COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: VALLEY FORGE CONVENTION CENTER PARTNERS, LP PETITION FOR APPROVAL OF CORPORATE RESTRUCTURING

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PUBLIC HEARING

BEFORE: GREGORY C. FAJT, CHAIRMAN

Raymond S. Angeli, James B. Ginty,

Keith R. McCall, Anthony C. Moscato,

Gary A. Sojka, Kenneth I. Trujillo; Members

Christopher Craig, Representing Robert M.

McCord, State Treasurer

Robert Coyne, Representing Daniel P.

Meuser, Secretary of Revenue

Daniel Tufano, Representing George Greig,

Secretary of Agriculture

HEARING: Thursday, April 28, 2011

10:00 a.m.

LOCATION: Hearing Room One

North Office Building

401 North Street

Harrisburg, PA 17120

WITNESSES: Ira Lubert, Saverio Scheri

Reporter: Cynthia Piro Simpson

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PROCEEDINGS

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CHAIRMAN:

Good morning, everyone. I'm Greg Fajt,
Chairman of the Pennsylvania Gaming Control Board.

And as a matter of housekeeping, I'd just like to ask
everybody to please turn off your cell phones and
other PDAs. They tend to interfere with the
communications system here.

Joining us today is Christopher Craig, representing Treasurer Rob McCord; Bob Coyne, who is representing the Secretary of the Department of Revenue Dan Meuser. And I don't see Dan Tufano here. And if he shows up, we will make sure we introduce him. A quorum of the Board is present. I'd like to call today's meeting to order. As the first order of business, please join me in the Pledge of Allegiance. PLEDGE OF ALLEGIENCE RECITED

CHAIRMAN:

We have three items before the Board today by way of public hearings, which will take place prior to our public meeting. The first public hearing pertains to Valley Forge Convention Center Partner, LP's petition for the approval of corporate restructuring.

Immediately following our first hearing, 2 we will move directly into Valley Forge's second petition for approval of a revised master plan. Our 3 third and last hearing pertains to Washington Trotting Association. Their petition is to change its gaming floor. At the conclusion of these hearings and presentations, we'll take a recess, conduct quasijudicial deliberations before returning to conduct our regularly scheduled meeting.

10 I see that Valley Forge is at the table. Prior to our presentation --- prior to your 11 12 presentation, could all the witnesses who are non-13 lawyers and who will be presenting evidence today by 14 Valley Forge for both of your petitions, and also, the 15 Office of Enforcement Counsel (OEC), if you have any non-lawyers, would you please have them stand to be 16 sworn in? 17

And I would also like to ask that all persons speaking to --- before you start to speak, including Counsel, please state and spell your name for the stenographer. And with that, could we please swear our witnesses in?

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24 WITNESSES SWORN EN MASSE

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CHAIRMAN:

Thank you very much. And with that, Valley Forge, you may begin.

ATTORNEY KING:

Thank you, Your Honor, members of the Board. Good morning. For the record, I'll introduce myself and my colleagues. Adrian King from Ballard Spahr firm. With me at the table is my partner, Bob Krauss, our colleague, Mike Fabius. As you know, we're going to present on two different petitions, the restructuring petition and the site plan petition. The site plan will be handled by our co-Counsel, Kevin Hayes.

With me here today, representing the restructuring petition first, is Mr. Ira Lubert, who is the chief principal of the Valley Forge project.

And I also just want to recognize that we also have with us Mr. Bill Landman --- I ask Mr. Landman to stand --- who is the principal of the CMS companies and is available to answer the questions that you may have.

Before we get into the nuts and bolts of the presentation, Mr. Lubert is just going to address the Board. He hasn't been in front of you in a while and would like to make a statement.

MR. LUBERT:

It's Ira Lubert, I-R-A, L-U-B-E-R-T. I'rextremely pleased to be here today. Incredibly, it's been nearly four years since we sent in our application, just over two years since the Board awarded Valley Forge a Class 3 license, and just over two years since I've been before this group.

And after such a long delay, I'm excited that we'll finally be able to move forward with our project. It will create additional tax revenues in the Commonwealth and jobs for Pennsylvanians, and that's something we can all be very proud of.

When you awarded Valley Forge a license, we were in the midst of a global crisis, as everybody knows. Project financing was hard to come by for any business, not just Valley Forge.

Despite the adverse environment, I pledged to you that I would risk and get Valley Forge funding, and put my personal assets and reputation at risk to do so. I'm pleased to report that even after this inordinate delay that this project has experienced and the major change in the Gaming Act that has significantly increased the project costs, which are more slots and table games, I've successfully assembled and maintained a solid

financing package that will enable us to build a first class facility.

were \$107 million, those costs now exceed \$130 million. I'll now turn things over to our attorneys that will review the financing package in detail, and our revised site plan. In closing, thank you very much for your attention, and thank you for the trust and confidence you've put in me and our team. I look forward to involving your staff at our opening. Thank you.

ATTORNEY KING:

Thank you, Mr. Lubert. We have a presentation, and we'll go through it as efficiently as possible. Since we had several new members on the Board since our license was granted, I thought it might be helpful to first go --- just quickly go through the procedural history just so everyone has a good base to start with.

