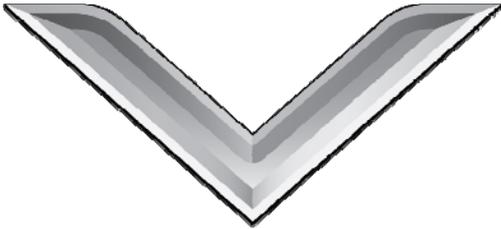


VALLEY FORGE CASINO RESORT



TABLE GAMES PUBLIC INPUT HEARING
January 11, 2012





Agenda



Introductions



Highlights of the Valley Forge Casino Resort's Revised Site Plan and Construction Update

- Sal Scheri, President & CEO



Overview of Table Game Operations and Dealer Training Program

- Anthony Spagno, Vice President of Table Games



Economic Impact and Financial Suitability

- Alex Figueras, Vice President of Finance



Workforce Summary

- Bill Mikus, Vice President of Human Resources



VALLEY FORGE CASINO
RESORT

BIOGRAPHY

SAVERIO "SAL" R. SCHERI, III

PRESIDENT & CHIEF EXECUTIVE OFFICER
VALLEY FORGE CASINO RESORT



Over 28 years of experience in the gaming industry

Managing Director of WhiteSand Gaming where he was responsible for managing consulting services for many of the world's premier gaming companies.

Former director of the gaming consulting practice for PricewaterhouseCoopers and the national director of the gaming practice for KPMG Consulting.

Executive positions held at Morongo Casino Resort, Aztar Resorts, Trump Taj Mahal, Showboat Atlantic City and Golden Nugget Atlantic City

Author of The Casinos Most Valuable Chip: How Technology Transformed the Gaming Industry.





VALLEY FORGE CASINO
RESORT

Site Plan

- ❖ 33,222 square foot gaming floor to accommodate 600 slot machines and 50 table games and 50-seat center bar
- ❖ 3,200 square foot food court with 3 outlets and seating for 120 people
- ❖ Two retail outlets
- ❖ Renovated Hotel Lobby
- ❖ Two new restaurants – a 200-seat Steakhouse and 80-seat Italian Restaurant
- ❖ Renovated fitness center with spa services
- ❖ Renovated Night Club





