



Mount Pocono, Pennsylvania

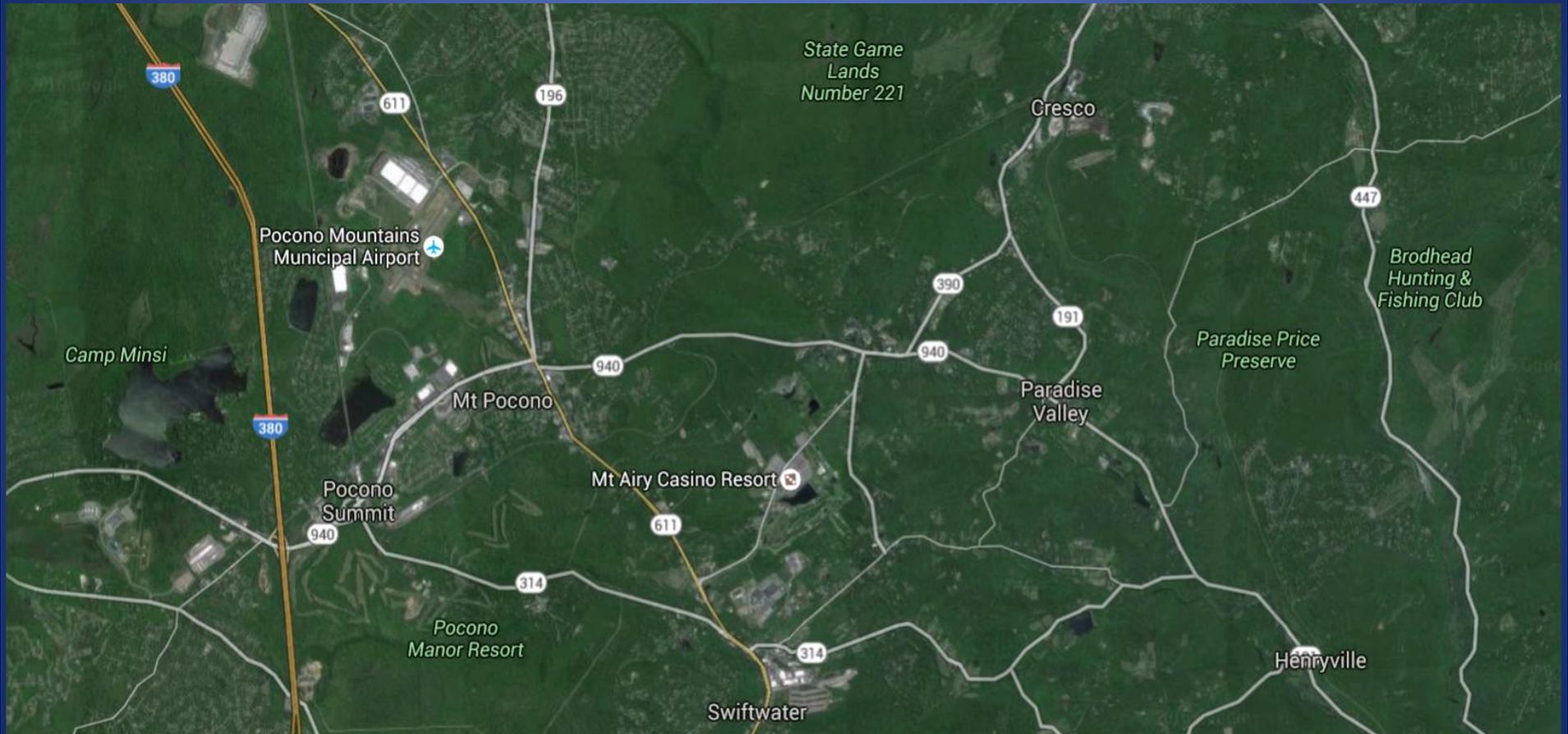
**LICENSE RENEWAL
PUBLIC INPUT HEARING
APRIL 12, 2016**

Mount Airy Casino Resort

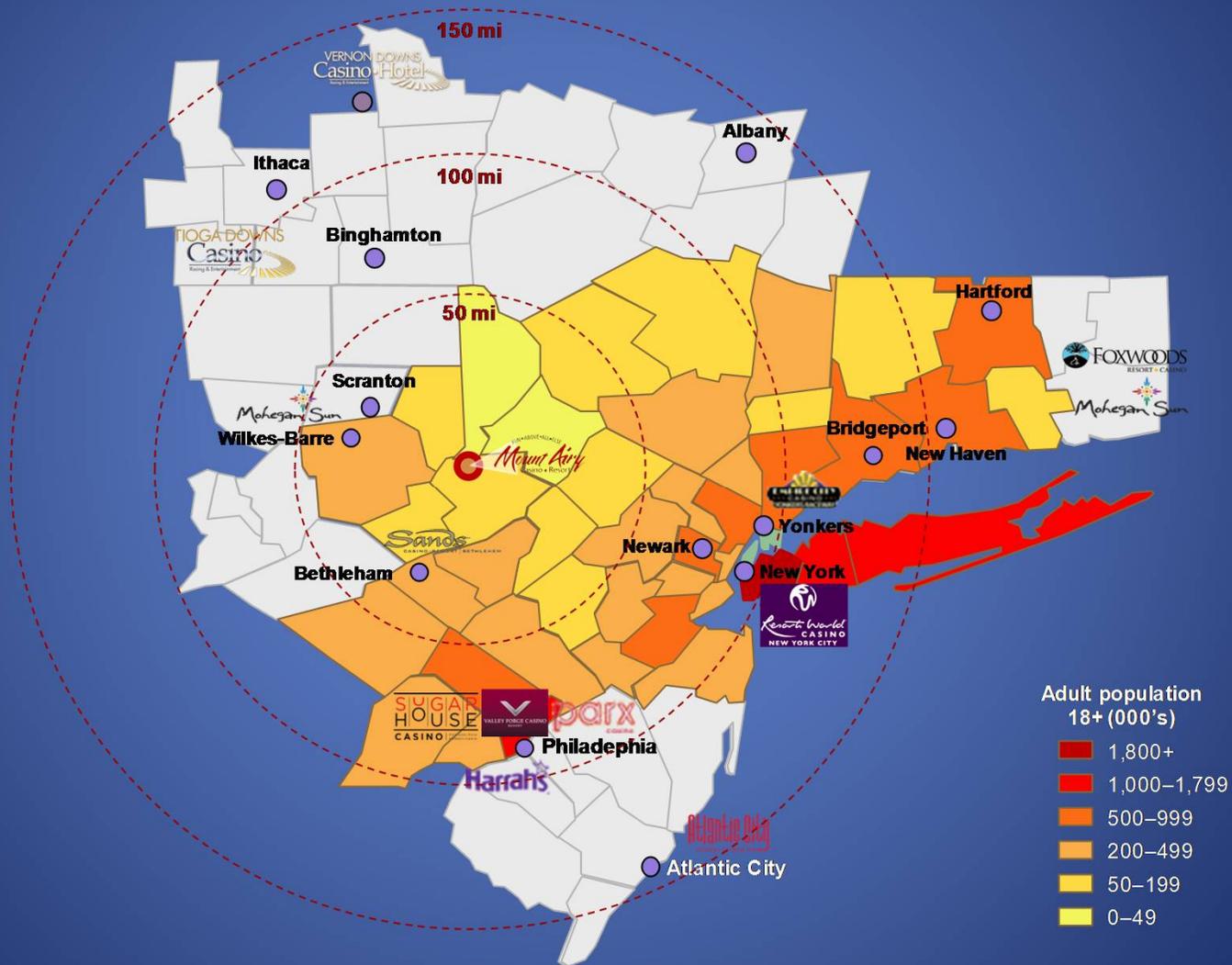


John C. Culetsu
Executive Vice President /
General Manager

Property Overview



Property Overview



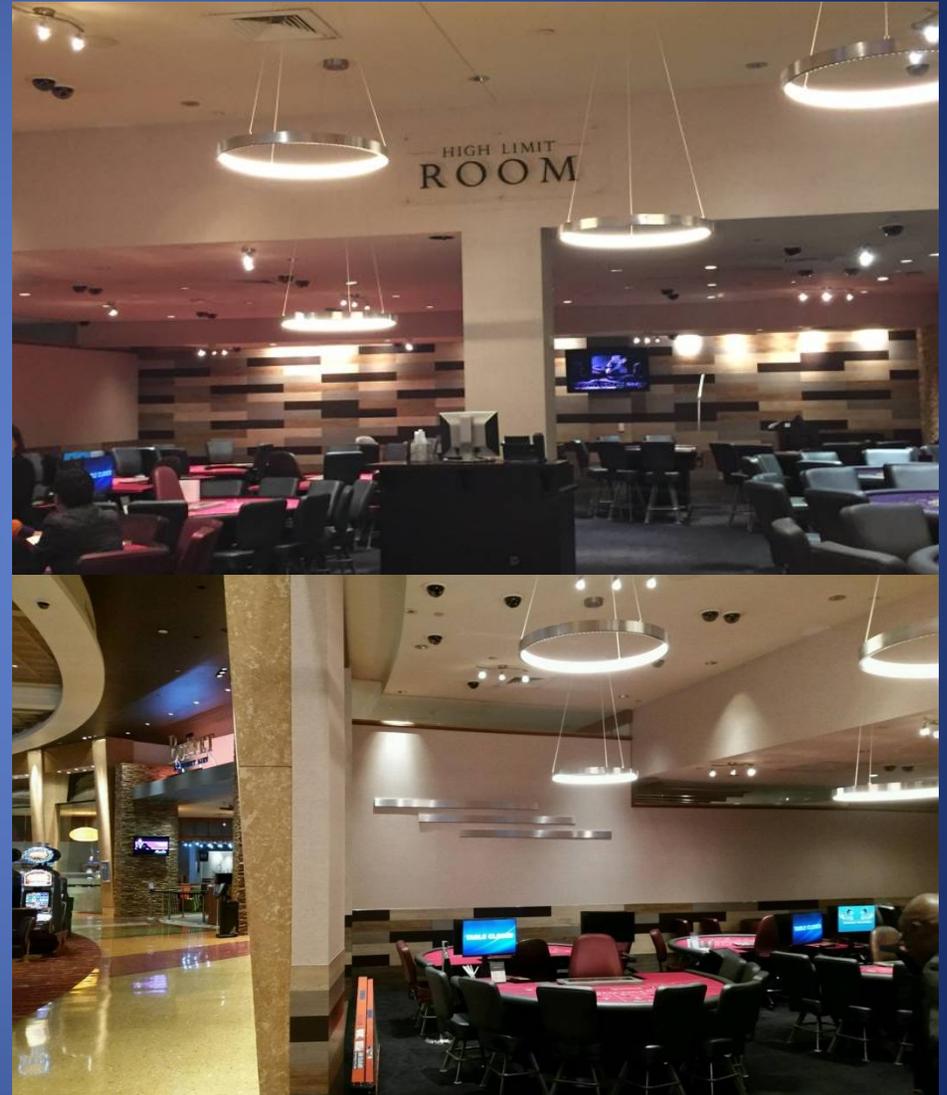
Gaming Floor

- **SLOTS** – The casino features a mix of approximately 1,868 of the latest slot machines, including the newest themed video slots, electronic table games, as well as progressive jackpots.
- **TABLE GAMES** – The main gaming floor features 80 tables including Craps, Roulette, Black Jack, Baccarat, Pai Gow Tiles, and specialty games.
 - The Poker Room, features Seven Card Stud, Texas Hold’Em and Omaha.



Gaming Floor

- The High Limit Room – Recently upgraded Gaming Room Consists of 17 games (Baccarat, Pai Gow Poker, Pai Gow Tiles, and Black Jack)
- Re-opened January 2016
- Renovation Costs - \$160K



Hotel

- **HOTEL**– each room and suite in Mount Airy Casino Resort’s luxury hotel was designed with a high level of detail.
- **Current Renovation** – Began Feb 2015 with expected completion date November 2016
 - Renovation Cost: \$5 Million



