 I, again, respectfully disagree.

20 When I was 8 or 9 years old, 20 years ago,  
21 maybe a little bit longer, my father would take me to  
22 Nemaocolin Woodlands -- or not Nemaocolin Woodlands.  
23 It didn't exist at that time but Ohiopyle State Park.

24 Back then, you could camp out at the falls  
25 and hardly anyone came here. The people that were

1 coming here at that time, his canoeing buddies, were  
2 from the Washington/Baltimore area.

3 I've been to the Laurel Highlands many  
4 times. I live in the area. I've met people from the  
5 Washington/Baltimore area. They come here to  
6 recreate and vacation on a regular basis.

7 Nemaocolin has drawn significant numbers of  
8 people, hundreds of thousands of people from that  
9 market area. It's growing every year. They spend  
10 money here.

11 Businesses are coming here out of the  
12 Baltimore/Washington area because of the high cost of  
13 operation.

14 So they help market the area for the  
15 economic development activities because people get  
16 exposed to the area and say, geez, I'm familiar with  
17 that.

18 From a geographic perspective, we forget  
19 that Nemaocolin Woodlands is just as close to  
20 Washington/Baltimore as is Harrisburg, the state  
21 capital. It's only a three hour drive. It's a  
22 significant market area.

23 The people living there with high revenue  
24 or high incomes are staying at the hotel at  
25 Nemaocolin. It really generates the economic activity

1 in the local community.

2 In my job with economic development and  
3 industrial development, I can build business parks  
4 and industrial parks and struggle to try to bring in  
5 companies here. We have been successful to some  
6 extent, but I can guarantee you that I can't do this  
7 up in the mountain area of Fayette County.

8 Half of the area of Fayette County is  
9 mountainous. It's environmentally sensitive. I  
10 can't put in an industrial park and attract companies  
11 that might need a railroad. Railroads don't exist up  
12 in the mountains and environmentally because it would  
13 be too sensitive because of the areas like Ohiopyle  
14 State Park, which is, again, the second most visited  
15 state park in the Commonwealth of Pennsylvania.

16 They are looking at increasing revenues in  
17 the Department of Conservation and Natural Resources.  
18 What can we do to get our state parks to be more  
19 economic generators?

20 This type of synergy between development at  
21 Nemaocolin Woodlands and Ohiopyle State Park, Falling  
22 Water, Laurel Caverns, and so forth really helps  
23 increase value of each of these attractions for the  
24 benefit of everyone.

25 I think it was very important on the slide

1 that the numbers of jobs that were discussed, they  
2 were talking about the local impact, the indirect  
3 jobs locally.

4 I know several people here in the audience  
5 that are local business people. Nemaocolin is a world  
6 class resort. 84 Lumber is a world class company.  
7 They could do business with anybody in the world.

8 They could be hiring national engineering  
9 firms. McMillan Engineering that testified here  
10 works here locally and other people here in the  
11 audience are local businesses that they do business  
12 with. That is very much appreciated.

13 Maybe one of the few people or one of the  
14 people who watch PCN, I've been watching some of the  
15 prior testimonies that have been given. I have seen  
16 a lot of people stepping up saying, we're willing to  
17 do this for the community, we're willing to do that  
18 for the community. Let me tell you that Nemaocolin  
19 has been doing it.

20 They've been doing it from day 1. They're  
21 not doing it just to get the license. They're doing  
22 it because their heart is in the right place. I  
23 appreciate the employees down here with the heart on  
24 their chest because they do care. Many of them are  
25 appreciative to have employment opportunities at

1 Nemaocolin.

2 Maggie does have a great team of people.  
3 Whether it's Trey or Sherri, you know, that are here  
4 in the audience, they're involved in the local  
5 community organizations, you know, Wanda with the  
6 Workforce Investment Board, Trey with the Visitors --  
7 Laurel Highlands Visitors Bureau.

8 They're doing it because they care. They  
9 have launched programs such as the PGA School for  
10 Children to teach character development in the local  
11 schools.

12 They were doing this before the gaming  
13 license was ever discussed. This is a world class  
14 organization. It's a world class community  
15 organization.

16 What they are saying they're going to do  
17 knowing Maggie and Joe Hardy and their reputation,  
18 they get it done. They do it for the benefit of  
19 everyone involved. We really, really appreciate  
20 that.

21 I think it is what really separates  
22 Nemaocolin's request for this license and others that  
23 I've seen give testimony in that they really do care.  
24 They really are involved with the local group. They  
25 will continue to be involved with local organizations

1 like Fay-Penn and many others in the community.

2 So in closing, I would like you to keep  
3 that in mind when you're doing your evaluation of the  
4 economic impact and the positive benefit that will  
5 come about through this project.

6 As I said, we desperately need the jobs.  
7 Nemaocolin has an established reputation of doing it  
8 right. It's a unique resort. It's beautiful. It's  
9 going to grow. It's created jobs where I don't have  
10 the ability of creating jobs for people that  
11 desperately need them. They will work with the local  
12 community. Their heart is in the right place. Thank  
13 you very much.

14 PRESIDING OFFICER MILLER: Thank you, sir.  
15 Our next community group representative is from the  
16 Fayette Chamber of Commerce. That is Muriel Nuttall  
17 or not.

18 MS. NUTTALL: We're tag teaming.

19 PRESIDING OFFICER MILLER: I'm sorry.  
20 You're tag teaming. Your name is, sir?

21 MR. BLANEY: Yes, sir. My name is Bill  
22 Blaney.

23 PRESIDING OFFICER MILLER: Bill, have I  
24 sworn you in this morning?

25 MR. BLANEY: Yes.

1 PRESIDING OFFICER MILLER: Great. Then you  
2 have ten minutes to be divided as you choose and you  
3 may begin.

4 MR. BLANEY: Thank you. Commissioners, my  
5 name is Bill Blaney. I'm currently the President of  
6 the Board of Directors of the Fayette Chamber of  
7 Commerce.

8 On behalf of the Board and their  
9 membership, I would like to thank you for the  
10 opportunity to present our testimony regarding  
11 Nemaquin Woodlands and their application for this  
12 license.

13 When faced with the task of taking a stand  
14 on gaming in Fayette County, our executive committee  
15 decided it would best serve our membership by  
16 providing accurate statistical information.

17 The decision was made that we must be  
18 representative of the level of support of our members  
19 by completing a survey to be distributed to each of  
20 our members.

21 We anticipated about a 20 percent response  
22 from this survey, but we are pleased with over 30  
23 percent of our members did respond.

24 Now, to provide the information about the  
25 survey and some other information about our chamber,

1 sole proprietorships on one end of the spectrum to  
2 nine of the ten largest employers on the other end.

