

Penn Harris Gaming, L.P.

PENN HARRIS
Gaming



Penn Harris Partners



*A Wealth of
Experience*

CMS Companies

Kenneth Kochenour

John Donnelly & Michael Sklar



CMS Companies Experience

- Private Equity and Real Estate Investment Firm Founded in 1969
- Current real estate portfolio includes 23 full service hotels, 16,000 apartment units, medical office and retail
- Private Equity capital raised from direct investor relationships
- Named an “Institutional Philanthropist of the Year” by National Society of Fund Raising Executives

CMS Companies Experience

- Nationwide hospitality portfolio includes: Doubletree Santa Monica; Paradise Valley Doubletree Resort; Hilton Suites Chicago; Hilton Manhattan East; Marriott Colorado Springs; and Westin Tysons Corner



Kenneth Kochenour Experience

- Founder and CEO, GF Management – Hotel Owner and Management Company
- Operated more than 225 properties in 27 states
 - Currently operates 100 properties; 16,000 rooms under management
- Annual revenue approximately \$300 million (2009)



Team Members

*A Wealth of Casino
Experience*

- **Keating Building Corporation**
- **SOSH Architects**
- **Orth Rodgers,
Traffic Engineer**
- **Gaming Market Advisors**



Keating Building Corporation



Daniel J. Keating, III, Partner (Chairman & CEO)

- Founded in 1976 & headquartered in Philadelphia
- Completed more than 500 commercial & institutional projects valued at over \$7 billion
- More than \$1 billion gaming/hotel/entertainment projects completed or underway, including:
 - Eight casinos – 7,500+ slots
 - Ten hotels – 4,330 rooms

Keating Building Corporation

Keating Building Corporation



Bally's Park Place "Wild Wild West" Casino - Atlantic City, NJ

- Key role in many important local projects
- Consistently listed as one of the “Top Construction Managers & General Contractors” by Engineering News Record
- Over 35 years experience in construction & real estate development
- Recognized as an industry leader in diversity participation

Keating Building Corporation

PENN HARRIS
Gaming

Keating Building Corporation

Pennsylvania Casino projects:

- Hollywood Casino
- Mohegan Sun
- Rivers Casino
- Sugarhouse Casino



SOSH Architects

PENN HARRIS
Gaming



- **Founded in 1979**
- **Offices in Atlantic City and New York**
- **Grown from four partners to more than 75 professional and support personnel**

SOSH Architects

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A Wealth of Casino Experience

Projects Include:

- Harrah's Chester Casino & Racetrack
- Black Rock Resort Casino
- Disney ESPN Zone
- Fantasy Springs Casino Resort
- New York Casino – Moscow
- Trump Taj Mahal Spice Road



