



Petition to Possess Slot Machines and Non-Electronic Gaming Tables under §463a.1(b)(4)

The Pennsylvania State University

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Penn State's School of Hospitality Management

- Mission to lead the profession and serve the Commonwealth and global communities through education, research, and service
- Founded 1937
- Highly-ranked bachelor and doctoral degrees in HM
 - 8th Largest undergraduate major at University Park
 - Engaged and active alumni – 9,244 living HM alums
- Emphasis in various sectors offered through electives:
 - Casino and gaming management
 - Revenue management
 - Meetings and event management
 - Real estate and asset management
- Consistently strong placement rates (above 90%)

Casino Emphasis within B.S. in Hospitality Management

- 4 courses:
 - Introduction to the Gaming and Casino Industry
 - Gaming Operations Management
 - Casino Marketing
 - Issues in Gaming
- Casino Management Student Organization “Club”
- Visits to casino operators in Pennsylvania and beyond

Course Content – Overview

- Introduction to the Gaming and Casino Industry
 - Compare and contrast repeater market casinos to integrated resorts
 - Overview of the games that generate the most revenue and organizational structure
- Gaming Operations Management
 - Case study based exploration of casino management
 - Slot floor layout, operation of F&B outlets, exploration of lottery promotions
- Casino Marketing
 - Database marketing, measuring player value by the theoretical win they generate
 - Contrast matchplay offers, discounting programs, to dead chip offers
- Issues in Gaming
 - Students explore the issues facing the industry by reading and discussing white papers from the American Gaming Association and other sources; topics include problem gaming, smoking, diversity, among others

Casino Management Student Organization

- Provides professional development for students interested in gaming and casino management
- Extends classroom walls with experiential learning
- Support of our 'beyond the classroom' efforts
- Connects alumni, industry, and students within the profession to build networks
- Provides leadership development for upper level students to lead and organize trips

Select Recent Site Visits

- Sands Bethlehem
- Rivers Casino
- Hollywood Casino at Penn National Raceway
- Las Vegas
 - Including attendance of G2E conference
- Atlantic City
- Macau



Early Success Stories

Greg Butto

2013 - Sophomore year internship at Sands Bethlehem as Pit Clerk

2014 - Junior year internship at the Rio in Las Vegas as Blackjack Dealer

2015 - Hired as dealer at Wynn Las Vegas upon graduation

2016 – Hired by MGM Resorts to open National Harbor as Table Games Floor Supervisor

Kassie Miller

2013 – Internship at The Cosmopolitan in Las Vegas in Events Department

2014 - MGM Resorts Management Program – in Slot Marketing

2016 – After two internal promotions, Kassie was just named the Manager of Slot Marketing for the Bellagio Resort

Nick Sheleman

2013 - Internship at The Hollywood at Penn National Racetrack

2014 - Slot technician at The Hollywood at Penn National Racetrack

2015 – Slot Tech Supervisor

2016 - Slot Tech Assistant Manager

Questions

*Thank you for your consideration
of our petition.*