

# **MOUNT AIRY CASINO**



**Pennsylvania Gaming Control Board  
Petitions for Approval of Casino Floor Reconfiguration**

**November 22, 2011**

## Requesting Approval for the following:

- Reduce the number of slot machines from 2,275 to 2,075
- Relocate the existing Poker Room to the 3<sup>rd</sup> floor casino
- Relocate the High Limit Slot Room to the former Poker Room space

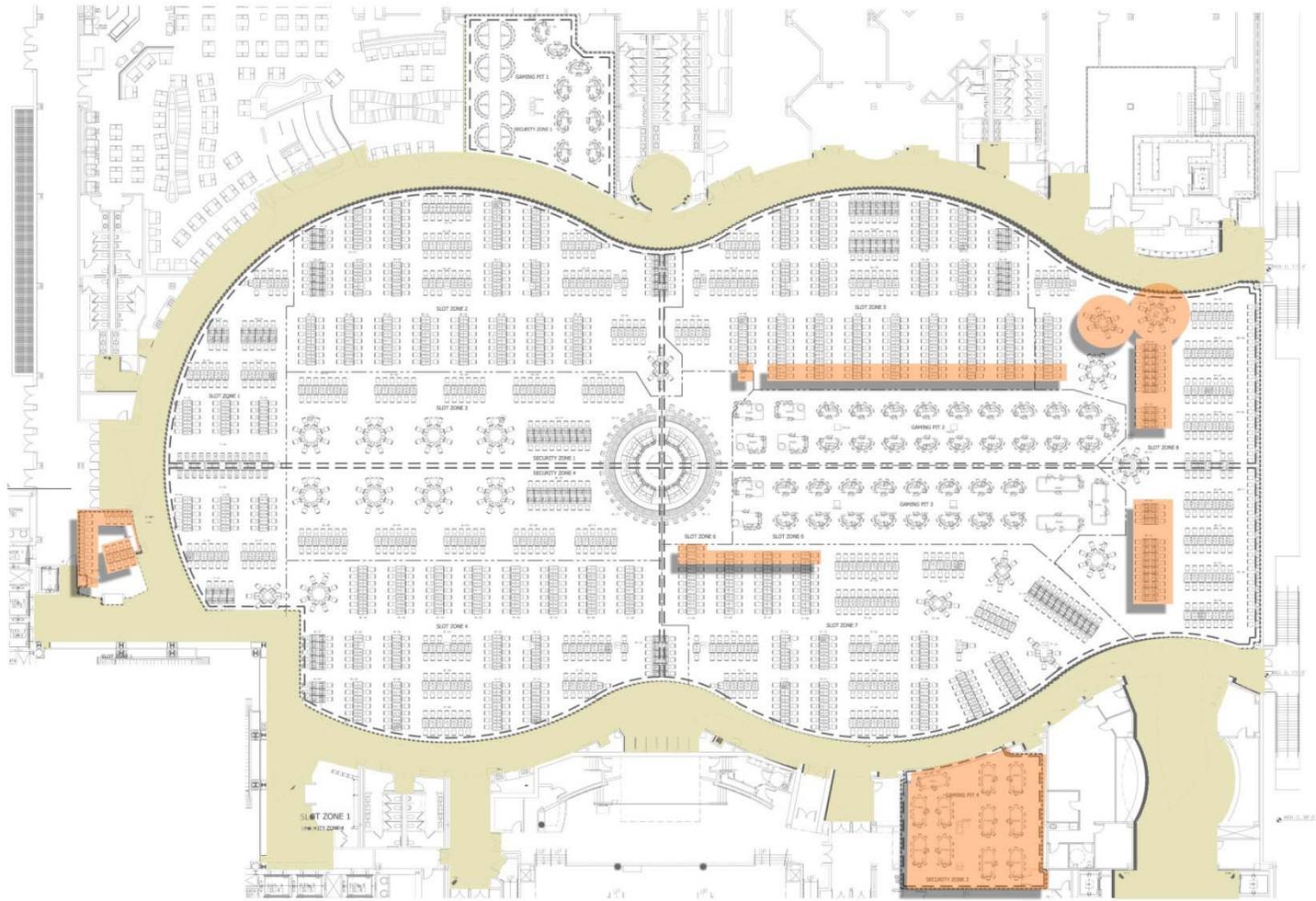
# Rationale

- Excess supply of slot machines based on utilization and win per unit statistics
- Benefits:
  - Relieve congestion on main gaming floor and enhance patron traffic flow
  - More spacious and comfortable experience for Poker players
  - Enlarge and relocate High Limit Slot Room
  - Improve customer experience
  - More defined smoking and non-smoking areas
- Cost Savings