3 As a whole, Chambers of Commerce are  
4 private membership organizations of business and  
5 professional people who choose to invest and  
6 maintaining their chamber to support the health and  
7 well-being of commerce, business, the economy,  
8 development, the communities where our members do  
9 business.

10 Specifically, at the Fayette Chamber of  
11 Commerce, our mission states that we are an action  
12 oriented group incorporated to promote a favorable  
13 business climate for members and their communities  
14 and to provide leadership and support for local  
15 businesses and their efforts to improve the local  
16 economy, education systems, political environment,  
17 and overall quality of life.

18 Put into much more direct terms, we exist  
19 as a Chamber of Commerce in order to help our members  
20 to succeed in business and to make sure that we  
21 maintain and develop a good quality of life for all  
22 of our county residents.

23 As the Chamber charged with representation  
24 of the county business community, we are faced with  
25 issues on a daily basis, which are poised to make

1 I would like to introduce Muriel Nuttall, our  
2 Executive Director.

3 MS. NUTTALL: Thank you, Bill.

4 Good morning. My name is Muriel Nuttall  
5 and I am the Executive Director of the Fayette  
6 Chamber of Commerce and I would like to thank you as  
7 well for this opportunity to present our testimony to  
8 you today.

9 The Fayette Chamber of Commerce has a long  
10 history in Fayette County. Since our inception in  
11 1925, we have grown from a localized Chamber of  
12 Commerce encompassing only the City of Uniontown to a  
13 broad membership of over 500 businesses and  
14 organizations representing more than 16,000 employees  
15 throughout Fayette County and in our surrounding  
16 region as well.

17 The Chamber's membership is diverse with  
18 members in five major sectors; 23 percent of our  
19 members are professional services, 20 percent are  
20 nonprofit government education, 18 percent are  
21 retailers and wholesalers, 15 percent represent the  
22 customer service sector and 14 percent are  
23 hospitality and food service providers.

24 Ranked by number of employees, our members  
25 range in size from the smallest to the largest, from

1 great impact on our area.

2 Gaming has certainly been one of these  
3 issues. When an organization has such a diverse  
4 membership such as ours, we must continually work to  
5 be considerate of our membership at large.

6 Each and every member has an opinion and  
7 each member's opinion matters greatly. Our first  
8 question of our survey was simple, are you in support  
9 of gaming; and indeed, 80 percent of our Respondents  
10 were in support of gaming in Fayette County.

11 Of that 80 percent, 87 percent see gaming  
12 as a form of economic development for Fayette County.  
13 Now, a healthy economy is rooted in many aspects of  
14 community life.

15 The concept of economic development  
16 includes the idea of economic growth where an  
17 increase -- we have an increase in the size of the  
18 economy.

19 Economic development also includes a notion  
20 of changing the quality or nature of the economy,  
21 such as changing investment choices or technology;  
22 and the effects of gaming do just that, adding new  
23 jobs, new entertainment sources as 16 percent of our  
24 Respondents wish for, and property tax reform, which  
25 was cited as a reason for support by 43 percent of



1 our members.

2 As one of our members added, gaming should  
3 be treated as any other industry. It will bring  
4 economic change to our area as any other industry  
5 would.

6 A couple of other of our members' comments  
7 included that it is important for all Fayette County  
8 businesses to support this endeavor that will  
9 positively impact their livelihood.

10 Another, there were only two applications  
11 made for two resort licenses. Thus, I support both  
12 applicants.

13 Economic development and tax reform go hand  
14 in hand. The resort licenses also mean more tourism  
15 dollars.

16 Now, tourism is vitally important to  
17 Fayette County. It represents our future and is  
18 currently one of the largest industries consistently  
19 ranking first or second.

20 Additional entertainment options afforded  
21 through gaming operations will hopefully help to  
22 increase and boost our visitation. I need to add  
23 though that our goal of the institution of a hotel  
24 occupancy tax in Fayette County, like those of our  
25 neighboring counties, could certainly help to provide

1 agencies like the Fayette County Drug and Alcohol  
2 Commission, and Community Action Agency, as well as  
3 Nemaocolin Woodlands itself have designed specific  
4 programs, and I know that they're prepared to deal  
5 with the social problems that may arise from the  
6 gaming industry.

7 In addition, we all seem to agree on one  
8 thing. That is the concept of passing onto the next  
9 generation the tools necessary to make the best moral  
10 and ethical decisions possible.

11 Nemaocolin Woodlands is a good neighbor.  
12 The Hardy family have proven to the Fayette Chamber  
13 and to the county that they have the best interest of  
14 the area in mind as they create and operate their  
15 business.

16 A strong 98 percent of our Respondents  
17 supported Nemaocolin Woodlands as the best location  
18 for a resort casino.

19 To add just a few final thoughts to our  
20 testimony today, allow me to reintroduce our Chamber,  
21 Board of Directors President, Bill Blaney.

22 MR. BLANEY: Certainly, gambling is never a  
23 sure bet, especially for the economics of the  
24 municipalities that stake their futures on it.

25 Here in Fayette County, we view gaming as

1 the essential funding necessary to support tourism  
2 related business throughout the rest of the county as  
3 well.

4 As the majority of our membership supports  
5 Nemaocolin in their bid for gaming, I would urge  
6 support of our tourism infrastructure goals as well.

7 Now, conversely, our survey pointed out  
8 that there are members who are not supportive of  
9 gaming in Fayette.

10 A total of 19 percent of our Respondents  
11 did not support the concept, with 80 percent of those  
12 citing ethical concerns of gambling as the primary  
13 reason, 28 percent also pointed to quality of life  
14 concerns with the casino located in the county.

15 As one member stated, ethical  
16 considerations are at the heart of my objection.  
17 What social problems will arise from legalized  
18 gambling? We have so many addictive disorders, I can  
19 only imagine the impact that accessible gambling will  
20 have on families and individuals.

21 From another, yes, it will bring more money  
22 into the county but it will do so at the cost of  
addiction and financial ruining for some families.

23 Now, understanding those ethical concerns,  
24 I know for a fact actually that our social service

1 merely one piece of a much larger and ever expanding  
2 economy, one piece if done carefully, handled fairly,  
3 and with consideration to our existing social  
4 services and infrastructure could help us to continue  
5 to pursue a brighter tomorrow.

6 The bottom line is that while we have a  
7 representative minority portion of our membership  
8 withholding support of gaming due to what might be  
9 best described as social concerns, the overwhelming  
10 majority of our membership supports Nemaocolin  
11 Woodlands in their quest to obtain a slots license.  
12 Thank you very much for allowing us to make this.