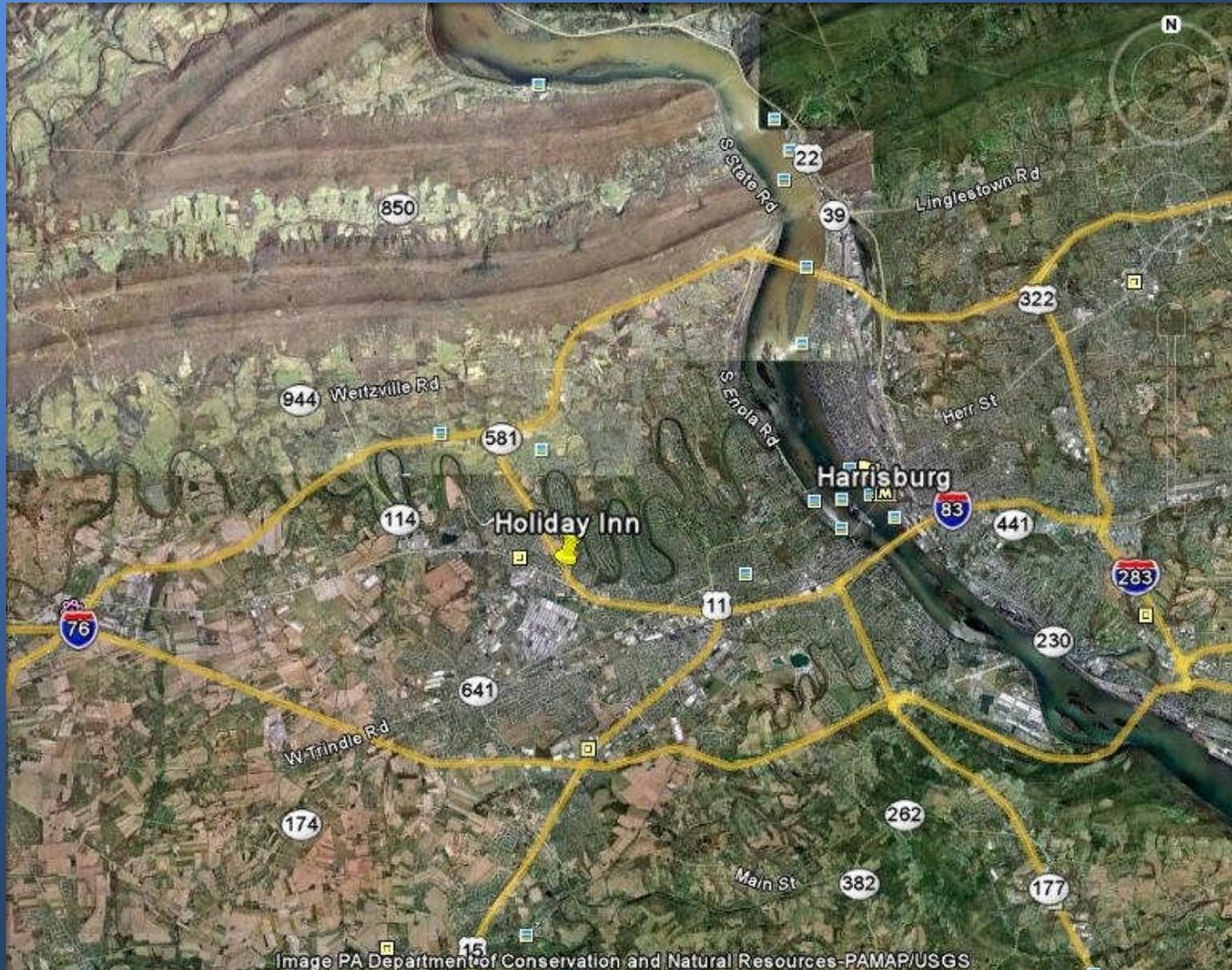
Holiday Inn Harrisburg West Site

Outstanding Highway Access



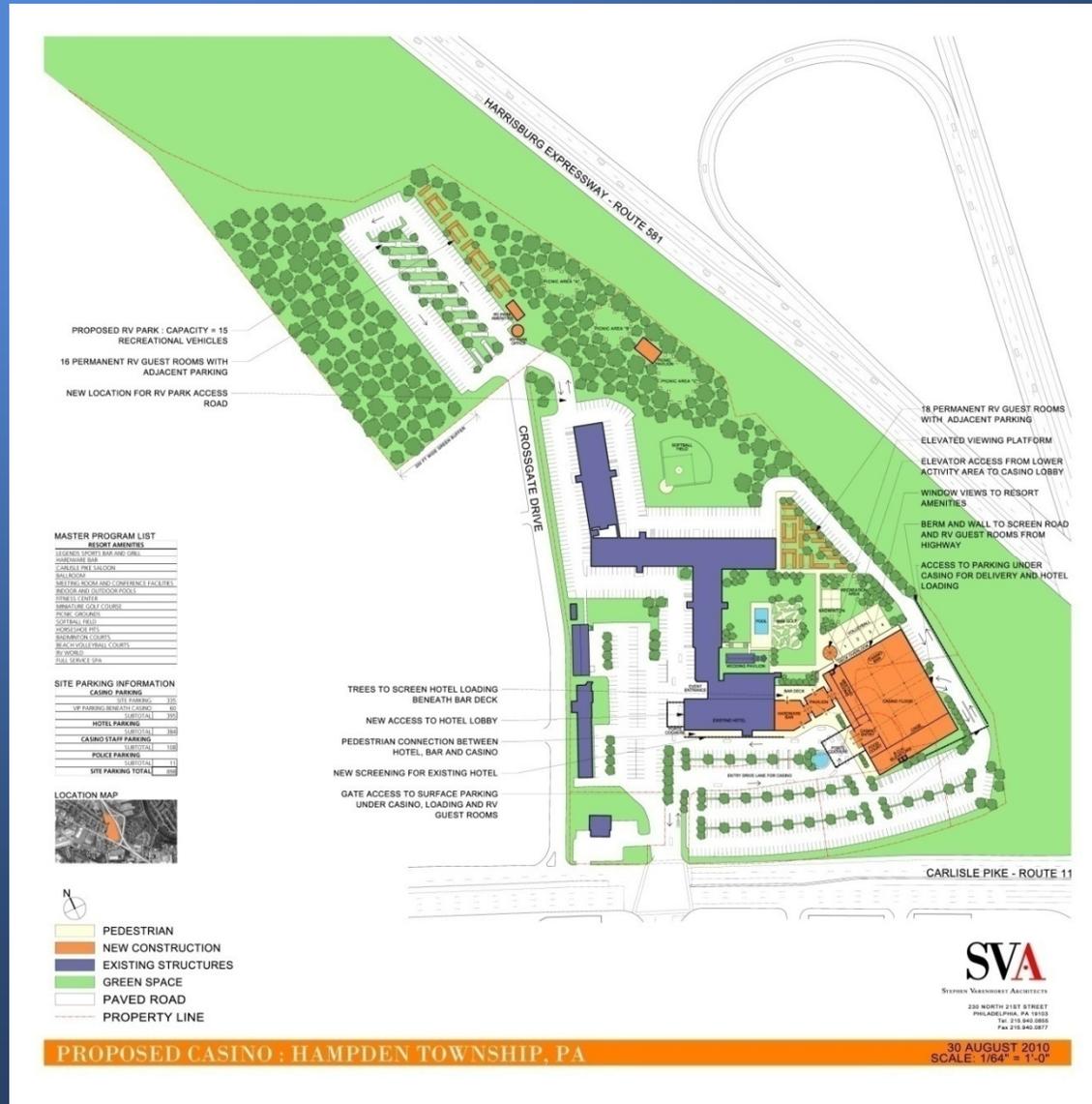
Holiday Inn Harrisburg West Site

Outstanding Highway Access



Project Development

Large, Flexible Site (22.5 Acres)



Project Development



- 600 Slot Machines
- 50 Table Games

Project Development



Timeline

- Completion nine months from issuance of license

Budget

- \$75 million

Existing Resort Amenities

- Legends Sports Bar and Grill
- Hardware Bar
- Carlisle Pike Saloon
- Miniature Golf Course
- Beach Volleyball Courts
- Picnic Grove
- Fitness Center
- 24 Hour Business Center
- Horseshoe Courts
- Indoor Pool
- Outdoor Pool
- Meeting, Convention, Ballroom and Event Space
- Multi-purpose field for baseball, softball and other sports
- Badminton Courts
- Croquet Courts
- RV World (coming)
- Membership programs to be established



Commitment to Diversity

- Committed to recruiting, employing, training and advancing people without regard to race, color, national origin, ancestry, sex, sexual orientation, sexual identity and expression, marital status, family status, lifestyle, age, culture, religion, military and veteran status, citizenship, or disability.
- Committed to working with local Hampden Township and Cumberland County vendors, suppliers and contractors, and ensuring inclusion of MBE/WBE businesses.