As Mr. Lubert mentioned, our application was filed just under, well, almost four years ago in June of '07. We had our eligibility hearings in October of '07, the public input hearing in May of '08, suitability hearing in October of '08, and then things got a little interesting for everybody with

global crisis, and we all know what was going on there.

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3 In January of '09, responding to what was going on in the financial markets, the Board reopened the record for all the then applicants to obtain additional information, particularly about financing. And there were two different occasions in which we appeared before the Board, in February of 2009 and again in April 2009, where we came in with a revised 10 financial plan, which included a commitment letter from Mr. Lubert, where he committed to put his 11 personal wealth and the wealth of the other partners 12 to the tune of \$54 million behind this project. 13

Based on that, in April of '09 the Board awarded a Category 3 license to Valley Forge. Board issued its adjudication in May of '09. Thereafter, there was an appeal filed in Pennsylvania Supreme Court in June of '09. We had oral arguments in front of the Supreme Court on that appeal in October of '09. And then as you know, just recently, 21 March of this year, the Supreme Court issued a decision affirming the award.

So at the time that this award was made, 24 back, again, in April of 2009, the project budget at the time was \$107 million. Of that financing at the

1 time, the plan was to assume a loan that was then outstanding by General Electric Capital Corporation. It was going to be debt financing to assume that loan.

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There was money that was going to be put up, \$25 million by the Delaware Valley Real Estate Investment Fund, which is a collection of Union pension plans. And then, as I mentioned, Mr. Lubert provided a commitment letter in March of '09, committing to put up \$54 million. And importantly, the commitment letter also stated that Mr. Lubert would continue efforts to obtain financing.

As we know, we had a pretty Okay. significant delay. Things changed. The Gaming Act changed. And quite frankly, having lenders stand still for two years is difficult. And so things have changed and we now developed new relationships.

And what I'm here to talk about today through this restructuring petition is additional capital we want to bring in through an equity investment by CMS. And I want to tell you and inform the Board about a new debt package, debt financing package that we've assembled through Susquehanna Bank. We have submitted many, many records that I'll quickly walk you through to Board Staff, keeping them advised of all these developments.

All right. Well, let's talk about ---.

Obviously, something you are well aware, one
significant event was Act 1 of 2010 Senate Bill 711,
which for Category 3 Licensees provides 100 additional
slot machines and 50 table games, but also includes a
\$7.5 million licensing fee on top of the \$5 million
for the original slots license. We obviously will be
intending to petition the Board for a table games
certificate, and we'll be going through that process
in due course before the Board.

We are proposing --- and as we will get into with the site plan petition --- to extend the facility from 18,000 square feet to 32,980 square feet to accommodate the additional slot machines, as well as table games and some additional items in the casino facility. The next slide is just to demonstrate that the budget has now increased from \$107 million to \$130 million.

And it is conceivable that we may actually make some additional investments to put actually additional money into this project. And if we do so, when we do so, we will certainly keep you advised, as well as the staff.

So before we get into the new financing package, where does that \$130 million come from?

First, there's 130 --- or I'm sorry, \$100 million in commitments from lenders, and in a moment I'll go specifically who --- through who those lenders are.

And there was a \$30 million equity investment from the CMS Companies. And as I mentioned, Bill Landman, the principal of CMS, is here to the extent you have any questions.

CMS is an investment firm based in Wynnewood, Pennsylvania, right outside of Philadelphia, that looks for a variety of investments for wealthy individuals. And CMS has identified gaming as something that these investors would be interested in putting their money into.

Again, as you know, you've seen CMS before. They had planned --- or one of the projects they had identified and looked at was Valley Forge.

And then two of the other Cat 3 applicants have talked to CMS, the Wyomissing project and the Canonsburg project.

But as we all know, the Valley Forge project that's moving forward, and that's where they want to put their money and make their \$30 million equity investment. That \$30 million could be for a 30 percent interest in the Valley Forge venture, with the remaining 70 percent held by the existing licensee

principals of the Valley Forge application, Mr. Lubert and his colleagues and associates, Mr. Michael Heller, Barbara Evans, Ken Kochenour and Mr. Lubert's son, Jonathan Lubert. And all those folks were licensed at the beginning with the granting of the application.

I'll also just point out, you know, what is the investment of the partnership? What else do they have in this project? And I thought, you know, it would be important for us to point out, to date we put about 6 point --- actually, \$6.25 million, actually \$6,025,000 in transactional expenses into this project, grant fees, legal fees, costs associated with the real estate transaction. So, that money is into this deal.

And in addition, we submitted guarantees to the staff for review, indicating that Mr. Lubert and his colleagues are on the hook for the \$100 million through personal guarantees. So, you know, there's significant investment in seeing this game continuing with our partnership.

Next slide. This slide is maybe a little too overly complicated, but let me try to work through it. First of all, the lending syndicate drawn by Susquehanna Bank, Susquehanna itself has \$20 million in the \$100 million syndicate. \$10 million of that is

immediately available. The other \$10 million is available upon granting of the table games certificate, so that's \$20 million from Susquehanna Bank.

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\$4 million would come from the Carpenters Pension Fund in Philadelphia. I think that's important for a couple reasons. There is great interest in the license that was originally granted with respect to Union participation in the project and I believe will be withdrawn from this appeal but substituted by the Carpenters. So, effectively, we're substituting a combined pension fund loan with a loan just specifically from the Carpenters Union Pension 14 Fund.

