



NEMACOLIN  
WOODLANDS RESORT



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# Table Games Petition

February 20, 2013



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# Chris Plummer

General Manager

Nemacolin Woodlands Resort



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# Agenda

Highlights of Woodlands Fayette, LLC

Application

*Chris Plummer*

Construction Update and Financial Suitability

*Arnold Block*

Management Team, Table Games Overview,  
Dealer School, Economic Impact, Recruiting

*Rich Laudon*

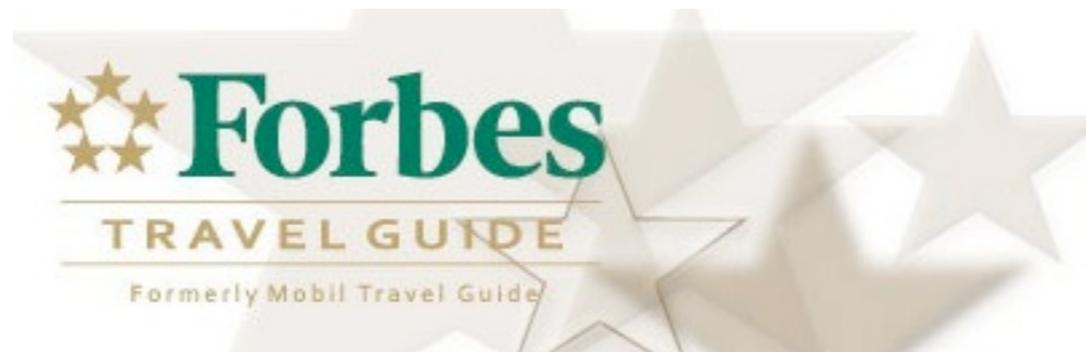


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## Resort Facts

- ▶ Hosts 350,000 guests annually
- ▶ Guests from 48 states and 6 countries
- ▶ Nearly 2,000 acres in Southwestern Pennsylvania
- ▶ Employs approx. 900 Pennsylvanians
- ▶ Annual payroll \$23 million



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ONE OF AMERICA'S PREMIER RESORTS

# ACCOMMODATIONS & LODGING



- ◆ Falling Rock Hotel
- ◆ Chateau Lafayette
- ◆ The Lodge
- ◆ Townhomes
- ◆ Luxury Home  
Collection
- ◆ Maggie Valley RV  
Park

## RESTAURANTS & LOUNGES



- ◆ 3 Fine Dining Restaurants, including Lautrec
- ◆ 12 Casual Dining Outlets
- ◆ 12 Bars & Lounges
- ◆ Cigar Bar
- ◆ Academie du Vin Wine Tasting Room
- ◆ One of Pennsylvania's Largest Wine Cellars

# CONVENTIONS & EVENTS



- ◆ Over 31,000 square feet of meeting and banquet facilities
- ◆ Dedicated planning team
- ◆ Team building activities

# SPORTS, SPA & FITNESS



- ◆ Mystic Rock Golf Course
- ◆ Links Golf Course
- ◆ Nike Golf Academy
- ◆ Disc Golf
- ◆ Mini Golf
- ◆ Tennis Courts
- ◆ Croquet
- ◆ Skiing Slopes
- ◆ Cross Country Skiing
- ◆ Equestrian Center
- ◆ Woodlands Spa
- ◆ Fitness Center
- ◆ Kids Spa
- ◆ Hiking Trails
- ◆ Running Trails

# OUTDOORS



- ◆ Shooting Academy
- ◆ Off-Road Driving Academy
- ◆ Paintball
- ◆ Hiking Trails
- ◆ Mountain Bike Trails
- ◆ Climbing Wall
- ◆ Elevated Ropes Course
- ◆ 3 Zip Lines
- ◆ Archery
- ◆ Dog Sledding
- ◆ Fly Fishing Programs
- ◆ 5 Swimming Pools

