



License Renewal Hearing
June 16, 2011



Greg Carlin

Chief Executive Officer

Wendy Hamilton

General Manager

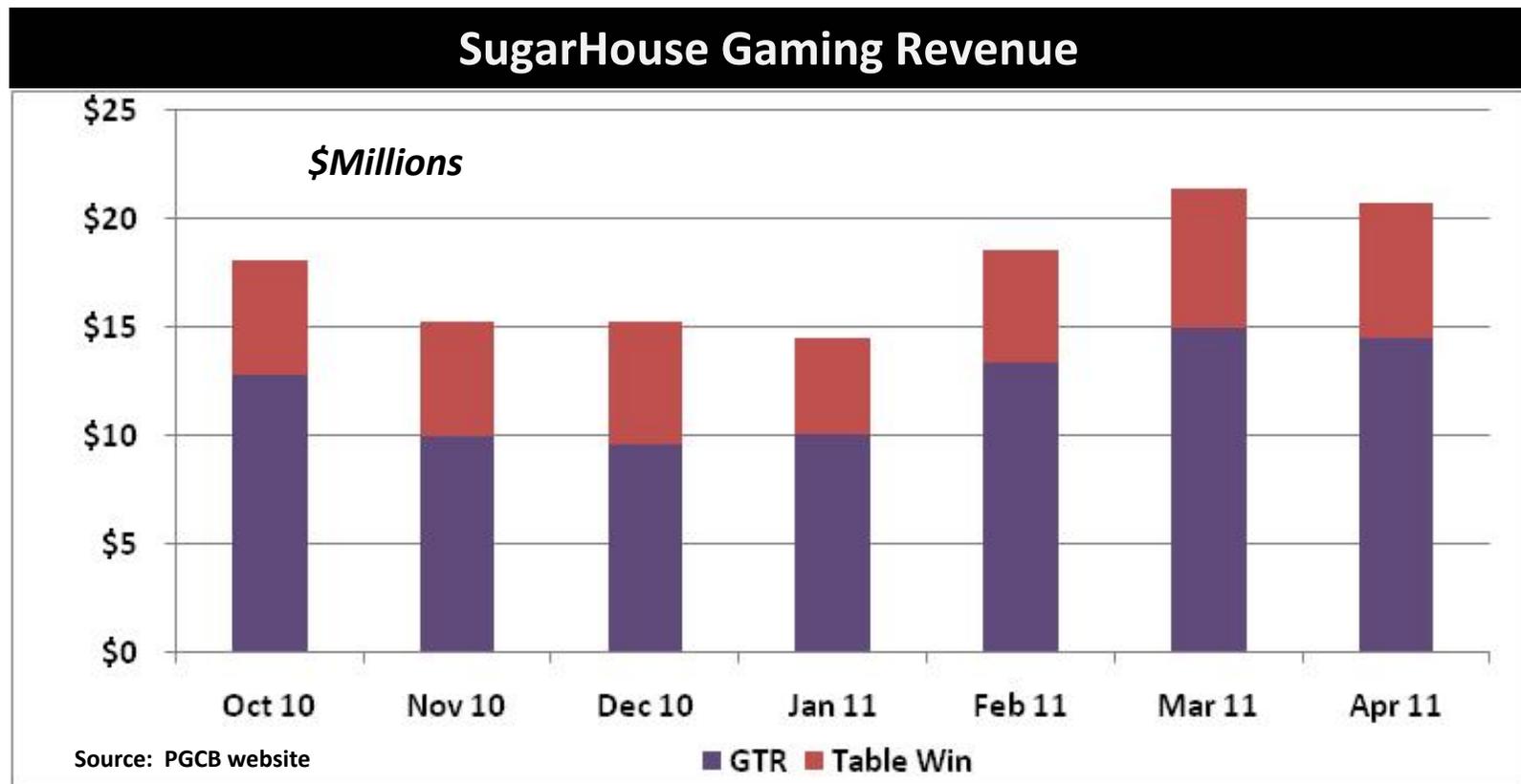
Commitments Delivered

- **Economic Impact**
- **Team Members**
- **Community**



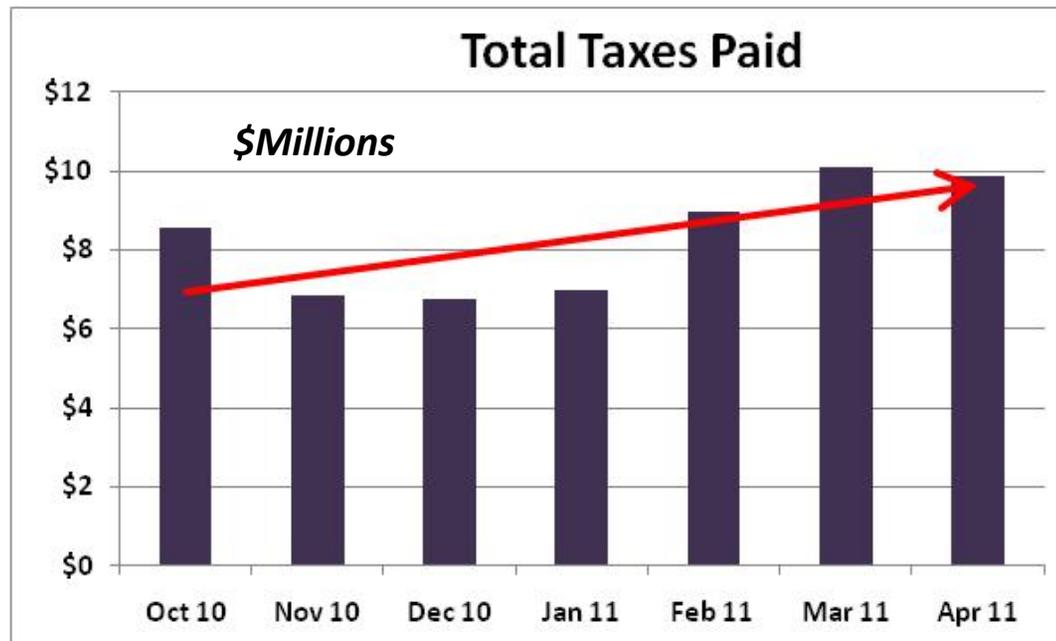
Economic Impact

- **SugarHouse Revenues Are Growing**
 - Customer database is gaining critical mass
 - Revenue per table is highest in PA by a wide margin



Economic Impact

- **Over \$61M Paid to the Commonwealth of Pennsylvania and City of Philadelphia Sept 2010 – Apr 2011**
 - Includes gaming taxes, payroll taxes and all city taxes ¹
- **40.5% Increase in Gaming Taxes Feb – Apr 2011 vs. Nov 2010 – Jan 2011**



1 - City taxes include: Settlement Tax, Property Tax, Business Use & Occupancy Tax & Business Privilege Tax