15 And then the remaining \$40 million is from an entity called Can-Am, and that is an issue 16 17 that will come before the Board in probably the next 30 to 60 days. And Can-Am is a lender under the 18 Federal Government's EB5 program, and we'll be getting 20 into discussion about that, I think, at another 21 meeting. But so that you know, the EB5 program has 22 been very successful used here in Pennsylvania through 23 the Pennsylvania Department of Community and Economic Development in the Philadelphia --- by the 24 25 Philadelphia Industrial Development Corporation among

other things.

It's paid loans of \$100 million to the

Pennsylvania Convention Center expansion in

Philadelphia. It's put money into Temple University

Health System, University of Pennsylvania Health

System, put money into the expansion of a helicopter

assembly plant in northeast Philadelphia for

aerospace. It's been a great source of low interest

loans for economic development projects across the

state.

Now, given that the Can-Am loan is contingent on Board approval, we would also set up a bridge loan commitment through Susquehanna Bank for an --- to cover that \$40 million pending, hopefully, approval by the Board of that component of the financing structure. So, that's where this other \$40 million that you see on the chart comes from. So, that's the debt side of this transaction. And again, the equity side is \$30 million from CMS.

On this slide, I just want to demonstrate and make clear, these are all various documents that we've been sharing with the staff as they've been going through this transaction with great detail, Rich O'Neil (phonetic) and his team, financial investigation team, at the BIE. And then on the

following slide is just a list of the various 1 documents that have been submitted with respect to the transaction by CMS Investment. So, the public is 3 aware and the Board is aware, really gone through in extensive detail, exhaustive detail, all the aspects of this financing transaction.

Next slide, I just want to quickly go through ---. I know it's very hard to see up on the screen, but what this is intending to demonstrate is how the ownership interests will change to accommodate a 30 percent ownership interest by CMS. At the very top, shows the ownership interest in the Valley Forge Convention Center, GP, which is effectively the operating partner in the entity.

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Before this restructuring, Mr. Lubert controls 57.8 percent of that entity, Jonathan Lubert, 22.2 percent, and Michael Heller, 20 percent. And the GP owns one percent of the project. Down below, with respect to Valley Forge Convention Center Partners itself, Mr. Lubert holds 51.42 percent interest; Jonathan Lubert, 19.7 percent interest; Michael Heller, 17.8; Barbara Evans, 5 percent; and Mr. 23 Kochenour, 5 percent.

Next slide. If the Board approves the equity investment by CMS, the percentages would change

as follows. First of all, with respect to GP, CMS 1 would not have a piece of the general partner; however, Mr. Kochenour and Ms. Evans, who were part of 3 the original partnership upon licensure, would hold a piece of that one --- well, actually, now 0.7 percent. But if you go across the top, Mr. Lubert at 52, Jonathan Lubert at 19, Michael Heller at 18, Barbara Evans at 5 and Ken Kochenour at 5.

The remaining partnership interest, you have Mr. Lubert adjusting to 36 percent, CMS at 30, Jonathan Lubert at 13.8, Michael Heller at 12.4, 12 Barbara Evans at 3.4 and Ken Kochenour at 3.4. So, that is effectively the financing part of this presentation. Effectively, what we're asking the Board to do primarily is approve two key things, which would be the 30 percent equity investment by CMS in this project and, secondly, to approve the revised ownership percentages that I've just reviewed.

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What I would like to do now is turn it over to Mr. Krauss. He's going to address one related but very important issue, which is the issue of whether there should be a change of control fee with respect to this 30 percent interest. Bob?

ATTORNEY KRAUSS:

Thank you very much. Mr. Chairman,

members of the Board, it's Robert Krauss, K-R-A-U-S-S,
Ballard Spahr. Let me go back just one step and talk
about 1328. I'm glad Christopher Craig's here today
as we spent a lot of time on these issues and when Act
71 was first passed.

Section 1328 originally was put in because of the remaining legislators who were concerned that applicants would get a license and then flip their license. And they would flip their license, and a lot of the legislators thought the license issued should be auctioned off.

And there was a lot of discussion that it would get a high auction fee and up front fee, but that the tax rate of that would be lower. So, which was better for the Commonwealth, to add more money up front or to have a higher tax rate, which goes on for a much longer period of time?

And so part of the backing and coordinating of all of that was to say, hold on. If somebody flips and they get their license and they immediately flip it to somebody else even before they open, the State ought to have a piece of that, because somebody should ---. Everybody was thinking what the front page of the <u>Inquirer</u> would look like and the rest of the newspapers would state and see that

somebody got a license and the State charged them \$50 million and they just flipped it for \$200 million or whatever the number was.

So the 1328 was put into the Act to be sure that that would be covered. And that was the original intent of 1328.

In this particular --- before we get into the nuts and bolts of 1328, in this particular transaction, we have always come before you and said, this is Ira. It's Ira's company. It was Ira's company before. It was Ira's company afterwards. It's Ira. And this is not a situation where somebody's flipping and getting anything out of it.

Ira's not getting anything out of it.

The money that's coming in from CMS, it's going into the project to fund the additional costs of the project as they've come, because of the passage of time and because of the table game situation. So, when people were doing it, it really wasn't there.