13 PRESIDING OFFICER MILLER: Thank you very  
14 much for your testimony.

15 Our next community group representative is  
16 Anne Urban, representing Laurel Highlands Visitors  
17 Bureau.

18 Ms. Urban, I know you have not been sworn.  
19 So I would just ask that you raise your right hand,  
20 please. Do you swear or affirm that the testimony  
21 you're about to give shall be the truth, the whole  
22 truth, and nothing but the truth, so help you God?

23 MS. URBAN: I do.

24 PRESIDING OFFICER MILLER: Thank you very  
25 much. You have ten minutes and you may begin.

1 MS. URBAN: Thank you. Good morning. I am  
2 Anne Urban. I'm the Executive Director of the Laurel  
3 Highlands Visitors Bureau.

4 I will be echoing some of the comments that  
5 were already made by Mike and Muriel. Since 1958,  
6 our organization has been the official tourism  
7 promotion agency for the region comprised of Fayette,  
8 Somerset, and Westmoreland Counties.

9 Our role is to promote the Laurel Highlands  
10 region as a destination to visitors from outside of  
11 the region, which results in positive economic impact  
12 for our area.

13 We reach out to individual leisure  
14 travelers, to tour operators bringing motor coach  
15 groups in, meeting planners, planning conventions and  
16 conferences and to travel writers, writing about our  
17 fabulous destination.

18 For more than a decade, we have witnessed  
19 extensive growth and development at Nemaocolin from  
20 exciting special events to the addition of  
21 spectacular guest rooms and the expansion of resort  
22 activities.

23 Nemaocolin Woodlands Resort is a significant  
24 attraction and destination within the Laurel  
25 Highlands region.

1 leisure travelers or part of a group.

2 A resort casino at Nemaocolin will become a  
3 part of our existing Laurel Highlands diverse tourism  
4 product, which already includes significant  
5 historical sites, world renowned cultural  
6 attractions, outstanding recreational opportunities,  
7 amusement areas, and national and state parks, all  
8 encompassed by our four seasons of natural beauty.

9 I have personally attended many events and  
10 meetings at Nemaocolin. I'm certain should they  
11 receive this license, they will provide first class  
12 service and a memorable experience for casino patrons  
13 and all of our visitors.

14 Because tourism is becoming more and more  
15 competitive every year, it is so important that we  
16 are able to compete effectively with our neighboring  
17 states. This license will provide Nemaocolin the  
18 opportunity to do so. The benefits will extend  
19 throughout our entire region. Thank you very much  
20 for your time and consideration.

21 PRESIDING OFFICER MILLER: Thank you for  
22 your testimony.

23 Our next community group representative  
24 representing Fayette County Community Action Agency  
25 Incorporated is James Stark.

1 Nearly 500 conference groups meet annually  
2 at Nemaocolin, and visitors travel from all over to  
3 come to the resort.

4 Primarily, their target markets are coming  
5 from Ohio, West Virginia, Washington D.C., Maryland,  
6 northern Virginia, as well as from all points of  
7 Pennsylvania. They all come to experience this very  
8 special place.

9 According to the report on the economic  
10 impact of travel and tourism in Pennsylvania,  
11 visitors spent over \$255 million in Fayette County in  
12 2003 and over 780 million in the entire Laurel  
13 Highlands region.

14 Additionally, tourism provides job  
15 opportunities throughout the whole Commonwealth. In  
16 Fayette County, over 4,000 individuals are employed  
17 in the tourism industry. Nemaocolin provides  
18 approximately 25 percent of these tourism related  
19 jobs.

20 The Laurel Highlands Visitors Bureau  
21 recognizes the positive impact of Nemaocolin receiving  
22 a Category III resorts slots license. It will  
23 provide new job opportunities and it will provide a  
24 new amenity to offer first time and returning  
25 visitors to the region, whether they are individual

1 MR. STARK: Good morning. Mr. Chairman, I  
2 have not been sworn in either.

3 PRESIDING OFFICER MILLER: You have not.  
4 All right. Then would you please raise your right  
5 hand. Do you swear or affirm that the testimony  
6 you're about to give shall be the truth, the whole  
7 truth and nothing but the truth, so help you God?

8 MR. STARK: I do.

9 PRESIDING OFFICER MILLER: Thank you.

10 MR. STARK: Good morning. My name is Jim  
11 Stark. I'm Executive Director of Fayette County  
12 Community Action based here in Uniontown. I would  
13 like to thank the Board for the opportunity to  
14 testify on behalf of our organization in support of  
15 the application for a gaming license by Nemaocolin  
16 Woodlands.

17 Fayette County Community Actions is a  
18 private, nonprofit organization which is involved in  
19 providing healthcare, housing development, community  
20 development, and human services throughout our local  
21 area.

22 Most of the residents that we serve are low  
23 income residents of Fayette County. We serve people  
24 of all ages, from children to senior citizens.

25 As Mike indicated, Fayette County is the

1 most distressed county in Pennsylvania. Fayette  
2 County has suffered for several decades from high  
3 poverty, high unemployment, and a lack of jobs.

4 In fact, the county is second only to the  
5 City of Philadelphia in the proportion of residents  
6 living below the poverty level.

7 Almost one in two families either live in  
8 poverty or the edge of poverty. 18 percent of our  
9 residents live below the Federal poverty level, which  
10 most experts feel is too low.

11 We use a broader indicator, about 50  
12 percent of the median income, about 40 percent of our  
13 residents live below 50 percent of the state median  
14 income.

15 Many of our residents are employed in  
16 minimum wage jobs with no benefits. Many families  
17 struggle day-to-day living on incomes from part-time  
18 jobs.

19 Increasing costs of housing, utility,  
20 medical care, food, and transportation challenge our  
21 families. Many of our children in our communities go  
22 without nutritional foods, clothing, or other needs.

23 In rural communities like Fayette, poverty  
24 is often hidden. Similarly, resources in rural  
25 communities like Fayette are never enough to address

1 efforts, supportive of local charities and provides  
2 opportunities for our citizens and participates in  
3 training activity.

4 Their support of organizations such as the  
5 partnering agencies of the United Way, Children's  
6 Hospital and community groups, like the East End  
7 Community Center is part of their positive impact on  
8 our local community.

9 With the approval of this license,  
10 Nemaocolin Woodlands will continue to see outstanding  
11 growth, will draw many more visitors to our  
12 communities, strengthen our tourist industry, and  
13 give our county a shot in the arm that it needs to  
14 reduce the level of social distress which exists  
15 today.

16 According to the initial economic impact  
17 study, this project estimated that the new casino  
18 will draw over 600,000 visitors from outside the  
19 county to our local community.

