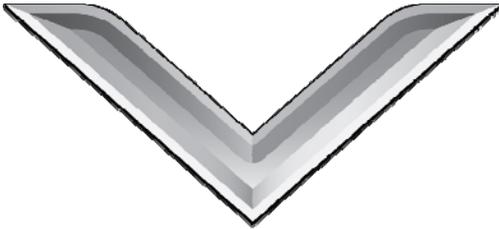


# VALLEY FORGE CASINO RESORT



TABLE GAMES PETITION  
February 8, 2012





# Agenda



Introductions



Project Overview of the Valley Forge Casino Resort

- 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



# Revised Site and Gaming Floor Plans





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# 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.





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## Site Plan

- ❖ 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





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# Valley Forge Casino Resort Tower





# Porte-Cochere/Valet Entrance





# Porte-Cochere/Valet Entrance





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## Construction Update

- ❖ Interior 70% completed
- ❖ Exterior Site Work 95% complete
- ❖ Carpet Installation
- ❖ Slot Bases Installation
- ❖ Security and Surveillance Systems Installation
- ❖ Non-gaming area renovation

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VALLEY FORGE CONVENTION CENTER PARTNERS, LP





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## 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





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# 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.



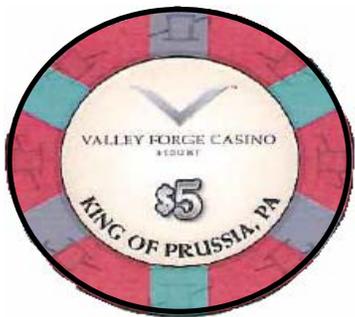


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Valley Forge will offer 10 varieties of table games,  
all banking, including:

- ❖ 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**

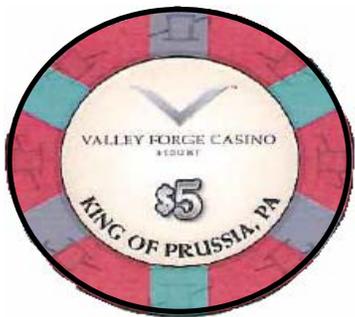




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VFCR has partnered with Montgomery County Community College's Center for Workforce Development to establish a table game dealer training program

- ❖ Curriculum and Training Plan 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 began January 12, 2012 with approximately 40 students





# Economic Impact & Financial Suitability





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# 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





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## Financial Suitability

VFCR has provided the PGCB with funding details for the project including:

- ❖ Loan Agreements
- ❖ Sources and Uses Statement
- ❖ Most Recent Audited Financial Statements and Reports of Independent Auditors
- ❖ Proposed Budget





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

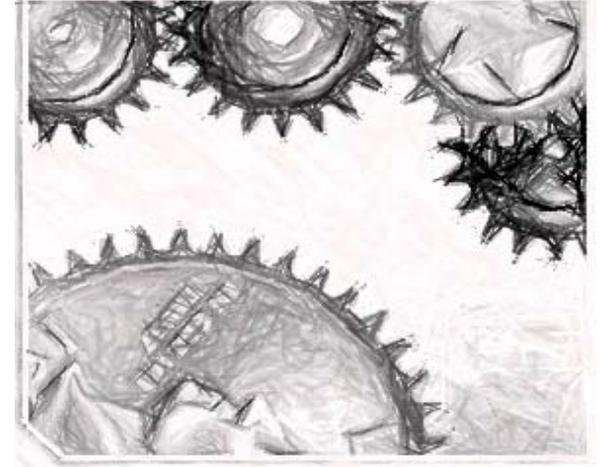
- ❖ **50 Table Games**
  - ❖ *\$10.2 Million* Commonwealth Share
  - ❖ *\$1.5 Million* Local Share
  
- ❖ **600 Slot Machines**
  - ❖ *\$45 Million* Commonwealth Share
  - ❖ *\$3.5 Million* Local Share





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- ❖ \$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
- ❖ \$625,000 Contribution to Upper Merion Township for Traffic Improvements
- ❖ Annual Contribution of at least \$142,500 to Upper Merion Township





# Workforce Summary





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# 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/Scheduler
- ❖ Table Games Scheduling Coordinator