# Gaming Principle

- Slot machines do not generate revenue, people generate revenue
- Board has recognized more machines do not necessarily translate into more revenues if market demand is not present
- No anticipated impact on gross terminal revenue if the proposed reductions are permitted
- Commonwealth and Mt. Airy are partners

# Current Operating Plan (OP-6A)

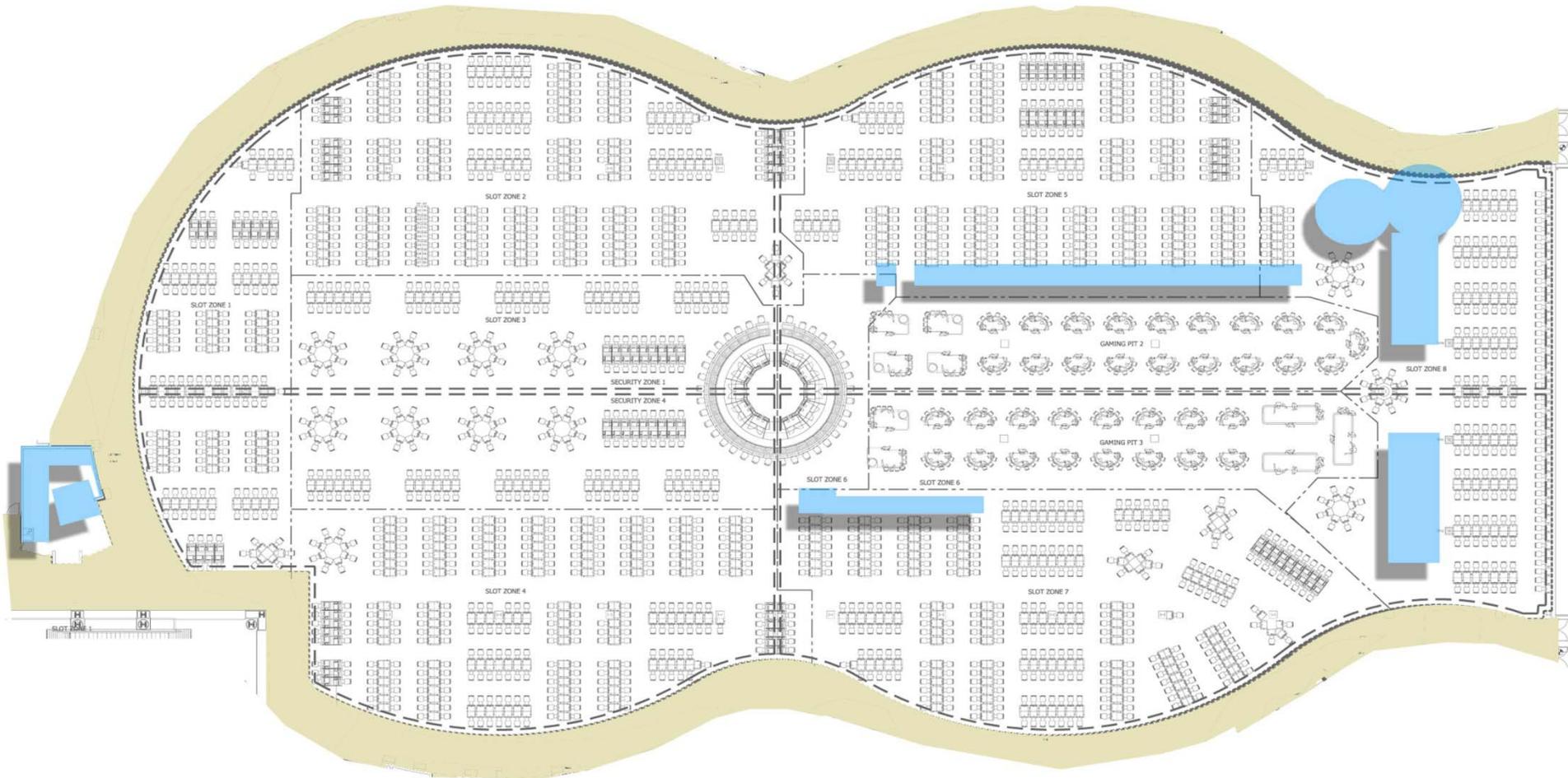