If there's any doubt about Ira's importance ---. Michael, will you go back to slide eight for a second? All those documents there, you see seven or eight different guarantees. Why are there seven or eight guarantees? Because every time the bank said, well, Ira, how do I know that's going

to happen, Ira said, because I'm going to make sure it happens and put it on paper. And so Ira's got those guarantees, not just one. He's got seven to make sure that everything happens.

So, this is Ira's project, it was Ira's project, it will continue to be Ira's project and not CMS, which is an approved partner now to have along on financing and structure to have, and that's very good. But this is not the kind of transaction that 1328 contemplated.

So, having said that, now let's look at 1328. 1328, interestingly, applies a fee on change in control, assuming there is a change in control --- we'll get there in a second --- to a --- and it excludes someone at the time of initial licensing and then payment of the slot machine license fee. Well, the license has not been issued to Valley Forge. It has been awarded, not yet issued.

And the license fee, of course, is not yet conveyed. So, the transfer we're asking for, which is equitably done already --- it's pending your approval, is all that it awaits --- is before the technical application of 1328.

And I can tell you, when we were drafting the legislation, there was a lot of discussion about

1 the difference between awarding and licensing. And the discussion all came down that everybody knew people had to know they had a license so they could go out and get financing and hire people.

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So that, therefore, distinction between awarding and licensing was made, and if you go through the Act, you will find in all sorts of places, sometimes it says award and sometimes it says licensing. And I can tell you probably each and every time, it was challenged which one it was supposed to be.

So this was well thought out. wasn't just a, woops, we used license here and we could've used award. No, every time it was used, the word license, it was well thought out. So, we have that, and what we got here is a technical provision that only applies to a licensee. And Valley Forge is not yet a licensee, and accordingly, it ought not to apply.

I want to go ---. Michael, let's skip ahead to 15. And let's talk about, for a minute, what we think is --- what we hope --- we know you will consider. First, under the technicalities of 1328, the license fee is not applicable, and therefore, no license fee should be applied here. It should be held that way, and we believe that is the correct reading of 1328. And it's also consistent with the intention of 1328.

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So let's now go forward and say --because we don't want to keep coming back, and hopefully we can get this all done at once. someone should decide, for whatever the reason, that 1328 does apply, then what is the amount of the fee?

1328 was clear in giving the Board, of course, the capability of reducing the fee but not less than zero. So, you couldn't go down to zero. 12 You had to have at least a dollar, so it had to be more than zero. That's the way 1328 was written.

And Commissioner Ginty, on December 18, 2007, moved in the first transfer transaction that --he said the \$2.5 million, that was for a Category 1 license that was being transferred, and that would be five percent of the license fee. And 1209 used to be clear on the application of the fee. It's just the original license fee. It's not the table games fee. It's 1209 and 1305, not 13A under the right section.

So if we were going to apply the same methodology that he adopted, absent other circumstances, which is what Commissioner Ginty's motion talked about, unless special circumstances

would indicate or dictate otherwise, the pure
application of that precedent which has been followed
by the Board in all but one other transfer case would
be five percent of the fee or \$250,000. So, we
believe that ---. Well, we believe the fee doesn't
apply at all. If it does apply, the maximum number
would be \$250,000.

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So now we are required to ask, are there any special circumstances that would dictate a different answer? And we submit to you that four years is a long time. Mr. Lubert and his investors have spent over \$6 million during that period of time in bank extension fees and other fees. And in today's world of getting any financing, it was a heroic task by them, holding it together for the last two years.

I remember going to the bank meetings, and after we had the license awarded, they said, good. When are we going to close? We said we hope in 90 days, and everybody said, good. Let's all get to work. And then of course there was the appeal, and we said, well, how long should the Supreme Court take? And we said, well, Supreme Court's taken four to six months in every other case, except the original case. And so we hoped for six months, and of course we got through the four to six months, and that didn't

happen.

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2 And then I get a call every Thursday, 3 hey, Bob, did you hear if there's going to be an opinion next Tuesday? And it came almost every Thursday. And of course, everybody ---. And a couple times we actually believed it and we revved up the machine again. We all took the papers out and started working on them again and, you know, we had to put the papers back away about three or four different times.

So that's starting and stopping was holding the bank together. You know banks. don't like to ---. They like certainty, and there was a great deal of uncertainty, and you must give this team credit for holding the whole thing together. was an amazing task.

So the second part that I think is important, talking about special circumstances or other circumstances, is Mr. Lubert testified back in 2008, hey, this is a work in process. It's still going. We'll be bringing here CMS as a part of the initial capitalization company. It isn't licensed yet. It's still not up and running.

And most companies that are being formed 24 have different ownership interests along the way while they get it all together, so this is really all part

of the initial capitalization of Valley Forge 1 2 Convention Center Partners. So, we don't think it's a 3 change in control at all. It's part of the initial capitalization. And of course, through half the litigation that we've been through, we haven't had to comment.

So, we respectfully request that the Board determine that 1328 does not apply because of the technical language in 1328 and because of the intention of the legislature when it was passed. And if the Board should determine that it does apply for whatever reason it determines, that the license fee be set at the lowest possible amount. Thank you very 14 much.

ATTORNEY KING:

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And that, in terms of the restructuring petition, is the conclusion of this presentation. We'd be happy to answer any question that you may have on this particular piece of why we're here today.