## ART & HISTORY



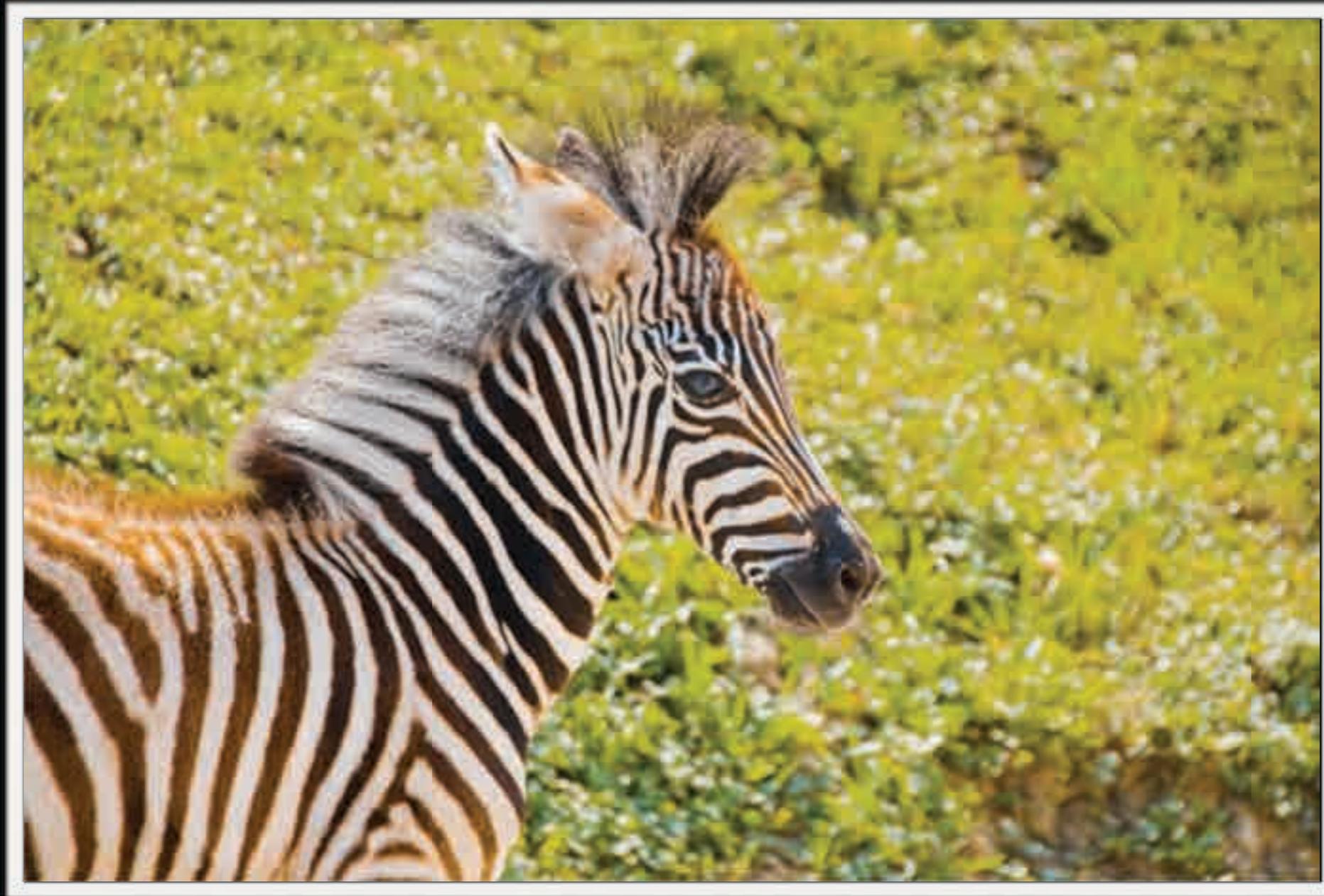
- ◆ \$45 Million Hardy Family Art Collection
- ◆ Antique Car Museum
- ◆ Thames Racer Museum
- ◆ Vintage Airplane Museum
- ◆ Vintage Gun Museum
- ◆ Historic Section of the Berlin Wall

# RETAIL



- ◆ 14 Retail Shops, including a 55,000 sq. ft. shopping arcade
  - ◆ Women's Apparel
  - ◆ Men's Apparel
  - ◆ Nike Golf
  - ◆ Mystic Rock Pro Shop
  - ◆ Children's Toy Store
  - ◆ Starbucks
  - ◆ Cigar Shop
  - ◆ Hardy & Hayes Jewelers
  - ◆ Ski Shop

# WILDLIFE ATTRACTIONS



- ◆ Wildlife Academy
- ◆ Wildlife Habitats
  - ◆ Lions
  - ◆ Tigers
  - ◆ White Buffalo
  - ◆ Camels
  - ◆ Bears
  - ◆ Elk
  - ◆ Zebras



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# Arnold Block

Chief Operating Officer  
Isle of Capri Casinos, Inc.