20 Over 300 new local jobs will be created,  
21 directly resulting in added income of over \$8 million  
22 and these jobs will also have benefits.

23 Our local businesses will benefit from  
24 additional dollars spent for goods and services. Our  
25 municipalities will benefit from the new revenue

1 the level of local need.

2 Our county is near the top in every  
3 indicator of social distress, with one of the highest  
4 child poverty rates in the state, 26 percent of our  
5 children grow up in families with income below the  
6 Federal poverty level.

7 The average wage in Fayette County is 33  
8 percent less than the current statewide average. 22  
9 percent of our residents rely on Medicaid for  
10 healthcare, one of the highest rates in the state.

11 Our residents and our communities are  
12 struggling, and we need help to turn this around.  
13 One of the few bright spots in the past ten years has  
14 been the growth and development at Nemaocolin  
15 Woodlands Resort.

16 Nemaocolin, a world class resort, is  
17 currently one of the larger employers in the county,  
18 and the employment opportunities have continued to  
19 increase year after year.

20 Nemaocolin currently is the major draw to  
21 visitors, providing tourist dollars to the local  
22 economy and helping local businesses well beyond  
23 Nemaocolin Woodlands.

24 Nemaocolin Woodlands has also been a good  
25 citizen. It is active in workforce development

1 sharing taxes, helping Wharton Township and all  
2 municipalities throughout the county with the  
3 community and economic development fund created by  
4 the Act.

5 Your decision to approve this request will  
6 have a positive impact on Fayette County, helping all  
7 of us to address depressing problems we face.

8 The creation of jobs, the benefits to our  
9 communities and businesses is why I felt the need to  
10 speak in support of this application.

11 The best way to address the pressing  
12 problems, which our communities are challenged by and  
13 to address the extreme poverty in which many of our  
14 citizens live, is to create jobs and stimulate the  
15 local economy of our community.

16 You can help turn Fayette County around by  
17 approving this request for a license for Nemaocolin  
18 Woodlands. Thank you for providing the opportunity  
19 to speak on behalf of this license.

20 PRESIDING OFFICER MILLER: Thank you, sir.

21 I understand now that County Commissioner  
22 Vincent Vicites has arrived and here he comes right  
23 now. I'm going to swear you in.

24 So if you would raise your hand and you  
25 have. Do you swear or affirm that the testimony

1 you're about to give shall be the truth, the whole  
2 truth, and nothing but the truth, so help you God?

3 Thank you very much. You may proceed. You  
4 have 30 minutes to make your testimony.

5 MR. VICITES: Thank you very much. It's an  
6 honor to be here today to speak about a subject that  
7 I think will help the future of Fayette County and  
8 will have an impact to the future of Fayette County.

9 I want to speak specifically about the  
10 current economic impact of the resort and the impact  
11 that the gaming will have on Nemaocolin Woodlands  
12 Resort in the future.

13 Currently, the impact of Government in  
14 2005, the payroll and related taxes, direct impacts  
15 is 27 million including benefits.

16 The sales tax impact in addition to the  
17 revenue tax is 2.1 million in sales and use tax. The  
18 real estate taxes are \$903,861 total. That's  
19 \$655,340 for the school, \$248,521 for the county and  
20 Wharton Township, and the amusement taxes total  
21 271,000.

22 The employment impact, which is very  
23 important to Fayette County, Nemaocolin Woodlands  
24 Resort is one of the largest, if not the largest,  
25 employer in Fayette County. They're good-paying jobs

1 in Falling Rock was invested, the media center and  
2 garage, 14 million, the spa expansion 1.7 million,  
3 the motor coach park 1.1 million, the golf operations  
4 facility 1.5 million, the golf practice range 1  
5 million, the ski slope upgrade 700,000, the squash  
6 court 385,000, the bear habitat 310,000 and the  
7 shooting range pavilion 90,000.

8 If the impact -- the impact if the casino,  
9 the gaming is approved, which I strongly urge you to  
10 consider, the economic impact of this would be as  
11 follows: Construction jobs, the operational impacts  
12 annually, by spending the operation of goods and  
13 services, jobs and employment earnings, the increase  
14 in tourism and in visitor spending, the indirect  
15 impacts of more business outputs jobs and earnings,  
16 and the benefit to Government, the revenue sharing  
17 and the taxes.

18 The construction impact is estimated at \$22  
19 million. The original amount of construction jobs  
20 will be 190, 6 million in construction worker  
21 payroll, 32,000 per job and 16 million spent on  
22 materials for the project.

23 The ongoing operational impacts, the direct  
24 benefits annually, as was said earlier, 344 full-time  
25 jobs, over 8 million in wages and tips income, over

1 with full benefit packages.

2 In 2005 and 6, Nemaocolin Woodlands was 972  
3 full-time employees in the winter season. The  
4 projected increase in the peak summer season is 1,145  
5 employees.

6 There are 228 part-time employees in the  
7 winter season. The projected increase is 258 in the  
8 peak summer season.

9 The annual purchase of goods and services,  
10 the spin off affected in 2006, the goods and  
11 services, were estimated to be \$31 million.

12 The impact is spread throughout  
13 southwestern Pennsylvania with a variety of companies  
14 benefiting such as food service companies,  
15 maintenance material companies, landscaping and  
16 ground maintenance companies, golf operations, supply  
17 companies, advertising industry, and the restaurant  
18 supply industry.

19 The construction impact, each year as part  
20 of an ongoing renovation and expansion, a variety of  
21 projects are in the process. It's an ongoing theme.  
22 They just keep growing and building and improving  
23 this world class resort.

24 It provides hundreds of construction jobs.  
25 Just a sampling of that from 2003 to 2005, 17 million

1 1.4 million in employee benefits, over 1.4 million in  
2 payroll taxes, hundreds of thousands in real estate  
3 taxes, over 800,000 in sales taxes, more than 8  
4 million purchased from vendors, and more than 820,000  
5 annual visitors.

6 The direct and indirect inducement impact;  
7 more than 22 million indirect output to the county,  
8 more than 36 million indirect output statewide, more  
9 than 265 indirect jobs in the county, and more than  
10 400 indirect jobs statewide, more than 6 million in  
11 direct earnings to the county, more than 11 million  
12 in direct earnings statewide, the total impact more  
13 than 65 million total impact output for the Fayette  
14 County area, more than 79 million statewide, more  
15 than 600 new jobs in the county, more than 750 new  
16 jobs statewide, more than 15 million employee  
17 earnings in the county, more than 20 million employee  
18 earnings statewide, more than 19 million in revenue  
19 sharing, more than 5 million in payroll taxes, more  
20 than 2.7 million in sales taxes and more than 213  
21 million in real estate taxes; the ongoing operational  
22 impacts, approximately 230 million in -- 2 percent of  
23 the funds established by the Community of Economic  
24 Development will be used exclusively for grants to  
25 Fayette County and economic development authorities,

1 organizations with the county and the redevelopment  
2 authorities located within Fayette County for grants  
3 for economic development and community improvement  
projects.