Hotel Rooms

Deluxe King Room



Double Queen Room

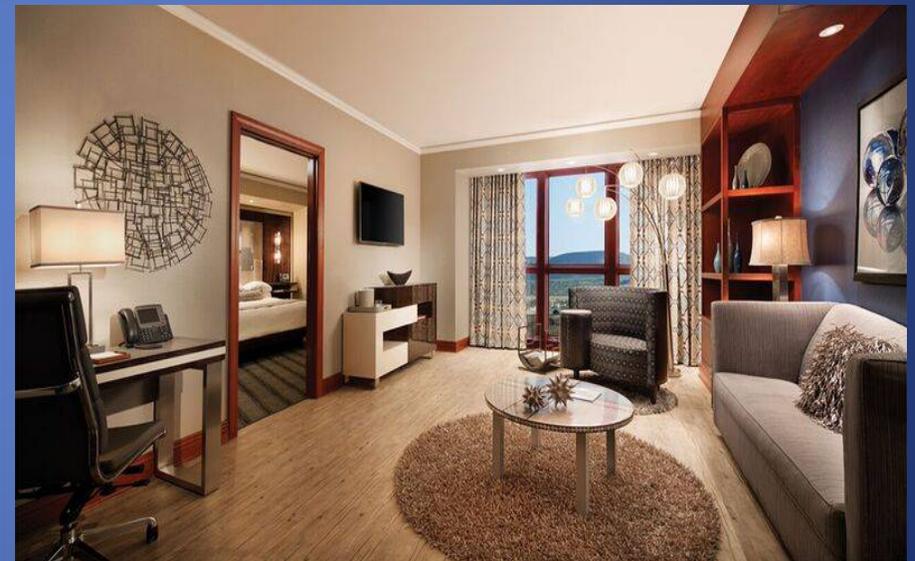


Hotel Suite

Suite Bedroom



Suite Living Room



Hotel Bathroom Upgrade



Dining Restaurants

- Completely revamped the dining options at the resort since the last renewal hearing. Current offerings include :
- Bistecca by Il Mulino – fine dining restaurant;
- Guy Fieri's Mt. Pocono Kitchen - Guy has traveled over 150,000 miles across America's back roads in Diners, Drive-ins and Dives in search of the best regional fare



Dining Restaurants

- Lucky 8 Noodle & Sushi Bar — Upgraded and remodeled to offer Pan-Asian cuisine now including a full sushi bar
- The Buffet at Mount Airy — A full service buffet with trained culinary experts preparing the very best choices, the hardest part is deciding where to start.



Dining Amenities

- Nostalgia Candy Store - Nostalgia is a whimsical interpretation of a turn of the century Candy Store. Its colors, tempting delicacies and seductive aromas lure guests to indulge in a sweet treat.
- Red Mango Yogurt Café - frozen yogurt with delicious toppings like market fresh fruit, healthy granola and nuts, tasty cheesecake.



Dining Amenities

- Starbucks - At our very own Starbucks, your favorite coffee creation is blended with our Casino entrance's rustic décor. You can also pull out your laptop or Smartphone and log on to free internet service.



Gypsies NightClub and Lounge

- The casino resort's upscale Gypsies Lounge & Nightclub, offers a mix of live bands, headliners, musical and comedy acts, along with regional DJ's.