CHAIRMAN:

Thank you very much. Before we move over to Enforcement Counsel, just like to recognize Dan Tufano, who is here, representing Agriculture Secretary Greig. Welcome, Dan.

ATTORNEY TUFANO:

Thank you.

CHAIRMAN:

OEC?

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ATTORNEY DALE MILLER:

5 Thank you, Mr. Chairman, members of the My name is Dale Miller, D-A-L-E, M-I-L-L-E-R. I'm the Deputy Chief Enforcement Counsel for Eastern Region. With me at the table is Dustin Miller, D-U-S-T-I-N, no relation. He is Assistant to the 10 Enforcement Counsel for the Eastern Region. And if I may, Mr. Chairman, I'd like to ask a few questions. 11 12 Just to be clear ---. And I'll just ask a question. You all can determine who can best answer 13 14 it. You are not at this time asking the Board to 15 approve the change of control; is that correct? 16 ATTORNEY KRAUSS: 17

We're asking for the ---. We will be asking for CMS ---. The restructuring petition provides that CMS will become a 30 percent partner. That is in the restructuring petition.

ATTORNEY DALE MILLER:

So the answer is no; correct? You're not asking for a change of control?

ATTORNEY KING:

Yeah. Well, we don't believe there's a

change of control. There's a transfer to 30 percent interest in the entity that will continue to be run and operated by Mr. Lubert and his partners.

ATTORNEY KRAUSS:

It's not a transfer. It's an issuance, an original issuance of 30 percent. It's not a transfer from somebody to somebody. It's an original issuance.

ATTORNEY DALE MILLER:

I understand. I'm just asking, you are
requesting or not requesting a ---?

ATTORNEY KING:

Right.

ATTORNEY DALE MILLER:

It is not a change in control; okay. The corporate restructuring that you're asking for is based upon the submission of applications for CMS and affiliated entities. Have all those applications been submitted?

ATTORNEY KING:

Yes, sir.

ATTORNEY DALE MILLER:

The corporate restructuring that you're asking for and the percentage that you're asking for in your pleading, have those in any way changed from

the date of the pleading, which was July 9th, 2010?

2 <u>ATTORNEY KING:</u>

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No, and when they were submitted, they were proposed pending Board approval. It was not changed.

ATTORNEY DALE MILLER:

All right. Besides the \$30 million equity effusion by CMS, is there anyone else or any other entity that's going to or contemplated to effuse any other equity into the Valley Forge financing?

ATTORNEY KING:

No.

ATTORNEY KRAUSS:

needed, and partners necessary, as they already have the funds and fees that we've identified in the presentation will be made by a partner from time to time as required.

ATTORNEY KING:

Correct. No new partners.

ATTORNEY KRAUSS:

No new financing.

ATTORNEY DALE MILLER:

Oh, okay.

ATTORNEY KRAUSS:

30 And those partners, excuse me, will, you 1 2 know, submit their --- will pay their portion share. 3 ATTORNEY DALE MILLER: Has a slot machine license been issued to 4 Valley Forge? 6 ATTORNEY KING: Not yet, no. ATTORNEY DALE MILLER: 8 9 Okay. You stated on the record that you 10 contemplated filing a petition with the Board for a table game certificate. Can you give us an estimate 11 of when you will file such a request? 12 13 ATTORNEY KING: 14 Well, we would like to do it as soon as 15 the Board is ready to receive it. And I would presume that would be sometime over the summer. 16 17 ATTORNEY DALE MILLER: 18 That's all the questions I have, and I defer any further questions to the Board. 19 20 CHAIRMAN: 21 Thank you. Does OEC have a separate 22 presentation? 23 ATTORNEY DALE MILLER: 24 We do not, sir. 25 CHAIRMAN:

Okay. Thank you. Valley Forge, any follow-up questions for the Enforcement Counsel?

ATTORNEY KING:

Yes, sir. Just --- only housekeeping is we'd like to move our presentation into the record.

CHAIRMAN:

So noted, and it'll be moved into the record.

ATTORNEY DALE MILLER:

Mr. Chairman, I apologize for the interruption. We would like to make our position clear at the conclusion of the Board questions if we may.

CHAIRMAN:

Great. Thank you. With that I'll take questions from the Board. Commissioner Trujillo?

MR. TRUJILLO:

I guess where I'd like to start is on the resulting ownership. As I read your organizational chart pre and post, pre-completion of capitalization, as it's described, Mr. Lubert owns 51.422 percent, and post-completion of capitalization, Mr. Lubert owns 36.036 percent; am I correct?

ATTORNEY KING:

That's correct.

MR. TRUJILLO:

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And so, is there something in the corporate structure, in the corporate government's documents that ensures that Mr. Lubert's control, quote, unquote, is the same at 51.422 percent as it was at 36.036 percent?

ATTORNEY KING:

Yes, by virtue of the fact that he continues to hold majority interest in the general partner.

MR. TRUJILLO:

And walk me to the ---. And you're talking about the Valley Forge Convention Center 14 Partner, GP, LLC?

ATTORNEY KING:

Correct. And you'll see there that the interest that he maintains is 52.02 percent. previously, it only decreases a bit. Before the petition, if granted, his holding is 57.8 percent. But he continues to be the majority controlling partner of the GP, which then controls the underlying partnership.