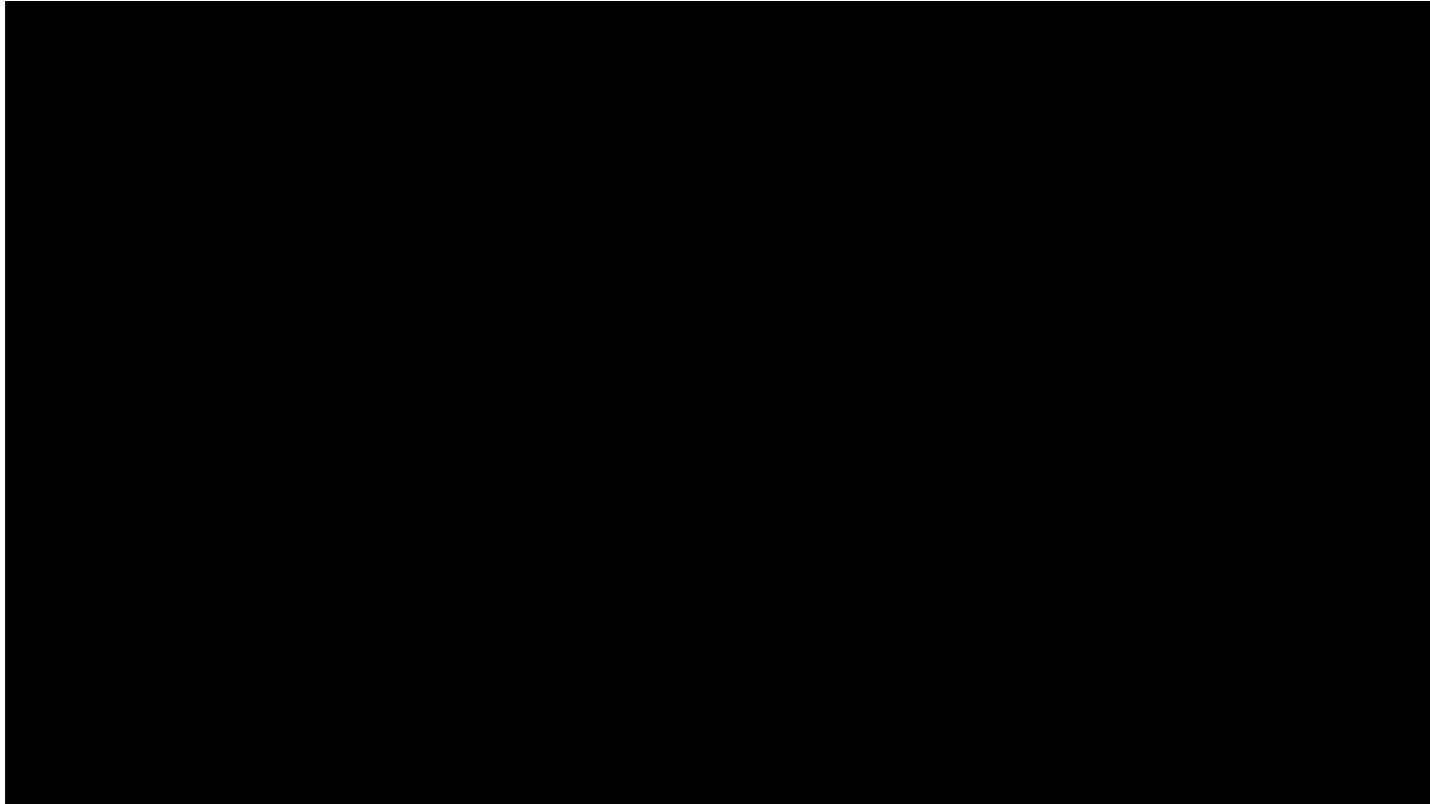
Economic Impact



- **500 Construction Jobs Created**
- **>1,000 Operating Jobs Created**
- **Table Games Expansion Will Grow Revenue and Taxes and Create Additional Jobs**
- **Community Benefits Agreement – Paid \$680K to Date**



Video



Patricia Tuck

VP of Human Resources

Employment Statistics

Job Creation

	# Team Members	% of Total
Women	352	36%
Minority	325	33%
Philadelphia Residents	515	52%
PA Residents	640	65%
Total Team Members	1,008	

- **93% of SugarHouse Workforce Are Full Time Team Members**

Data as of May 31, 2011

Recruitment & Training Efforts

- **Community Partnerships**
 - CIS Exemplary Employer Award
 - Neighborhood organizations

- **Dealer Schools**
 - Second school currently underway
 - No tuition costs



Competitive Employment Package

- **Competitive Wages**
- **Medical Benefits**
 - 73% of eligible team members are participating in company plan
 - SugarHouse funds majority of health care premium costs
- **401K**
 - Company sponsored 401K plan offers matching contributions for all full-time team members
 - Immediate 100% vesting
 - **95%** of eligible team members are participating in company sponsored plan



Team Members Community Support

- 250 Turkeys Donated to Local Charities
- Adopt-A-Family Gift Program
- American Red Cross Blood Drive
- Susan G. Komen Race for the Cure
 - “Pink Heart” Award for Race for the Cure Team



Career Opportunities

- **Personal Story**

- Anthony Cassidy, Player Services Agent
- Fairy Mercado, Sweetie
- Jamila Lomon, Dealer
- Robert Bader, Security Officer
- Rachel Spencer, Operations Shift Manager
- Joe Delgado, Player Services Agent
- Tom Rafter, Facilities Manager

Joe Martin

PA Director of Procurement &
Supplier Diversity

Supplier Diversity

\$000's	Q1 2011	
	Spend	%
Minority/Women Owned Business	\$326	7.8%
Local Business Enterprise (LBE)	\$1,887	45.0%
Total Pennsylvania	\$2,864	68.3%