4 Last but not least, the current economic  
5 impact of the resort, in 2004 and 2005, the resort  
6 owners donated more than \$4.2 million in cash in  
7 goods and services to charity in Fayette County, 4.2  
8 million.

9 In addition to the resort host, major  
10 annual fund-raisers such as the Savoir Affair,  
11 \$85,000 to the Hillman Cancer Center, the Royal  
12 Reception, 100,000 to Cure Search for cancer, the  
13 Westmoreland County Boy Scouts Council Golf  
14 Tournament, 115,000.

15 The Nemaocolin Woodlands Resort is a world  
16 class facility right at our footsteps in Fayette  
17 County. It really is a very big positive impact for  
18 Fayette County to have this resort right at our  
19 doorstep.

20 With the gaming being approved, if you  
21 would consider that, I strongly urge you to do so. I  
22 think it will bring more visitors into the county.  
23 It will have more of a positive impact to our  
24 tourism.  
25

1 The spin off, as you can see, from the  
2 numbers that I read would be very, very good for  
3 Fayette County. It would help gas stations, other  
4 local hotels, convenience stores, restaurants.

5 The spin off would be very good for local  
6 business centers in Fayette County, and the local  
7 governments would also benefit from it so they can  
8 help their local residents as well.

9 I think it's a good thing for Fayette  
10 County. The owners of Nemaocolin Woodlands Resort  
11 have proven that they care about Fayette County's  
12 future.

13 They have helped tremendously to improve  
14 our downtown by bringing shops and restaurants to the  
15 area of downtown Uniontown. They have their heart  
16 and soul in Fayette County. I know they would run a  
17 first class facility that all of Pennsylvania  
18 residents could be very proud of. I urge you to  
19 approve this application. Thank you very much.

20 PRESIDING OFFICER MILLER: Thank you,  
21 Mr. Commissioner.

22 At this time, I want to remind all of the  
23 speakers that if you have notes or any other exhibits  
24 that you wish to be included as part of the record of  
25 these public input hearings, to please hand them to

1 our clerk, Mickey Kane, and she will mark them as the  
2 exhibit next in order and they will be included in  
3 the public record.

4 At this time, we will take a brief  
5 15-minute comfort break at which time when we return,  
6 we will begin with the individual testimony.

7 (Break.)

8 PRESIDING OFFICER MILLER: We want to get  
9 the hearing started again as soon as we can so if all  
10 of the individual speakers would take their seats.

11 Thank you very much. This hearing is  
12 reconvened. Please take your seats. We're ready to  
13 begin with the individual speakers.

14 The first speaker as an individual is  
15 Gregory Stone. Mr. Stone, are you here?

16 MR. STONE: Right here.

17 PRESIDING OFFICER MILLER: Would you please  
18 approach the podium? You have three minutes to  
19 testify, sir.

20 MR. STONE: Thank you. My name is Greg  
21 Stone. I'm a Fayette County native. I was born in  
22 Connellsville. I graduated Connellsville High School  
23 in 1974 and Allegheny College in Meadville in 1978.

24 When I got out of college, I went to work  
25 for my father, third generation construction called

1 Stoning Company, Connellsville area.

2 Back in 1978, we had six concrete mixers  
3 and about 20 employees. I considered not coming back  
4 to Fayette County due to the fact of lack of work and  
5 really nothing to do in the area as far as  
6 restaurants and entertainment. Back then, you had to  
7 go to either Pittsburgh or Greensburg for activities.

8 Also, I noticed when I got back that my  
9 concrete mixer drivers and basic employees, there was  
10 a negative attitude that pervaded in Fayette County.

11 So I moved out of Fayette County in 1990  
12 and I went to Greensburg. I live there now. One of  
13 the reasons back then, you couldn't find a lot that  
14 had sewage to build a new home on.

15 The Stoning Company now has 14 locations,  
16 200 employees, about 100 concrete mixers. Until  
17 three years ago, Uniontown was one of my slowest  
18 plants. Now, it's one of the busiest due to two  
19 reasons, Mon/Fayette Expressway, the new factories at  
20 the Fair Chance Industrial Park and also Nemaocolin  
21 Woodlands.

22 They have actually created a positive  
23 attitude in Fayette County. My attitude has changed.  
24 I'm not considering moving back to Fayette County  
25 right now because there are things to do.

1 The casino will definitely help contribute  
2 jobs in the service industry, construction, and  
3 recreation. So I support the casino. Thank you.

PRESIDING OFFICER MILLER: Thank you very  
much, sir.

6 The next scheduled speaker is Terry  
7 Shallenberger. You have three minutes, sir.

8 MR. SHALLENBERGER: Good morning, members  
9 of the Gaming Board. I would like to introduce  
10 myself. My name is Terry Shallenberger and I'm  
11 president of Shallenberger Construction Company, a  
12 Fayette County based contractor, construction  
13 company.

14 We have been involved in numerous  
15 construction projects with the Hardys since the  
16 mid-'90s, both at Nemaocolin and the revitalization of  
17 downtown Uniontown.

18 When I started with the Hardys ten years  
19 ago, I employed 15 people. We currently employ  
20 approximately 80 employees, 75 of which reside and  
21 pay taxes in Fayette County.

22 I have heard a lot of our success with the  
23 constant array of projects that the Hardys have  
24 awarded my company.

25 With the constant expansion of Nemaocolin

1 Woodlands, this creates a consistent flow of  
2 maintenance issues which alone keep 10 to 15 of my  
3 employees working full-time on the property.

4 Fayette County is very fortunate to have a  
5 family of this magnitude dedicated to helping one of  
6 the most depressed counties in the state.

7 The negative voices and the negative minded  
8 people of the county need to realize the Hardys'  
9 money will spend just as easy in Florida as it does  
10 in Fayette County.

11 But even after the newspaper writers  
12 criticize them, they continue to spend tens of  
13 millions of dollars to improve the county. This  
14 proves their dedication to the county.

15 If awarded a gaming license, I assure you,  
16 the Gaming Board, this will continue the snowball  
17 effect in the rebounding of this depressed county.

18 For example, a couple of years ago, people  
19 used to use the bypass to go around Uniontown. After  
20 the Hardys spent millions of their -- millions of  
21 their own dollars, people now come downtown just to  
22 see what is going on.

23 Recently, I purchased a vacant  
24 establishment a quarter mile west of the proposed  
25 site of the new casino in hopes of Nemaocolin

1 receiving a gaming license.