- Will require contractors and vendors to practice equal opportunity policies when they deal with others.

Responsible Gaming

- Will strictly enforce prohibition on underage gaming
- Will train all employees in the recognition of problem gaming
- Will post notices throughout casino and in advertisements regarding where problem gamblers can seek help
- Assist patrons to self-exclude and enforce self-exclusion

Economic Impacts: Taxes

From Slot Machines (annually)

State Gaming Fund (34%)	\$23,082,600
Race Horse Development Fund (12%)	\$8,146,800
Economic Development Fund (5%)	\$3,394,500
Hampden Township (2%)	\$1,357,800
Cumberland County (2%)	\$1,357,800
TOTAL	\$37,339,500

From Table Games (annually)

State General Fund (14%)	\$3,066,000
Hampden Township (1%)	\$219,000
Cumberland County (1%)	\$219,000
TOTAL	\$3,504,000

Economic Impacts: Jobs

- 300 permanent jobs from operations
- Average wage with benefits: \$40,000 per year
- Approximately 250-300 construction jobs

Why Penn Harris



Location, Location, Location

- **Best Location**
- **Best Site**
- **Best Tourism/Travel Market**
- **Experienced Team**
- **Will Not Cannibalize Existing Operators**
- **Significant Economic Benefits**
 - **Tax Revenues**
 - **Jobs**