MR. TRUJILLO:

24 So, what you have post restructuring, 25 then, is a financial participation that is diluted, but a control that remains unchanged, as I read this; am I correct?

ATTORNEY KING:

That's correct.

MR. TRUJILLO:

Okay. And Mr. Krauss, if this transaction were to be taking place not today but the day after the license was issued to your client, would you still be of the opinion that no change of control is taking place?

ATTORNEY KRAUSS:

I would be of the opinion that technically, no change of control is taking place, but under the way 1328 is drafted, if it took place the day after the license had been issued, then the technical language would apply. And then we would argue for special circumstances and drive the fee down as low as possible.

MR. TRUJILLO:

I understand. And I'm just trying to get a feel. We're going to speak as candid as I can. I just want to get to what's real, you know, what the substance of the transaction is. And then I'll state again what my concern is, and you can maybe just explain to me as best you can.

The notion of the entry of the 30 percent equity investor at this stage, post hearing, the 30 percent equity investor, I understand, is not a --- doesn't appear to be an issue whatsoever, but have not gone through the whole ---- the same licensing rigor from start to finish. So to me, the notion of --- and we could just as easily postpone a decision on this issue until after the issuance of the license.

And so I guess I'm just trying to avoid cuteness with respect to the license. I want to get just to the substance of what's really going on here.

And it seems to me that the 30 percent is still greater than the 20 percent, and so under the language of the statute, if you want to talk intent, it seems to me that somebody entering --- and that you can flip an option just as easily as you can flip a license.

And so I don't know that there's a great deal of difference between the transfer or the entry, whether it's an initial capitalization entry of a 30 percent investor, than there is selling somebody's interest to that same person. So, maybe you can help me with that, because I'm still struggling with the substance of the transaction.

ATTORNEY KRAUSS:

We struggled with it, too, so ---. Ir

fact there is no change of control, in fact. We've
just been over that. Under Pennsylvania law, the
general partner controls the partnership and Ira
Lubert controls the general partner and controlled it
before and controlled it after. So just forget the
technicalities. In fact there is no change in
control.

MR. TRUJILLO:

But with respect to the Gaming Act, is what I'm talking about.

ATTORNEY KRAUSS:

Well, now, under the way 1328 was drafted ---. We picked 20 percent, by the way, because that's what the Pennsylvania anti-takeover statute used, and that's why the 20 percent was used. And it was kind of a benchmark that we wanted to point to to say, hey, that's the right number.

Nobody made a distinction between the partnership interests and general partnership interest of voting and not voting and everything else, and then as I recall, there were no such discussions. And I think under the technical language, if you want to go, as you just did, then there would be an issuance of more than 20 percent.

Now, the difference, though, is, again,

changing control connotes transfer. There is no transfer here. There's no issuance. So you ask me if it happened two days later, what would that ---?

Well, if we didn't meet your approval, we would've issued CMS their 30 percent a long time ago.

And we were waiting. We had to wait while the Supreme Court was doing its actions under the law. We were all frozen during that period of time, so you're right.

MR. TRUJILLO:

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11 With respect to the guarantees of Mr. Lubert, I think you'd mentioned there were seven 12 13 quarantees. How many of them, Mr. Lubert, are you 14 personally guaranteeing, rather than having ---? 15 Because I understand ---. I know several entities were the ones, as I understood them, to be guarantees, 16 17 because ---. I know you can't wait to answer this 18 question. I can tell.

ATTORNEY KRAUSS:

Thank you very much.

MR. LUBERT:

All seven.

MR. TRUJILLO:

Okay. That was intended to be outside.

25 And the \$6.025 million of expenses and the like,

what's happened with that 6.025? Has that gone back out or is that still within the transaction?

MR. LUBERT:

That's still in the transaction.

MR. TRUJILLO:

And then finally --- I think finally, which we're showing you, with the ---? One thing I didn't quite understand, but I think I understand is that my horrible math indicates that for 30 percent equity CMS, 30 percent, they're adding --- putting in about 22 percent of the total of project cost, because, again, my bad math is ---. Okay. That \$30 million divided between \$136 million change, and I end up at around 22 percent.

So they're getting about ---? Am I correct; it'd be eight percent premium, if you will, because of the equity component? Or can you explain to me why they're getting a little bit of a bump on their ---? I don't think it's because you're a bad negotiator, Mr. Lubert, so I ---.

MR. LUBERT:

I'm going to approach it that way.

Actually, it was used before table games were passed

to that you have to take into consideration of

approximately \$30 million increase in cost, or more

38 1 than that. It really wasn't part of the process. It's just ---. So, we didn't know exactly what the 3 number was going to be. So, you requested a lot of things. 4 request also the tough economic times that we were confronted with at the time. MR. TRUJILLO: And what was the time of the commitment, 8 or at least ---. And I won't say commitment for 10 purposes of speaking to, but actually, you know, when was this whole thing conceptualized, that CMS would be 11 12 the \$30 million --- or it doesn't have to be the even \$30 million, but had ---. Yeah, go ahead. 13 14 ATTORNEY KING: 15 Yeah, if you would recall from last week. 16 MR. TRUJILLO: 17 Last week, yeah ---. 18 ATTORNEY KING: 19 There was a term sheet that was signed in 20 August ---MR. TRUJILLO: 21 22 2010? 23 ATTORNEY KING: 24 --- of 2010, yeah. And I was just 25 pointing out, you know, again, one of the special

circumstances was the reason why that discussion happened was because of the passage of Act One. And you know, we believe that we're going to have to spend additional costs that need to be addressed with, you know, Act One, so ---.