existing second floor gaming floor plan

existing third floor gaming floor plan

 : area being effected

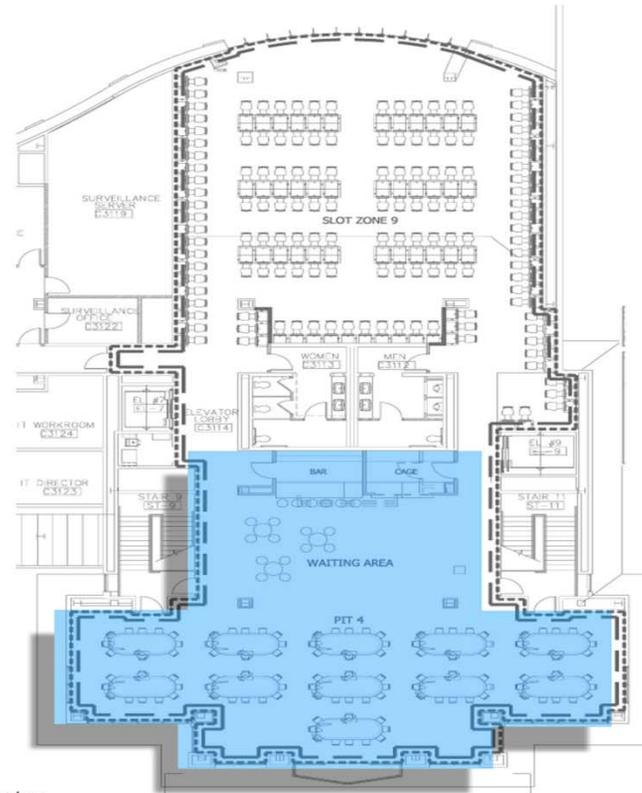
# New Operating Plan OP-7



updated second floor gaming floor plan

 : area updated

# New Poker Room Plan



updated third floor gaming floor plan

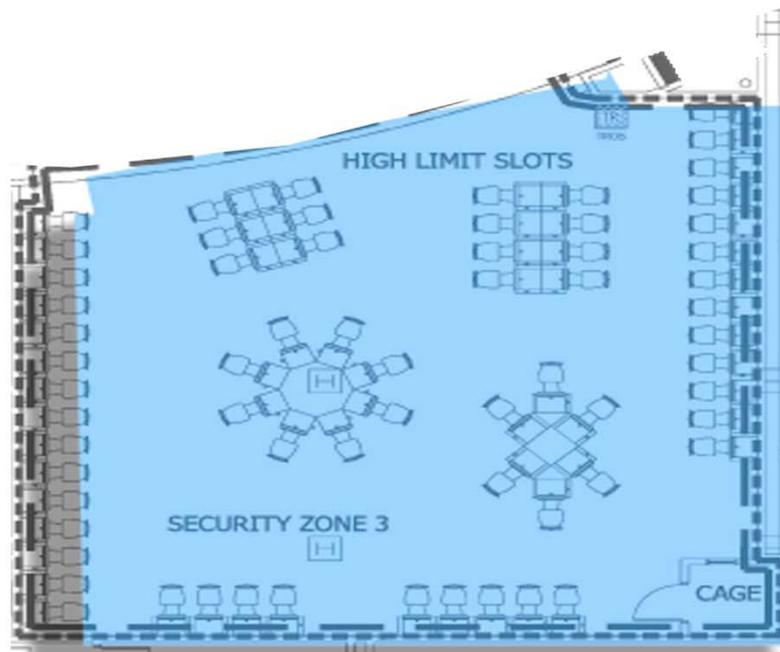
 : area updated

- Square footage increased from 1,968 to 2,761
- Waiting Area – Bar – Casino Cage