VALLEY FORGE CASINO
RESORT

Valley Forge Casino Resort Tower





Porte-Cochere/Valet Entrance

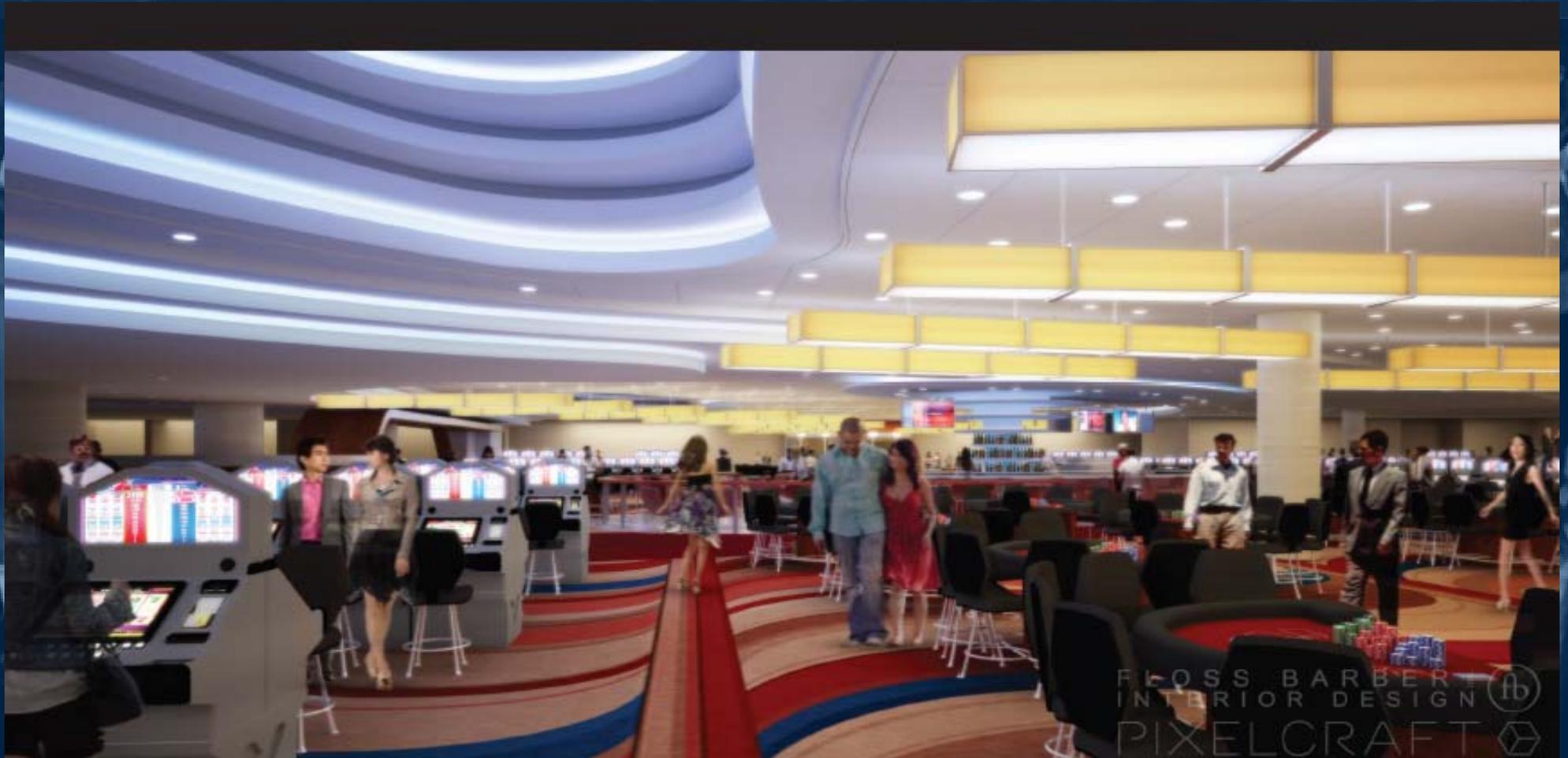




Porte-Cochere/Valet Entrance



Casino Floor



Casino Floor/Center Bar



FLOSS BARBER | 
INTERIOR DESIGN
PIXELCRAFT 



VALLEY FORGE CASINO
RESORT

Construction Update

- ❖ Interior 50% completed
- ❖ Exterior Site Work 90% complete
- ❖ New Roof Installed
- ❖ New State of the Art HVAC System

Casino Construction 01/05/2012 09:25:04



Casino Construction 01/04/2012 10:53:02



Casino Construction 01/05/2012 09:25:13



VALLEY FORGE CONVENTION CENTER PARTNERS, LP





VALLEY FORGE CASINO
RESORT

Management Team Experience

- ❖ **Mark Starrett**, Assistant General Manager: **28 years** of gaming experience
- ❖ **Alex Figueras**, Vice President of Finance: **23** years gaming experience
- ❖ **Anthony Spagno**, Vice President of Table Games: **30 years** gaming experience
- ❖ **Dan Finken**, Vice President of Slot Operations: **29** years gaming experience
- ❖ **Bill Mikus**, Vice President of Human Resources: **6** years gaming experience
- ❖ **Jennifer Reese**, Director of Marketing, Advertising, & PR: **16 years** gaming experience
- ❖ **Jesse Silva**, Director of Surveillance: **23 years** gaming experience
- ❖ **Joe Rudisill**, Executive Director of Security: **14 years** gaming experience





Table Game Operations & Dealer Training Program





VALLEY FORGE CASINO
RESORT

BIOGRAPHY

Anthony Spagno

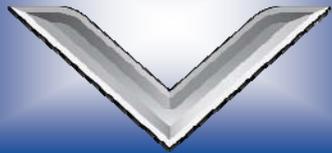
VICE PRESIDENT OF TABLE GAMES
VALLEY FORGE CASINO RESORT



A 30-year veteran of the gaming industry who most recently served as Casino Manager for the Trump Plaza, in the redesign and reconfiguration of the casino floor.

Also worked for Caesars Hotel and Casino in Atlantic City, New Jersey, where he managed the high-limit baccarat room, assisted in designing its gaming floor and establishing staff responsibilities of the poker parlor, and represented Caesars as an internal controls consultant with the surveillance department.