MR. TRUJILLO:

And I thought that was my last question.

MR. LUBERT:

When I sat before this --- the last time I was here and pledged that I would get this financed, table games were two to three years away, if ever.

And right after that happened, which is a positive for everyone, the cost of proposals that we were getting were such that we felt it was necessary to make sure to fill the pledging obligation that we were properly capitalized. That's when these conversations started, culminating with this term sheet.

MR. TRUJILLO:

And one final, I think, is ---. Mr.

Krauss or anyone can take a stab at this. If we were to determine that a change of control has taken place and a changing of control fee does apply, and if we were to --- and I don't think it was meant to dissent, but if we were to give credit to Commissioner Ginty's view of the five percent maximum, what's your bogy on

what the license fee cost could be? And if we took into consideration the circumstances over the last couple of years that your client has found itself in, what's your bogy?

ATTORNEY KING:

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I can stab at it. Yeah, I think that we can see where the staff has come to find that maybe offer a compromise position. I mean first of all, it shouldn't be \$2.5 million for the reasons we stated. It should be proportional to what's gone on with the whole transfer of an entity. And that's where that \$2.5 million came in.

ATTORNEY KRAUSS:

Excuse me. 1328 talks about a proportionate reduction.

MR. TRUJILLO:

I understand, I understand.

ATTORNEY KING:

So what we've just been talking about 20 here is if you continue on with that logic where we don't have a full transfer of 100 percent, and we don't have a transfer of control, technically, not 1328, then it wouldn't be logical to say it should be 30 percent of \$250,000.

MR. TRUJILLO:

1 if you can, to slide seven. Make sure I understand this right. The total loan commitments, Mr. King, I 3 thought I heard you say were \$100 million, so if I'm reading this chart right, the \$40 million from Susquehanna gets swapped out with the \$40 million from Can-Am at the end of the day? ATTORNEY KING: That's assuming the Board approves the 8 Can-Am transaction. 10 CHAIRMAN: 11 Right. So what happens ---? My question 12 is, what happens if Can-Am is not approved? 13 ATTORNEY KRAUSS: 14 It goes back to what I was talking about. 15 There's a loan quarantee by Ira Lubert ---16 CHAIRMAN: 17 Okay. 18 ATTORNEY KRAUSS: 19 --- and other partners. 20 CHAIRMAN: So if Can-Am is not approved, the bridge 21 22 loan commitment from Susquehanna stays in place? 23 ATTORNEY KING: 24 Yes. 25 ATTORNEY KRAUSS:

For 18 months, and that has to be 1 2 replaced. And if it's not replaced, then it's on Mr. 3 Lubert to replace it. 4 CHAIRMAN: 5 Thank you. Commissioner Trujillo? 6 MR. TRUJILLO: 7 One follow-up to that. Does anybody other than Mr. Lubert act as a backstop on these loans? 10 ATTORNEY KRAUSS: 11 Okay. Mr. Lubert is and CMS is, to a 12 degree, and the other partners are to their 13 percentage. 14 MR. TRUJILLO: 15 So are they proportionate ---. ATTORNEY KRAUSS: 16 Those banks --- said at the meeting last 17 18 week. You know how banks operate. If they want to go after somebody, they go after the one person and let 19 20 that person worry about it, so ---. 21 MR. TRUJILLO: 22 So is it proportionate to their equity 23 participation, and they're limited, or what's the 24 | proportion? 25 MR. LUBERT:

44 1 It's proportionate to their ownership 2 interest. 3 MR. TRUJILLO: Okay. Thank you. 4 5 CHAIRMAN: 6 Commissioner McCall? MR. MCCALL: Just a question for clarification in my 8 own mind. I understand this is ---. \$130 million is 10 invested, but the \$23 million, additional dollars that you were budgeting in this plan, how much of that \$23 11 12 million is inflationary, and how much of it is 13 actually invested in the infrastructure and the 14 building of the --- the expanding of the facilities? 15 MR. LUBERT: 16 Interesting question. Actually, all 17 additional costs, no inflationary dollars at all, 18 zero. 19 MR. MCCALL: 20 Thank you. 21 CHAIRMAN: 22 Okay. Any other questions? Okay. Mr. 23 Miller, you want to make one last statement? 24 ATTORNEY DALE MILLER: 25 Yes, Mr. Chairman, members of the Board.

I want to make the position clear or the OEC. First of all, when the petition was filed, the OEC made a number of suggestions to the petition, some of which involved --- required that Valley Forge make a presentation at a public hearing. They've done that, and for the record, we do not object to the corporate restructuring and withdraw those objections at this time.

However, with regard to the payment of a fee in Section 28 --- or excuse me, 1328 and whether that is applicable or not, we do have a recommendation. We understand that Valley Forge is not seeking a change of control here. That's why I specifically asked them that question. They're not seeking a change of control, because as Commissioner Ginty said, they don't have a license. And you have to have a license issued to you in order to do that.