2 The restaurant lounge will create 10 to 15  
3 new job opportunities. I feel a casino in the area,  
4 it will have a tremendous, positive impact by  
5 bringing more people past our establishment.

6 The Hardys have already proved the  
7 statement correct, build it and they will come. We  
8 all know the more people, the more positive economic  
9 impact for the area.

10 In closing, I'm addressing you, the Board,  
11 if you award Nemaocolin Woodlands Fayette a gaming  
12 license, you will never work with a more professional  
13 and first class operation, because nothing they have  
14 done is short of first class, from building a world  
15 class resort to fixing up the downtown.

16 PRESIDING OFFICER MILLER: Thank you, sir.

17 Our next speaker is Dr. Cataldo Corrado.

18 DR. CORRADO: Thank you. My name is  
19 Cataldo Corrado. I'm an emergency room physician at  
20 Uniontown Hospital. My father and I have been  
21 primary care physicians actually for the last 80  
22 years.

23 I was born and raised in Uniontown; and in  
24 my 60 years, I have seen the economic changes and  
25 have seen it gone from the coal areas. There was

1 lots of growth and to now economically depressed.

2 I think it's this past few years we've seen  
3 a great growth, a great economic growth due has been  
4 to a big contribution from the Hardy family.

5 They've been creating jobs, the biggest job  
6 persons in the county. It used to be the schools.  
7 It used to be the hospital. It's now Nemaocolin  
8 Woodlands Resort.

9 Also, we know that Mr. Hardy has been  
10 contributing to the hospitals and to the schools  
11 throughout.

12 He was one of the biggest contributors to  
13 the emergency department, my department, in our last  
14 capital campaign. So he has his interest in Fayette  
15 County. We know what he does, what the Hardy family  
16 does for the family will remain in the county.

17 We have had economic growth. It's been due  
18 mostly to the Hardy family and to the Nemaocolin  
19 Woodlands. Let's not stop this process. It's time.  
20 I think it's a no brainer.

21 This is a great opportunity to continue  
22 moving this depressed county forward. I think the  
23 Fayette County residents deserve this chance, this  
24 chance to move ahead and continue this forward  
25 movement in economic development. Thank you very

1 much.

2 PRESIDING OFFICER MILLER: Thank you,  
3 Doctor.

Our next speaker is Frank Martik.

4 MR. MARTIK: Thank you for allowing me to  
5 speak. My name is Frank Martik. I'm here to  
6 represent Martik Brothers, a construction company  
7 located in Finleyville, Pennsylvania, and to explain  
8 why the proposed casino construction at Nemaocolin  
9 Woodlands will provide a shot in the arm to the  
10 Fayette and surrounding counties employment picture.

11 We've participated in several projects at  
12 Nemaocolin Woodlands since its purchase in 1987, and  
13 hopefully we will be given the opportunity to be a  
14 participant in the proposed casino construction.

15 If we could use our company as a model for  
16 jobs created by the casino, the casino project would  
17 be numerous.

18 Martik Brothers employs approximately 30  
19 in-field employees, 6 of whom reside in Fayette  
20 County.

21 Depending on the project scope, most of  
22 them would be involved in the daily work. Aside from  
23 the wage taxes and such, the local restaurants and  
24 service stations would benefit also.  
25

1 downtown Uniontown, since 1982.

2 We have been doing floral work since 1985.  
3 We've been an in-house florist at the resort since  
4 1999.

5 We have had a very long and wonderful  
6 relationship working with the Hardy family and the  
7 resort, and as they have continued to invest and make  
8 Nemaocolin a world class resort, my business has  
9 continued to grow with them.

10 When we started working with Nemaocolin, I  
11 had seven employees. I now currently have 23, which  
12 approximately 4 to 6 of those positions are tied  
13 directly to the Nemaocolin account.

14 We have seen over the course of the years  
15 in dealing with the Hardy family, they identify, they  
16 don't call them problems. They call them  
17 opportunities.

18 The opportunity is researched. It's  
19 studied. They spare no expense, no time to gather  
20 the information that is needed to best address the  
21 challenge, and then they do it.

22 I also have the pleasure of being in  
23 downtown Uniontown. The Hardys' efforts there have  
24 been well chronicled. I'm very fortunate saying it  
25 was Joe Hardy's inspiration -- I was a couple years

1 Strengthening the employment number of  
2 Fayette County employees will be the subcontractors  
3 we typically use at Nemaocolin Woodlands project,  
4 Whitby Plumbing and Heating, Polito Flooring,  
5 Shallenberger Construction, Fox Glass, and McLaughlin  
6 drywall; also the local suppliers that we use on a  
7 regular basis, Dennis Lumber, Coolspring Stone, M&S  
8 Quarry, Fayco Rental, 84 Lumber, again, and other  
9 companies located in the surrounding area.

10 If all of the above factors are totaled,  
11 the number of local construction jobs would be in  
12 excess of 150 people.

13 For this reason alone, we feel a casino at  
14 Nemaocolin would be a tremendous boost to the economy  
15 of Fayette County. Thank you.

16 PRESIDING OFFICER MILLER: Thank you, sir.  
17 Our next scheduled speaker is Steven

18 Neubauer.

19 MR. NEUBAUER: Very good with the  
20 pronunciation.

21 PRESIDING OFFICER MILLER: Well, I'm  
22 German.

23 MR. NEUBAUER: My name is Steve Neubauer.  
24 I'm the president and general manager of Neubauer's  
25 Flowers. We have been located in Fayette County,

1 ahead of him doing my remodeling downtown, but we  
2 have seen the results of those efforts.

3 I'm very fortunate in my business where I  
4 get to travel throughout the country. Our family has  
5 been in the business since 1921. We have friends all  
6 over the country, whether they golf or whether just  
7 love the beautiful countryside.

8 When I used to travel and you told them you  
9 were from Uniontown, you always had that pause. You  
10 really had to address that you were 50 miles  
11 southeast of Pittsburgh.

12 Well, now when you tell them you're from  
13 Uniontown, they know where you're from. So I think  
14 all of that has been done, the Hardy family -- the  
15 numbers and statistics have been here, their support  
16 of the local business community and the charities are  
17 well documented.

18 My dealings with the family over the years,  
19 they depend on you. They are loyal to you. When  
20 they give you their word, they give you their word  
21 and they follow through.

22 I believe the numbers here, the economic  
23 development that this proposes to bring to the  
24 county. They haven't been wrong yet. So I would  
25 encourage you to give serious consideration to their

1 application. Thank you very much.