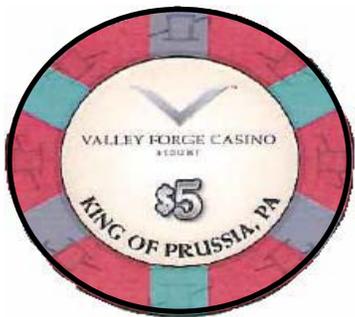


VALLEY FORGE CASINO
RESORT

Valley Forge will offer 10 varieties of table games,
all banking, including:

- ❖ Blackjack: 23
- ❖ Mini Baccarat: 4
- ❖ Midi Baccarat: 3
- ❖ Craps: 4
- ❖ Roulette: 4
- ❖ Pai Gow: 2
- ❖ Pai Gow Poker: 2
- ❖ Three-Card Poker: 4
- ❖ Let it Ride: 2
- ❖ Ultimate Texas Hold'Em: 2

Total Games: 50





VALLEY FORGE CASINO
RESORT

VFCR has partnered with Montgomery County Community College's Center for Workforce Development to establish a table game dealer training program

- ❖ Curriculum submitted to and approved by PGCB
- ❖ Training in State-of-the Art Facility at VFCR
- ❖ First classes began November 7, 2011 with 92 students
- ❖ Track II begins January 12, 2012 with approximately 40 students



Table Game Training Program



VALLEY FORGE CASINO
RESORT

CENTER FOR WORKFORCE DEVELOPMENT

MONTGOMERY COUNTY COMMUNITY COLLEGE

William H. Ryan, Esquire
Page 2 of 2
January 5, 2012

January 5, 2012

William H. Ryan, Jr., Esquire
Chairman
Pennsylvania Gaming
P.O. Box 69060
Harrisburg, PA 17106-0060

RE: Valley Forge
Operational

Dear Chairman Ryan:

Valley Forge Casino Resort
Center for Workplace Development
train potential table game students
to obtain future employment
in the Commonwealth of Pennsylvania
overwhelming success in the
as the demand for trained gaming professionals will increase with the likely success of
gaming operations at Valley Forge Casino Resort.

In these very difficult economic times, any potential for new job creation must be seized and promoted and that is exactly what Montgomery County Community College has done through its partnership with Valley Forge Casino Resort. The training and ultimate certification that these students receive upon completion of the Pennsylvania Gaming Control Board-approved curriculum will provide them with a unique skill set that can be utilized to obtain family-sustaining employment with any gaming facility in Pennsylvania.

340 DEKALB PIKE • BLUE BELL, PA 19422
215-641-6331
www.mc3.edu/cwd

In these very difficult economic times, any potential for new job creation must be seized and promoted and that is exactly what Montgomery County Community College has done through its partnership with Valley Forge Casino Resort. The training and ultimate certification that these students receive upon completion of the Pennsylvania Gaming Control Board-approved curriculum will provide them with a unique skill set that can be utilized to obtain family-sustaining employment with any gaming facility in Pennsylvania.

economic and social benefit to not only Montgomery County Community College and its students but also to the residence of Montgomery College.

Thank you in advance for your consideration of my support of Valley Forge Casino Resort and its Petition for Approval of a Table Games Operational Certificate.

Sincerely,

Brook P. Hunt, Ed.D.
Director, Center for Workforce Development
Montgomery Community College

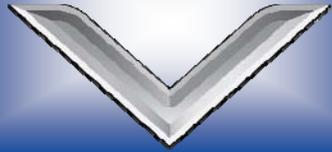
VALLEY FORGE CONVENTION CENTER PARTNERS, LP





Economic Impact & Financial Suitability





VALLEY FORGE CASINO
RESORT

BIOGRAPHY



Alex Figueras

VICE PRESIDENT OF FINANCE
VALLEY FORGE CASINO RESORT

Prior to joining VFCR, Mr. Figueras served as the Vice President and Chief Financial Officer for 11 years at Caesars Entertainment Corporation, which includes the properties of Caesars Atlantic City, Bally's Atlantic City, Atlantic City Country Club

While at Caesars Entertainment, Mr. Figueras was responsible for casino cage operations, financial/operational accounting, planning and analysis, risk management, procurement, and management of the off-site warehouses

Mr. Figueras has been an integral part in opening and consulting with casino properties in the United States, South America and Europe over the past decade





VALLEY FORGE CASINO
RESORT

VFCR anticipates that in its first 12 months of Table Games & Slot Operations, it will generate over **\$60 million** in gaming tax revenues:

❖ **50 Table Games**

- ❖ \$10.2 Million Commonwealth Share
- ❖ \$1.5 Million Local Share

❖ **600 Slot Machines**

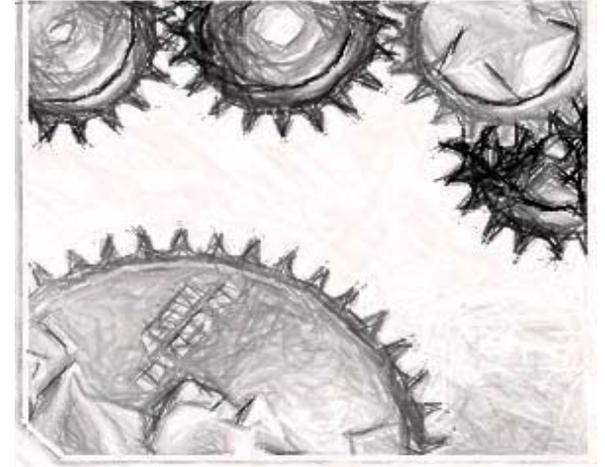
- ❖ \$45 Million Commonwealth Share
- ❖ \$3.5 Million Local Share





VALLEY FORGE CASINO
RESORT

- ❖ \$132.5 Million Investment
- ❖ \$12.5 Million Gaming License Fees
- ❖ Annual Wages for Table Games Employees: \$7.5 Million
- ❖ Annual Wages for all Employees: \$30 Million
- ❖ \$415,000 Contribution to Upper Merion Township for Traffic Improvements
- ❖ Annual Contribution of at least \$75,000 to Upper Merion Township





Workforce Summary





VALLEY FORGE CASINO
RESORT

BIOGRAPHY

William Mikus

VICE PRESIDENT OF HUMAN RESOURCES
VALLEY FORGE CASINO RESORT



Prior to joining VFCR, Mr. Mikus served as the Vice President of Human Resources for Caesars Entertainment Corporation in Atlantic City, New Jersey

In addition to his gaming experience, Mr. Mikus has also worked for the pharmaceutical company AstraZeneca, where he designed and implemented the AstraZeneca People Strategy

Mr. Mikus has also held key leadership roles at Exelon Energy and The J.E. Robert Companies





Estimated Table Game Workforce Summary

Approximately 400 Full-Time Employees including:

- ❖ Vice President of Table Games
- ❖ Table Games Shift Managers
- ❖ Table Games Assistant Shift Managers
- ❖ Table Games Lead Supervisors
- ❖ Table Games Supervisors
- ❖ Dealer/Dual Rate Supervisors
- ❖ Dealers
- ❖ Table Games Administrator
- ❖ Table Games Scheduler





VALLEY FORGE CASINO
RESORT

Growth of Employment Opportunities Ancillary to Table Games

- ❖ Food/Beverage
- ❖ Marketing
- ❖ Security/Surveillance
- ❖ Finance
- ❖ Count Room
- ❖ Cage Operations



VALLEY FORGE CONVENTION CENTER PARTNERS, LP





VALLEY FORGE CASINO
RESORT

RECRUITING

- ❖ To supplement its table games workforce, Valley forge will recruit certified and trained table game employees from other gaming facilities in this and other gaming jurisdictions
- ❖ To date, Valley Forge has accepted over 1500 applicants for table game employment positions
- ❖ The blend of new and experienced employees will create a motivated and synchronized workforce that will ensure compliance and create an enjoyable gaming experience for patrons.





Diversity Initiatives

- ❖ Valley Forge seeks to promote diversity through all levels of employment, purchasing and contracting
- ❖ Creation of Internal HR and Diversity Council
 - Weekly meeting to develop ever improving programs and internal policies to improve and promote diversity in the workforce
 - Development of a Code of Conduct and Diversity Policy and Practices
 - Orientation and training for all employees and Managers on Code of Conduct and Diversity Policy and Practices





❖ **Memberships:**

- ❖ Montgomery County Workforce Investment Board
- ❖ Greater Valley Forge Human Resources Association, Diversity Council Member
- ❖ Dept. of Labor/JobCorps
- ❖ Gateway Employment Centers
- ❖ JEVS Human Services
- ❖ Eastern PA Career Transition Services

❖ **Anticipated Membership:**

- ❖ Minority Supplier Development Council PA-NJ-DE
- ❖ National Women's Business Enterprise National Council
- ❖ Greater Philadelphia Hispanic Chamber of Commerce



Projected Increase in Pennsylvania Residency

Position Type	By End Of Year One	By End Of Year Two	By End Of Year Three
Salaried and Supervisory Staff	22.0%	30.0%	43.0%
Line Staff	84.0%	89.0%	100.0%
Total Staff	67.0%	73.0%	85.0%

Summary of Non-Gaming Employment



VALLEY FORGE CASINO
RESORT

- ❖ **Diversity**
 - ❖ Minority Employees – 51%
 - ❖ Minority Supervisors and above-30%
- ❖ **Residency**
 - ❖ PA residents – 96%
- ❖ **Gender**
 - ❖ Male Employees – 59%
 - ❖ Female Employees – 41%