Non Construction Spend

Supplier Diversity

- **Outreach & Inclusion**

- Organization Meetings

- African American Chamber to the Women's Business Enterprise Council
- 3rd Party Certification
- Quarterly Bid Meetings
- Tier II Vendors
- Website
- Tracking & Reporting

- “How To Do Business With SugarHouse Casino”



**AFRICAN-AMERICAN
CHAMBER OF COMMERCE**
Pennsylvania • New Jersey • Delaware

Leigh Whitaker

Director of Communications

Special Services District

- **Penn Treaty Special Services District - \$680K to Date**
 - Next contribution of \$500K on Oct 8, 2011
- **SSD College Internship & Training Programs**
- **Rush Rewards Plus**



Community Partnerships

- **NYE Fireworks**
- **Annual Community Holiday Party**
- **Race Street Pier**
- **Mummers Appreciation Party 1/24**
- **“Be Our Guest” Hospitality Party on 4/21**
- **Police Appreciation Party & Bike Donation 5/12**
- **WMGK Veterans Radioathon Pre-Party 6/13**
- **Cabbie Appreciation Day 6/14**
- **Concert in the Park 6/21**



Community Speakers



Maggie O'Brien

President

Fishtown Action (FACT)

Community Speakers

PENN TREATY SPECIAL
SERVICES DISTRICT

Joseph Rafter, Jr. Chairman

Penn Treaty Special Services
District

SSD Projects



Community Speakers

PENN TREATY SPECIAL
SERVICES DISTRICT

Richard Levins

Board Member/Rules and
Regulations Director

Penn Treaty Special Services District

Conclusion



Appendix

Recruitment Partners



- Philadelphia Workforce Development Corporation (PWDC)
- Greater Philadelphia Urban Affairs Coalition (GPUAC)
- People's Emergency Center (PEC)
- Opportunities Industrialization Center, Inc. (OIC)
- National Comprehensive Center for Fathers
- Community Integrated Services, Inc.
- Urban League of Philadelphia
- West Philadelphia Coalition of Neighborhoods and Businesses
- The Welcoming Center for New Pennsylvanians
- Pennsylvania CareerLink
- KRA Corporation
- Pathways PA
- COMHAR, Inc.
- Dynamic Staffing
- Spin, Inc.
- Career Team
- America Works
- Congreso
- New Wave Resources
- Lutheran Settlement House

Diversity Outreach

- **Group Leader Meetings**
 - African American Chamber of Commerce
 - Asian American Chamber of Commerce
 - Greater Philadelphia Hispanic Chamber of Commerce
 - Minority Supplier Development Council of PA-NJ-DE
 - PA Minority Business Enterprise Center
 - West Philadelphia Coalition of Neighborhoods & Businesses
 - Women’s Business Enterprise National Council
- **Group Membership Presentations “How To Do Business With SugarHouse Casino”**
 - African American Chamber of Commerce
 - Greater Philadelphia Hispanic Chamber of Commerce
 - Minority Supplier Development Council of PA-NJ-DE
 - PA Minority Business Enterprise Center
 - West Philadelphia Coalition of Neighborhoods & Businesses

SSD Funded Projects

- Irrigation System and New Dugouts for Hetzell Recreation Center Field
- Desk Computers and Laptops for St. Laurentius School's Technology Center
- Uniforms and Equipment for Fishtown Athletic Club
- Computer Equipment for Neumann Senior Center
- New Books for the Rodriguez Branch of the Free Library
- Part-time Administrator and Art Program Scholarships for NLArts
- New Fencing for the Orianna Hill Dog Park
- Technology and Facility Upgrades for St. Peter's School
- Repairs to Elm Tree VFW Post
- Tree Trimming and Sidewalk Replacement at the Palmer Cemetery
- Senior Citizen Trips and Other Programming for the Lutheran Settlement
- Basketball Court, Paint and Floor Refurbishment and New Scoreboard for Towey Playground
- Concert Series, Portable Stage, Park Events and Maintenance for Penn Treaty Park
- Athletic Equipment, Trophies, Award Ceremony and Air Conditioning for the Hancock Advisory Council
- Programming, New Carpet and Foyer Flooring for the Fishtown Library