# New Poker Room



# New High Limit Slot Room Plan



updated second floor gaming floor plan

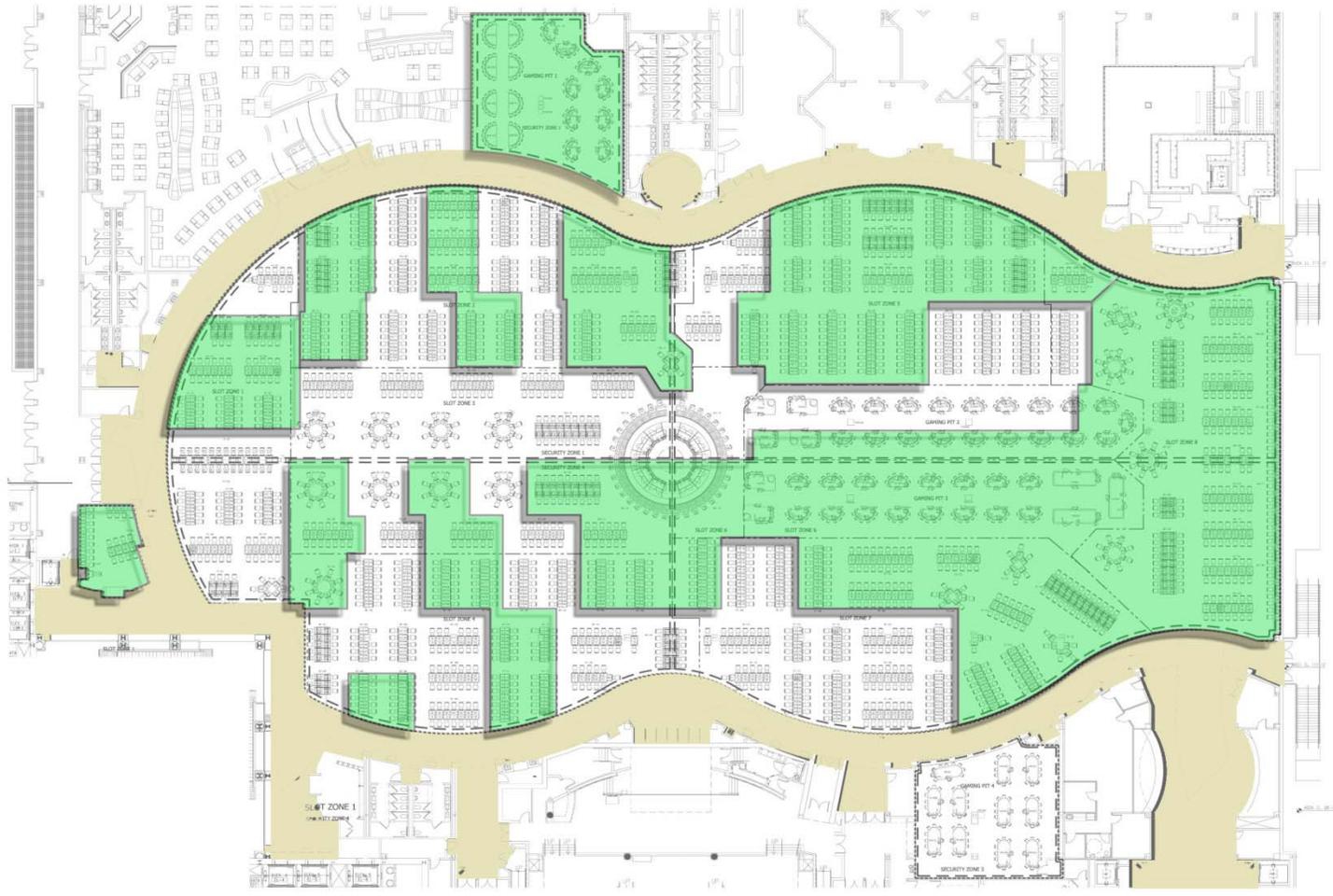
 : area updated

- Units Increase from 22 to 65 Slot Machines
- Square footage Increase from 572 to 1968, Dedicated Cage