Convention/Event Facilities

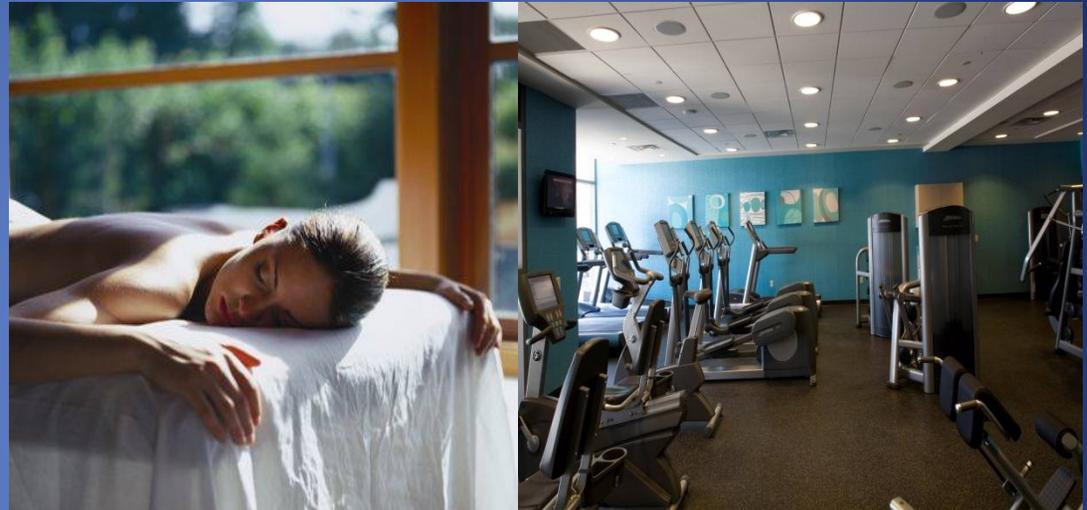


Event Center - Weddings



SPA and Fitness Center

- The SPA and Fitness Center at Mount Airy is the perfect place for relaxation, with accommodations to meet your every need. Our staff of talented professionals provides guests with a range of invigorating spa treatments including facials, skin treatments, including facials, skin treatments, hair styling, personalized massages and more.



GET WET Ultra Pool

- Opened May 2014
- \$6 Million Project Cost
- The pool and event center at Mount Airy consists of 51,000 square feet of space offering indoor/outdoor pools & spas, cascading waterfalls, and fireplace pits overlooking the lake and our championship golf course.
- In addition the facility features a restaurant, bar, changing facilities, and an outdoor stage that will accommodate 750 concert goers.





Golf

- 18 hole championship golf course set in the mountainous terrain offers a challenge to golfers of all skill levels and offers spectacular vistas



Golf

- New Clubhouse and Pro Shop opened 2012
- \$2 Million investment in golf course since 2012



AAA Four Diamond Property

- Awarded every year since 2010
- Awarded to less than 6% of the hotels in the country



Commitments Delivered



- Economic Impact
- Team Members
- Community



Economic Impact – Casino Opening through December 31, 2015

- **\$791 million** in total gaming taxes generated
 - Including **\$111 million** in local share taxes
- Other taxes paid
 - **Over \$28 million** in property taxes; largest property taxpayer in Paradise Township and Monroe County
 - **\$16 million** to Commonwealth (Sales and Use tax, Withholding)

Economic Impact – Casino Opening through December 31, 2015

- **\$185 million** in salaries, wages and benefits paid to employees
- **\$295 million** in Gaming Service Providers
 - Minority/Women Business Entities (M/WBE): \$37 million
 - Local Business Entities* (LBE): \$69 million
 - * *Monroe, Carbon, Lackawanna, Luzerne, Northampton, Pike & Wayne Counties*
 - PA Business Entities: \$147 million

Economic Impact

- Initial Development Opening Cost: \$350 million
- Ongoing Capital Expenditures: \$7 million/year
 - Get Wet
 - Golf course clubhouse/pro shop
 - Gaming floor product
 - Hotel room renovation

Tina Jones
Executive Director Human
Resources

Employment Statistics - Diversity

Total Number of Employees	1,122	
Number of Female Employees	506	45%
Number of Female Professionals, Supervisors & Above	62	42%
Number of Minority Employees	447	40%
Number of Minority Professionals, Supervisors & Above	39	26%
<i>Data as of December 31, 2015</i>		

Mt. Airy Minority = 40%

Monroe County & Contiguous
Counties Minority = 10%*

* US Census Data (July 2014)

Employment Statistics - Regional

Total Number of Employees	1,122	
Number of Regional* Resident Employees	1,050	94%
Number of PA Resident Employees	1,071	95%
<i>*Monroe, Carbon, Lackawanna, Luzerne, Northampton, Pike & Wayne Counties Data as of December 31, 2015</i>		

Job Recruitment Efforts

- www.mtairycasino.com
- Promotion from within
- Annual On-Site Job Fair
- East Stroudsburg University (ESU) Career Day (East Stroudsburg) 2x year
- Careerlink Job Fair at Camelback
- Northampton Community College Fall Job Fair (Northampton PA) 2x year
- ESU Job Fair (East Stroudsburg)
- ESU Student Advisory Board Member
- Presented to the Hospitality class at ESU
- Featured speaker at an ESU conference for career options and opportunities
- Adjunct professor at NCC, Monroe County, Hospitality Dept.
- Hospitality Alumni Mixer at NCC
- Conducted MACR Property Tours for NCAAC and ESU College Students
- Joined INDEED on-line recruiting site – premier recruitment site
- Post jobs to CasinoCareers recruiting site
- Post jobs to Craigslist for “blue-collar” positions