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## Isle of Capri Casinos, Inc. Facts

- ▶ Owns and operates 15 casinos in 6 states
- ▶ Publicly traded on NASDAQ - ISLE
- ▶ Featuring approx. 14,000 slot machines and over 330 table games
- ▶ Annual payroll \$253 million



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- ▶ Approx. \$60 million investment
- ▶ Anticipated opening Summer 2013
- ▶ 600 slot machines
- ▶ 28 table games
- ▶ 2 restaurants
  - ▶ Otis & Henry's
  - ▶ Lone Wolf



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## NEMACOLIN WOODLANDS RESORT

- Symbol Legend**
- Electrical Room
  - IDF Room
  - Mechanical Room
  - Mens Restroom
  - Trash
  - Unisex Restroom
  - Womens Restroom





## Construction Update

- ▶ Existing building
- ▶ Construction began October 2012, anticipated opening Summer 2013
- ▶ Keating Building Company, general contractor



## Financial Suitability

- ▶ No additional financing is needed to accommodate table games
- ▶ IOC-PA will fund \$7.5 million table games authorization fee and all capital expenditures required
- ▶ Utilizing Isle's internally generated funds and/or existing revolving line of credit



## Vice President & General Manager

- ▶ Rich Laudon, vice president & general manager
- ▶ Diverse background in multiple gaming jurisdictions
- ▶ Most recently served as vice president & general manager at Argosy Casino, Alton, Illinois
- ▶ Previously held positions at Sky Ute Casino & Lodge, Casino Rama, Carnival Casino Hotels, Harrah's Casino New Orleans, Bobby Womack's Saloon and Gaming Parlor, Harrah's Lake Tahoe, Trump Plaza and Harrah's at Trump Plaza



## Management Team

- ▶ Merryan Rutherford, director, operations
- ▶ Terry Gwinn, director, finance
- ▶ Michael Giunti, director, marketing
- ▶ Danielle Grimley, director, HR
- ▶ Amanda Loveland, compliance officer\*
- ▶ Christopher Schroder, surveillance manager
- ▶ Mark Starrett, security manager\*
- ▶ Dave Haston, IT manager
- ▶ Michael Prokop, casino manager



## Table Games Offered

Craps with Fire Bet	2
Let It Ride	2
Mississippi Stud	2
Roulette	2
Three Card Poker	2
Blackjack	10
Blackjack with House	4
Four Card Poker	2
Ultimate Texas Hold'em	2
<b>Total</b>	<b>28</b>



## Economic Impact: Table Games

- ▶ Table games tax estimate: approximately \$1.4 million
- ▶ 14 % for 1st 2 years, 12% thereafter
- ▶ Local share - 2%



## Employment Impact

- ▶ Table games positions: approx. 130
- ▶ Total casino workforce: approx. 400
- ▶ Temporary construction jobs for entire facility: approx. 275



## Dealer School



- ▶ Free dealer school operated by IOC-PA
- ▶ Located in the former Gun Museum building next to the casino
- ▶ School began February 11, 2013
- ▶ As students complete school, auditions will be held to determine which students will be hired





# Recruiting



- ▶ Lady Luck Casino Nemascolin is committed to meeting the residency requirements of the Commonwealth and to creating a diverse workforce
- ▶ Tools to be utilized:
  - ▶ Local newspapers
  - ▶ Isle of Capri website
  - ▶ Casino Careers website and other online resources
  - ▶ Local placement services and skill centers



# Workforce Development



- ▶ Best employees run the best businesses
- ▶ Focus on employee retention
- ▶ Pay-for-Skills incentive pay & bonusing
- ▶ Competitive wages & benefits package
- ▶ Industry-leading service & training programs





## Responsible Gaming



- ▶ Lady Luck Casino Nemacolin encourages its employees to always act responsibly, treat people with respect and look out for others, including coworkers as well as guests.
  - ▶ Every employee is trained regarding responsible gaming
  - ▶ We make certain that guests have easy access to responsible gaming information
  - ▶ We are a member of the Council on Compulsive Gambling of Pennsylvania



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