# New High Limit Slot Room

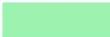


# Current Smoking / Non- Smoking

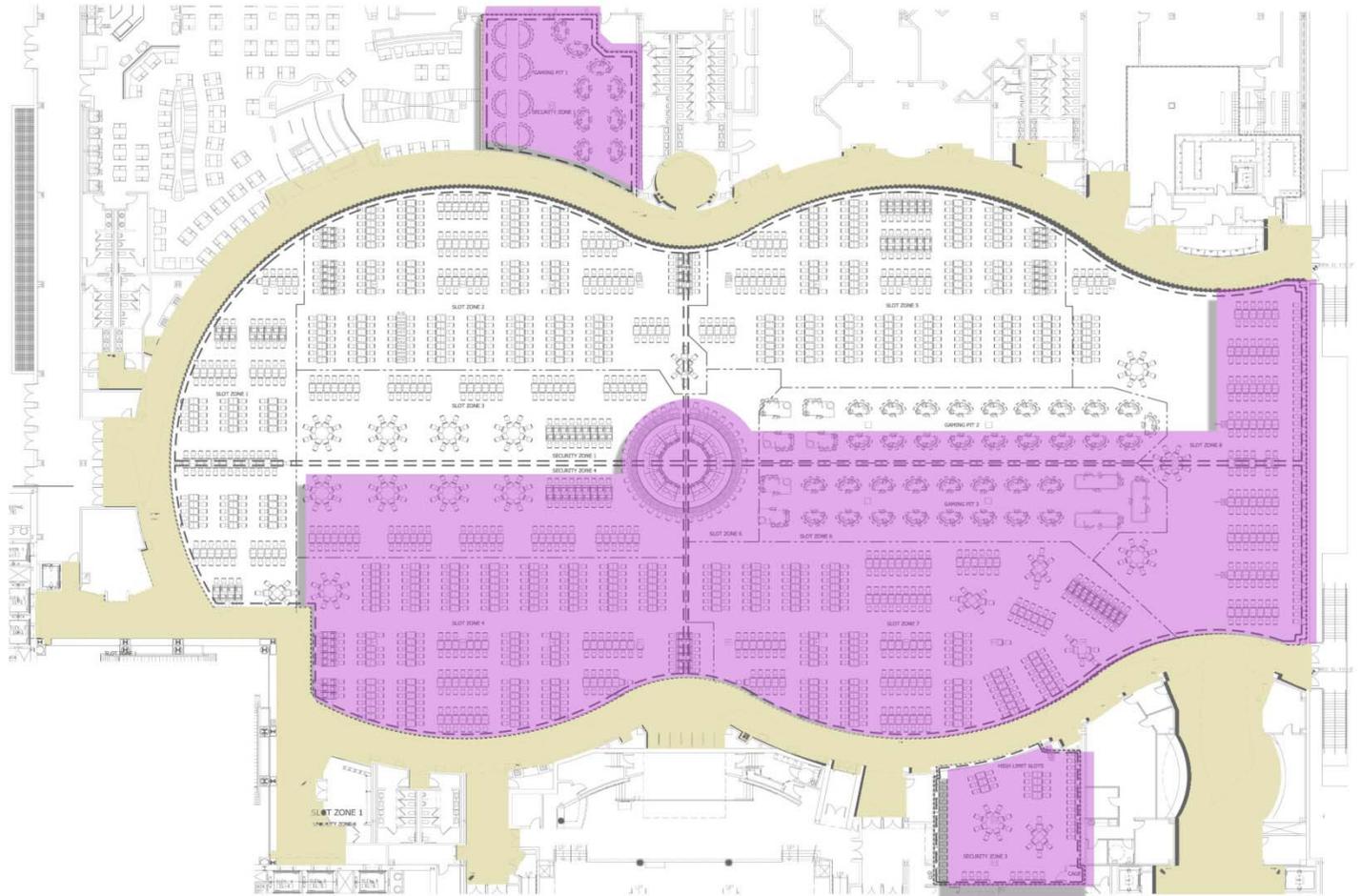


existing second floor gaming floor plan

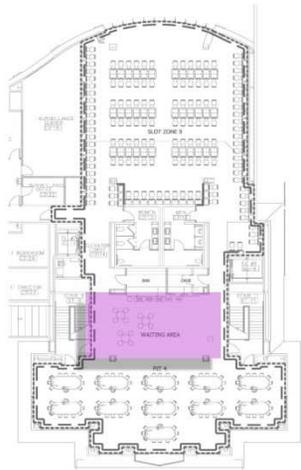
existing third floor gaming floor plan

 : area currently smoking

# New Smoking/ Non-Smoking



updated second floor gaming floor plan



updated third floor gaming floor plan

 : area to be smoking

# Mount Airy Peak Slot Machine Occupancy

April – July 2011

- Average Peak Weekday: 32.3%
- Average Peak Weekend: 51%

# Win Per Unit Per Day April – July 2011

<u>Facility</u>	<u>Win Per Unit Per Day</u>
Parx	\$306.20
SugarHouse	296.95
Penn National	287.11
Mohegan Sun	273.13
Rivers	263.91
Sands	255.69
Harrahs	253.42
Presque Isle	239.83
Meadows	210.61
<b>Mt. Airy</b>	<b>187.80</b>
<b>Industry Average</b>	<b>257.47</b>

# Impact of Slot Machine Reduction at Mount Airy

	<u>April – July 2010</u>	<u>April – July 2011</u>	<u>Variance</u>
Avg. # of Slot Machines	2,343	2,275	-68
Gross Terminal Revenue	\$50,072,545	\$52,149,393	2,076,848
Win Per Unit	\$175	\$188	13

# Cost Savings

- Over \$4,000,000 in capital replacement costs
- Approximately \$40,000 annually in operating costs



*Mount Airy*  
CASINO ♦ RESORT