2 PRESIDING OFFICER MILLER: Thank you, sir.

3 Our next speaker is Robert Topper.

4 MR. TOPPER: Good morning, ladies and  
5 gentlemen, members of the Pennsylvania Gaming Control  
6 Board. My name is Robert Topper and, as  
7 administrative director for Fayette Emergency Medical  
8 Service, I'm honored to be here today in support of  
9 Nemacolin Woodlands gaming license.

10 Let me give you a brief history of Fayette  
11 EMS and how Nemacolin Woodlands has had a positive  
12 influence on the residents of Wharton Township in our  
13 ability to provide them quality emergency services.

14 Fayette EMS is a nonprofit ambulance  
15 service covering the majority of Fayette County as a  
16 911 provider.

17 In 2005, we answered more than 19,000 calls  
18 for help out of 9 stations, one of which is located  
19 just one mile from Nemacolin Woodlands.

20 In 1998, we were approached by Wharton  
21 Township supervisors after the previous ambulance  
22 service located in Farmington literally left in the  
23 middle of the night, leaving the people of Wharton  
24 Township with only one option, an ambulance provider  
25 which in some cases was as far away as 45 minutes.

1 We are more than confident that the funds  
2 generated by the license will stay in the community,  
3 provide jobs in the community, and to provide the  
4 funding for EMS to continue servicing Nemacolin  
5 Woodlands as well as provide the people of Wharton  
6 Township with quality emergency services.

7 We feel confident about this because that's  
8 the way it's been for the last eight years. We know  
9 that's the way it will be as long as the Hardy family  
10 owns Nemacolin Woodlands Resort. Thank you.

11 PRESIDING OFFICER MILLER: Thank you very  
12 much, sir.

13 Our next speaker is Sonny Herring. Mr.  
14 Herring, you have not been sworn. So I would ask  
15 that you please raise your right hand.

16 Do you swear or affirm that the testimony  
17 you're about to give shall be the truth, the whole  
18 truth, and nothing but the truth, so help you God?

19 MR. HERRING: I do.

20 PRESIDING OFFICER MILLER: Thank you, sir.  
21 You may begin.

22 MR. HERRING: Good morning. My name is  
23 Sonny Herring. I'm an owner/operator of a tourist  
24 attraction in Fayette County called Woodlands Zoo.  
25 I think we have heard sufficient testimony

1 After meeting with Wharton Township  
2 officials, we explained to them that an ambulance  
3 service is a business and there just wasn't enough  
4 call volume to generate enough revenue to support a  
5 24-hour a day staffed ambulance.

6 Supervisor Jim Means arranged for a meeting  
7 with Nemacolin Woodlands in the hopes of generating  
8 financial support to provide staffing for an  
9 ambulance in Wharton Township.

10 Our contingency of representatives from  
11 Fayette EMS met with Miss Maggie Hardy. At that  
12 time, we explained to her the problem we had faced in  
13 providing medical services to such a rural community  
14 as Wharton Township.

15 She replied with one unforgettable  
16 statement. How much do you need? Consistently  
17 thereafter, year after year, Nemacolin Woodlands and  
18 the Hardy family have financially supported Fayette  
19 EMS and Wharton Township, and not just for Nemacolin  
20 Woodlands but for all of the people of that mountain  
21 community.

22 Once again, Fayette EMS supports Nemacolin  
23 Woodlands Resort and their application for a  
24 Pennsylvania State Gaming license. We look forward  
25 for the opportunity as Nemacolin grows.

1 this morning about the deficiencies in Fayette  
2 County.

3 I would like to talk a little bit about the  
4 bright spots. Tourism, that's the future for Fayette  
5 County. For tourism to succeed in this county, we  
6 have several first class attractions right now but we  
7 don't have the anchor attraction that brings people  
8 to this community year-round, month after month.

9 Many of our attractions are seasonal. A  
10 casino operation in this area would provide an anchor  
11 that would increase the tourism in this area on a  
12 yearly basis.

13 Another point I would like to make is we  
14 get a lot of comments at our attraction about how  
15 well it is operated, the health of the animals and so  
16 forth.

17 One thing that I feel supports that is we  
18 live where we work. We live on the site. The Hardy  
19 family has the financial resources to live anywhere  
20 in the world but they choose Fayette County. They  
21 call Fayette County their home, Maggie, Pete,  
22 Mr. Hardy. They all live at the resort. They're  
23 actually going to live where the casino is.

24 I think that really says a lot about any  
25 concerns we have about how it will be operated, the



1 type of class that will be presented there. That's  
2 all I wanted to say. Thank you.

3 PRESIDING OFFICER MILLER: Thank you very  
4 much, sir.

5 Our last scheduled individual speaker is  
6 Mr. Harry Burd. I would ask Mr. Burd if you would  
7 please approach the podium, please. You have not  
8 been sworn. If you would please raise your right  
9 hand.

10 Do you, sir, swear or 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 MR. BURD: I do.

15 PRESIDING OFFICER MILLER: Thank you very  
16 much. You may begin.

17 MR. BURD: Yes. My name is Harry Burd but  
18 everyone calls me Woody. I not only -- I own and  
19 operate the Sunoco Convenience Store located directly  
20 across from Nemaocolin Woodlands where the Outdoor  
21 World was or the proposed casino will go.

22 I also reside there. I have lived in  
23 Fayette County for 55 years. I have lived on the  
24 site where I live now for the past 25 years.

25 The Hardys have been good neighbors, and

1 they've been very supportive of the community in the  
2 past and I know they will in the future.

3 A great deal of our business is generated  
4 through their associates and their guests. It's very  
5 seasonable, as it is right now, like Sonny said.  
6 With the casino, it would generate revenue during the  
7 off season and it would make it a lot more favorable  
8 to people visiting our area for tourism because, as  
9 you know, we have no industry anymore.

10 We have lost our meals, our coal mines,  
11 construction has been way down. The Hardys have  
12 generated a lot of, you know, work and revenue for  
13 the county and everything they do is first class.

14 They've been excellent neighbors. They've  
15 given back to the communities, to the ball fields,  
16 the fire department, the ambulances, the schools.

17 I feel it's a win/win situation for you  
18 folks to bring a slots license to it. Thank you for  
19 your time.

20 PRESIDING OFFICER MILLER: Thank you very  
21 much, sir.

22 That concludes the scheduled registered  
23 speakers. At this time, we invite the applicant to  
24 make a 15-minute rebuttal or sum up as they choose.

25 MR. KMIIEC: Thank you. This won't take

1 anywhere near 15 minutes. We just want to highlight  
2 a few points.

3 As we heard from -- and I may mispronounce  
4 the gentleman's name -- Mr. Kovscek from Brownsville  
5 First, certainly, he presented some figures and some  
6 objections to gaming and gambling generally, then  
7 specifically to our application.