VALLEY FORGE CASINO
RESORT

- ❖ Member of Council on Compulsive Gambling of Pennsylvania
- ❖ All New Employees will receive Compulsive Gambling Training
- ❖ Working with the Council on Compulsive Gambling of Pennsylvania (CCGP) to establish a Comprehensive Compulsive Gambling Training Program
- ❖ Working with the Director of the PGCB's Office of Compulsive and Problem Gambling to ensure compliance with the requirements of the Gaming Act
- ❖ Procedures will be implemented to prevent underage gaming
- ❖ Appropriate signage will be prominently displayed throughout the facility to inform patrons that help is available and to provide all necessary contact information





VALLEY FORGE CASINO
RESORT

17TH DISTRICT
DAYLIN LEACH
SENATE BOX 203017
THE STATE CAPITOL
HARRISBURG, PA 17120-3017
TELEPHONE: 717-767-5544
FAX: 717-705-7741

DISTRICT OFFICE
601 SOUTH HENDERSON ROAD
SUITE 208
KING OF PRUSSIA, PA 19406
TELEPHONE: 610-768-4200
FAX: 610-768-4204



Senate of Pennsylvania

William H. Ryan, Jr., Esquire
Chairman
Pennsylvania Gaming Control Board
P.O. Box 69060
Harrisburg, PA 17106

I am confident that the table game and expanded slot machine operations at Valley Forge Casino Resort will be very successful and generate significant tax revenues for Upper Merion Township and the Commonwealth. For these reasons, I endorse VFCCP's request to conduct table game operations at Valley Forge Casino Resort.

needed in these tough economic times and I believe that the proposal set forth by VFCCP to expand its gaming facility in order to conduct table game operations would provide a significant economic stimulus for Upper Merion Township, Montgomery County and Southeastern Pennsylvania. VFCCP has presented the PGCB with the opportunity to create hundreds of new living wage and family sustaining employment positions with benefits, while also creating numerous other temporary construction employment opportunities.

I am confident that the table game and expanded slot machine operations at Valley Forge Casino Resort will be very successful and generate significant tax revenues for Upper Merion Township and the Commonwealth. For these reasons, I endorse VFCCP's request to conduct table game operations at Valley Forge Casino Resort.

Very Truly Yours,

Daylin Leach
17th Senatorial District



Representative Tim Briggs



VALLEY FORGE CASINO
RESORT

TIM BRIGGS, MEMBER
149TH DISTRICT
580 SHOEMAKER ROAD, SUITE 149
KING OF PRUSSIA, PENNSYLVANIA 19406-4205
(610) 758-3135
FAX: (610) 758-3112
WEBSITE: WWW.PAHOUSE.COM/BRIGGS



House of Representatives
COMMONWEALTH OF PENNSYLVANIA
HARRISBURG

COMMITTEES
FINANCE
LOCAL GOVERNMENT
PROFESSIONAL LICENSURE
TRANSPORTATION

December 22, 2011

William H. Ryan, Jr., Esquire
Chairman
Pennsylvania Gaming Control Board
P.O. Box 69060
Harrisburg, PA 17106

RE: Valley Forge Convention Center Partners, L.P.

I have been a long-standing supporter of the Valley Forge project and believe that this resort casino will be a tremendous asset to Montgomery County. Accordingly, I urge the Gaming Control Board to strongly consider the approval of the above-referenced petition submitted by Valley Forge.

resort will lead to the creation of hundreds of new jobs through the operation of the facility as well as increasing the number of temporary construction positions needed to complete and expand the existing gaming facility. These types of new employment positions will allow many local residents to overcome existing economic hardships. Furthermore, this proposed expansion of gaming at Valley Forge Casino Resort will bring much needed additional tax revenues to Upper Merion Township and the Commonwealth.

I have been a long-standing supporter of the Valley Forge project and believe that this resort casino will be a tremendous asset to Montgomery County. Accordingly, I urge the Gaming Control Board to strongly consider the approval of the above-referenced petition submitted by Valley Forge.

Thank you in advance for your consideration.

Sincerely,

Tim Briggs
State Representative
149th Legislative District

VALLEY FORGE CONVENTION CENTER PARTNERS, LP





Concluding Remarks

VALLEY FORGE CASINO



FLOSS BARBER
INTERIOR DESIGN fb
PIXELCRAFT

VALLEY FORGE CONVENTION CENTER PARTNERS, LP