So we don't believe that Section 1328 directly applies in this case. Therefore, we don't think it's technically a change of control, but we recommend that this transaction be treated similarly to a change of control.

Now, the Board can do that in two ways.

The Board, as Commissioner Trujillo stated, can defer action on this until Valley Forge's license is issued.

1 And at that point, Valley Forge would either have to repetition and ask for a change of control of the issued license, or the Board can make a decision on this request after the license is issued, and it would in fact be a change in control under 1328.

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The other thing the Board can do is to condition the issuance of the license, when it is in fact time to issue that license, on the payment of a fee. The Board under Section 1202(b)(12) of the Act has the discretion to issue, renew, condition or deny the issuance of a slot machine license. You could condition any license any way you see fit.

If you decide to do that, we recommend that you condition the license for the payment of a fee, and that fee should be in line with what the Board has done in the past, \$250,000, which is the percentage of the original fee for the license in the first place. It's up to the Board. The Board has the discretion on this, and the Board can do whatever it feels is appropriate in this matter.

We feel that Valley Forge has a very valuable commodity in the gaming license. In this particular ---. And that license is worth a lot of money. In this particular case, had the license been issued, this would in fact be a change in control, and 1 the fee would be required. The Board is not permitted to not assess a fee on change of control. I think 1328 is clear on that.

That would be our recommendation, those two options, and it's up to the Board to decide which one to --- or any --- to take. Thank you.

CHAIRMAN:

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Any questions?

ATTORNEY KRAUSS:

Chairman, if I might?

CHAIRMAN:

Yes.

ATTORNEY KRAUSS:

We would just respectfully request that whatever decision the Board makes that it then make a complete, finished decision. All of the financing is contingent on everything else happening, and we can't have things that happen later, because CMS has to come in to complete the financing package, and we have to get this thing going already. So whatever your decision is, we respectfully request a final decision. Thank you.

CHAIRMAN:

24 I have a couple questions for Mr. Miller.

25 Mr. Miller, I think we heard here today that the change of control trigger, if you will, doesn't apply here. You're not moved by that?

ATTORNEY DALE MILLER:

The change of control trigger, sir?

CHAIRMAN:

Right. They do not have a slot machine

license?

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ATTORNEY DALE MILLER:

A slot machine license has not been issued to Valley Forge; that is correct.

CHAIRMAN:

So how do you square with your recommendation that we charge them a change of control 14 fee?

ATTORNEY DALE MILLER:

I'm not saying that you charge them the change of control fee. I'm recommending that you condition their license upon the payment of \$250,000. That would be the amount of a change of control fee that we would recommend had a license been issued and this was a natural change of control.

It's clearly, technically, not a change 23 of control. However, we're recommending that you treat it like one and condition the license on the payment of the fee. You have the discretion.

1 have the ability under the Act to condition the 2 license in any way you feel is appropriate.

We're offering that as an option,

because, again, we're dealing with technicalities

here. If the license was issued tomorrow and you made

a decision the next day, they'd have to pay the fee.

I'm not saying that they are in any way --- Valley

Forge is in any way attempting to avoid the payment of

the fee, but the facts are the facts, and they're not

going to change.

CHAIRMAN:

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Well, the facts are that the change in control fee, as we sit here today, in this matter before us doesn't apply.

ATTORNEY DALE MILLER:

That is correct.

CHAIRMAN:

Are you not moved by the fact that they had at least two years of delay because of the Supreme Court decision that was beyond their control?

ATTORNEY DALE MILLER:

I understand Valley Forge's position. I understand the circumstances surrounding the license and the problems they've had with the long wait, and I'm absolutely ---. I am sympathetic, I am. I'm just

offering the Board options because of the technicalities involved in this case. Were I 3 representing Valley Forge, I'm certain that I would be arguing the same --- in the same way. But I'm not. I don't represent Valley Forge. I represent the Board. 6

CHAIRMAN:

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All right. Thank you. Any other questions? Okay.

MR. TRUJILLO:

I don't want to beat a dead horse, but I just want to ---.

CHAIRMAN:

Sure. Commissioner Trujillo?

MR. TRUJILLO:

Do I understand you, then, to take the position that the basis for the Board's alternative action to impose --- to condition the issuance of the license on the payment fee is because, in effect, the substance of the transaction is the equivalent of a change in control, but that it technically does not 21 meet the standard change of control; is that ---?

ATTORNEY DALE MILLER:

That is correct.

MR. TRUJILLO:

Okay. Thank you. That's all I have.

1 CHAIRMAN: 2 Thank you. Okay. With that, the matter 3 is now closed ---ATTORNEY KRAUSS: 4 5 Thank you. 6 CHAIRMAN: 7 I'm sorry. Mr. Krauss? --- and ---. ATTORNEY KRAUSS: 8 9 Thank you. 10 CHAIRMAN: 11 Okay. 12 13 HEARING CONCLUDED AT 11:00 A.M. 14 15 16 CERTIFICATE 17 I hereby certify that the foregoing 18 19 proceedings, hearing held before Chairman Fajt, was 20 reported by me on 04/28/2011 and that I Cynthia Piro 21 Simpson read this transcript and that I attest that 22 this transcript is a true and accurate record of the 23 proceeding. 24 25