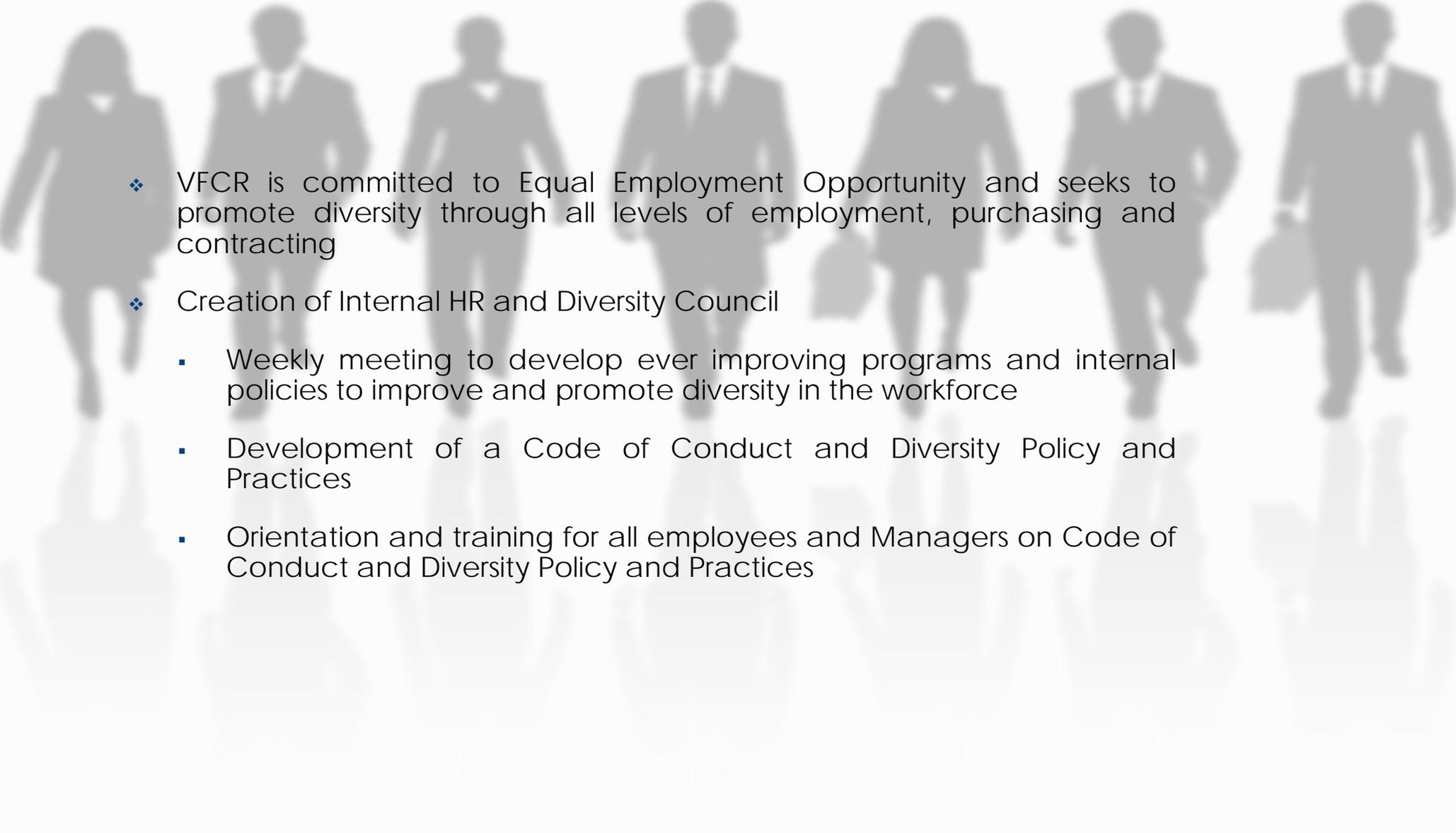


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## RECRUITING

- ❖ To supplement its table games workforce, Valley forge has recruited certified and trained table game employees from other gaming facilities in this and other gaming jurisdictions
- ❖ To date, Valley Forge has accepted over 8000 applicants, including over 1500 for table game positions alone
- ❖ 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.



- 
- ❖ VFCR is committed to Equal Employment Opportunity and 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





### ❖ **Current and Anticipated Outreach:**

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



# Summary of Employment



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- ❖ **Diversity**
  - ❖ Minority Employees – 50%
  - ❖ Minority Supervisors and above-29%
- ❖ **Residency**
  - ❖ PA residents – 90%
- ❖ **Gender**
  - ❖ Male Employees – 58%
  - ❖ Female Employees – 42%



# 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%
<b>Total Staff</b>	<b>67.0%</b>	<b>73.0%</b>	<b>85.0%</b>



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- ❖ Member of Council on Compulsive Gambling of Pennsylvania
- ❖ All New Employees will receive Compulsive Gambling Training; Annual Retraining is mandatory
- ❖ 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
- ❖ Appropriate signage will be prominently displayed throughout the facility to inform patrons that help is available and to provide all necessary contact information
- ❖ Security personnel are assigned to each gaming floor entrance and provided with handheld computer devices to check ID's



# Concluding Remarks



VALLEY FORGE CASINO



FLOSS BARBER  
INTERIOR DESIGN fb  
PIXELCRAFT

VALLEY FORGE CONVENTION CENTER PARTNERS, LP