8 What is important to note is, first of all,  
9 the projected numbers that we showed today on the  
10 proposed impact of the casino are three-year numbers.

11 They were developed by GVA Marquette  
12 Associates. So that is where you are ramped up.  
13 These are not immediate numbers at the beginning of  
14 operation of a casino operation.

15 The only part of the application that has  
16 been made public is the traffic and utility study,  
17 which is roughly 5 to 10 percent of that total  
18 application.

19 Nemaocolin Woodlands and Woodlands Fayette,  
20 LLC certainly fulfilled the requirements and the  
21 obligations of that application.

22 Many other of those components include the  
23 business plans, the business projections, the  
24 financials, the social mitigation plan, the diversity  
25 plan, the compulsive gambling plan. All of these

1 things were submitted.

2 As the Board put together these public  
3 input hearings, it was the decision of the Board that  
4 all that was going to be released was that public  
5 impact portion of the plan at this point.

6 Certainly, we have not asked for  
7 confidentiality on a great amount of our application;  
8 and at the Board's approval and behest, we can get to  
9 that point. Certainly, those will be made public.

10 I should also note that we certainly are  
11 willing to sit down with anyone that has concerns  
12 about our proposed casino and address their concerns  
13 and help them better understand just how we would  
14 operate that casino operation and really its benefits  
15 to the county.

16 We would never, ever move forward with  
17 creating something that in any way, shape, or form  
18 would be detrimental.

19 One final point I would like to make,  
20 Nemaocolin Woodlands Resort, as we have seen, has  
21 grown tremendously over the last 18 and 19 years.

22 There was some comments made relative to  
23 Fayette County residents utilizing this casino and  
24 some of the problems that that could cause.

25 Certainly, as with the state gaming law,

1 you have to be a customer of the resort. You have to  
2 make a purchase. You can't just walk in.

3 Beyond that, our marketing budget for the  
4 resort in this fiscal year we're in, which ends at  
5 the end of December, is \$3 million.

6 Of that 3 million, less than \$250,000 is  
7 spent marketing in the Fayette County area. The  
8 balance of that is expended in markets like  
9 Washington D.C., Baltimore, Maryland, northern  
10 Virginia, Philadelphia, Columbus, Cleveland, and on a  
11 national basis.

12 I think as you have seen some of the awards  
13 and accolades that the resort has received from  
14 publications like Contineast, Golf Digest, our goal is  
15 to make Nemacolin a national and international  
16 destination, which in the long term is going to  
17 greatly benefit the county by continuing to bring  
18 more and more tourism into the state.

19 One final point is that you need to take  
20 into account the overnight guests of the resort as  
21 you extrapolate these numbers.

22 With all due respect, the numbers were a  
23 bit off because you took a traffic study and you  
24 extrapolated that against a three-year number, not  
25 taking into account the amount of traffic the resort

1 generates without a casino, overnight guests, day  
2 guests who golf, go to the spa, come in for lunch,  
3 who also would then have the opportunity to utilize  
4 the casino where there is already traffic we are  
5 generating. We thank you for your time today.

6 PRESIDING OFFICER MILLER: Thank you very  
7 much. That concludes our public hearing in  
8 Uniontown.

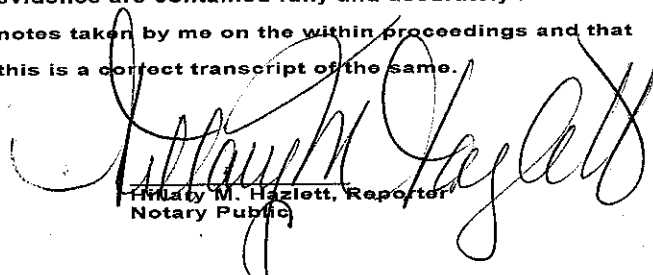
9 I want to remind everyone that the record  
10 remains open for the public hearing process and the  
11 written comments are welcome and you may submit them  
12 at any time up to June 2nd when the record will  
13 close.

14 At each of these hearings, I personally am  
15 reminded what a great country this is to give  
16 citizens an opportunity to state their views in a  
17 public forum with no fear of reprisal or harassment.

18 On behalf of the Board, I want to thank you  
19 for your courtesy, cooperation, and participation in  
20 this very important process. This hearing is now  
21 closed.

22 (The hearing concluded at 10:50 a.m.)

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



5  
6  
7  
8 Hillary M. Hazlett, Reporter  
9 Notary Public

10  
11  
12 COMMONWEALTH OF PENNSYLVANIA  
13 Notarial Seal  
14 Hillary M. Hazlett, Notary Public  
15 City Of Harrisburg, Dauphin County  
16 My Commission Expires Sept. 29, 2007  
17 Member, Pennsylvania Association Of Notaries  
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| <p>\$</p> <p>\$1,000</p> <p>[1] 49:19</p> <p>\$1.4</p> <p>[1] 16:24</p> <p>0</p> <p>7:14</p> <p>000</p> <p>[1] 47:15</p> <p>\$16</p> <p>[1] 15:23</p> <p>\$20</p> <p>[3] 16:2 18:21 18:22</p> <p>\$200,000</p> <p>[2] 17:1 19:1</p> <p>\$22</p> <p>[1] 79:18</p> <p>\$248,521</p> <p>[1] 77:19</p> <p>\$250,000</p> <p>[1] 101:6</p> <p>\$255</p> <p>[1] 70:11</p> <p>\$27</p> <p>[1] 48:19</p> <p>\$3</p> <p>[1] 101:5</p> <p>\$30</p> <p>[2] 13:11 52:7</p> <p>\$31</p> <p>[2] 13:14 78:11</p> <p>\$37</p> <p>[1] 13:18</p> <p>\$427</p> <p>[1] 52:17</p> <p>\$50</p> <p>[1] 47:12</p> <p>\$500</p> <p>[1] 47:13</p> <p>\$600,000</p> <p>[1] 16:5</p> <p>2:10</p> <p>5,340</p> <p>[1] 77:19</p> <p>\$75,000</p> <p>[1] 51:25</p> <p>\$79</p> <p>[1] 18:18</p> <p>\$8</p> <p>[3] 16:13 17:10 75:21</p> <p>\$80</p> <p>[1] 18:18</p> <p>\$800,000</p> <p>[1] 17:8</p> <p>\$85,000</p> <p>[1] 81:12</p> <p>\$903,861</p> <p>[1] 77:18</p> | <p>1.7</p> <p>[1] 79:2</p> <p>10</p> <p>[3] 86:2 87:2 99:17</p> <p>100</p> <p>[5] 21:16 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