Competitive Benefit Package

- BENEFITS
 - Paid Time Off Program
 - Competitive Wages
- MEDICAL BENEFITS
 - 69% eligible employees are participating in company sponsored group health insurance including coverage for family members
 - Medical
 - Dental
 - Vision
- *MACR funds majority of health care premiums*
- EMPLOYEE ASSISTANCE PROGRAM– unlimited free telephonic consultations, first 3 local counselor sessions free

Competitive Benefit Package

- Company Sponsored Voluntary Benefits
 - Additional Life Insurance – Self
 - Additional Life Insurance – Spouse
 - Additional Life Insurance – Dependent
 - Short Term Disability
 - Long Term Disability
 - Flexible Spending Account – *Health & Dependent Care*
- Company Funded Life Insurance for All Eligible Employees
- Company Sponsored 401K Plan for All Eligible Employees
 - 68% Eligible Employees Participate
- Company provides meals for every shift free of charge and pays employee for the meal period.

Employee Training

- Updated New Hire Orientation Program. Incorporated Position Overview, introductory Guest Service Training, Suspicious Activity Awareness Training, Player Club Marketing, and 2-week On-boarding Checklist overview.
- Employee Property Knowledge Days
- Employee Guest Service Training – 100% of staff trained
- Compulsive Gambling Training – 100% of staff trained
- Discrimination and Harassment Training
- Leader Communication Effectiveness Training
- Leader Conflict Resolution Training
- Leader Personal Impact Areas Training
- Management HR Action 101, 102, 103 Classes
- Buffet Standards and Training
- BOH Culinary Safety/Sanitation Manual
- Appearance /Attitude Training

Employee/Community/Special Events

- Employee Summer BBQ
- Employee Fall Golf Tournament
- Employee Holiday Party
- Employee Annual Holiday Gift Card
- 'You Rock' Employee Recognition
- Employee Local Community Business Discount Table
- Annual Employee and Community Breakfast with Santa – benefiting United Way of Monroe County
- Employee and Community Blood Drive
- Annual Toys For Tots Fund Drive
- Employee Sunshine Fund

Career Opportunities

- Desislava Dimitrova, F&B Outlet Supervisor
- Jovani Escalante, Housekeeping Supervisor
- Richard Harris, Table Games Supervisor
- Corey Robinson, Financial Accounting Manager
- Shontae Vallejo, Cage Shift Manager
- Penny Zhu, EVS Shift Supervisor

Training for Career Development

- Table Games School
 - Approved curriculums in Blackjack, Poker, Craps, Roulette, Pai Gow and Baccarat
- Dealer School Statistics

	Total
Internal Graduates	542
New Hire Graduates	294
Total	836

Additional Training

- Compulsive Gaming
- RAMP (Responsible Alcohol Service Program)
- Underage Gaming
- CPR
- Title 31 (Anti-Money Laundering)

Community Involvement

- Charitable contributions - \$433K
 - October 2007 to FYE 2015
- Mount Airy Additionally provides In-Kind Charitable Contributions to various organizations such as :
 - Overnight Stays
 - Dining
 - SPA Services
 - Entertainment
 - Golf Foursomes

Community Partnerships



**SPRING FORWARD
GIVE BACK!**
Monroe County YMCA Spring Family Run/Walk



Saturday, April 2, 2016
at the SOUTHEAST YMCA

5K • 10K • 5K Race Walk
Fun Run • Healthy Kids Day

Benefiting the Y For All annual campaign



WHEN DEREK WAS DIAGNOSED
WITH *autism*, HIS PARENTS
KNEW THE JOURNEY AHEAD
WOULD BE DIFFICULT.

They promised each other that they
would never look at each other one day
and say, "We should have done more."
That's why they enrolled Derek at PCDI.



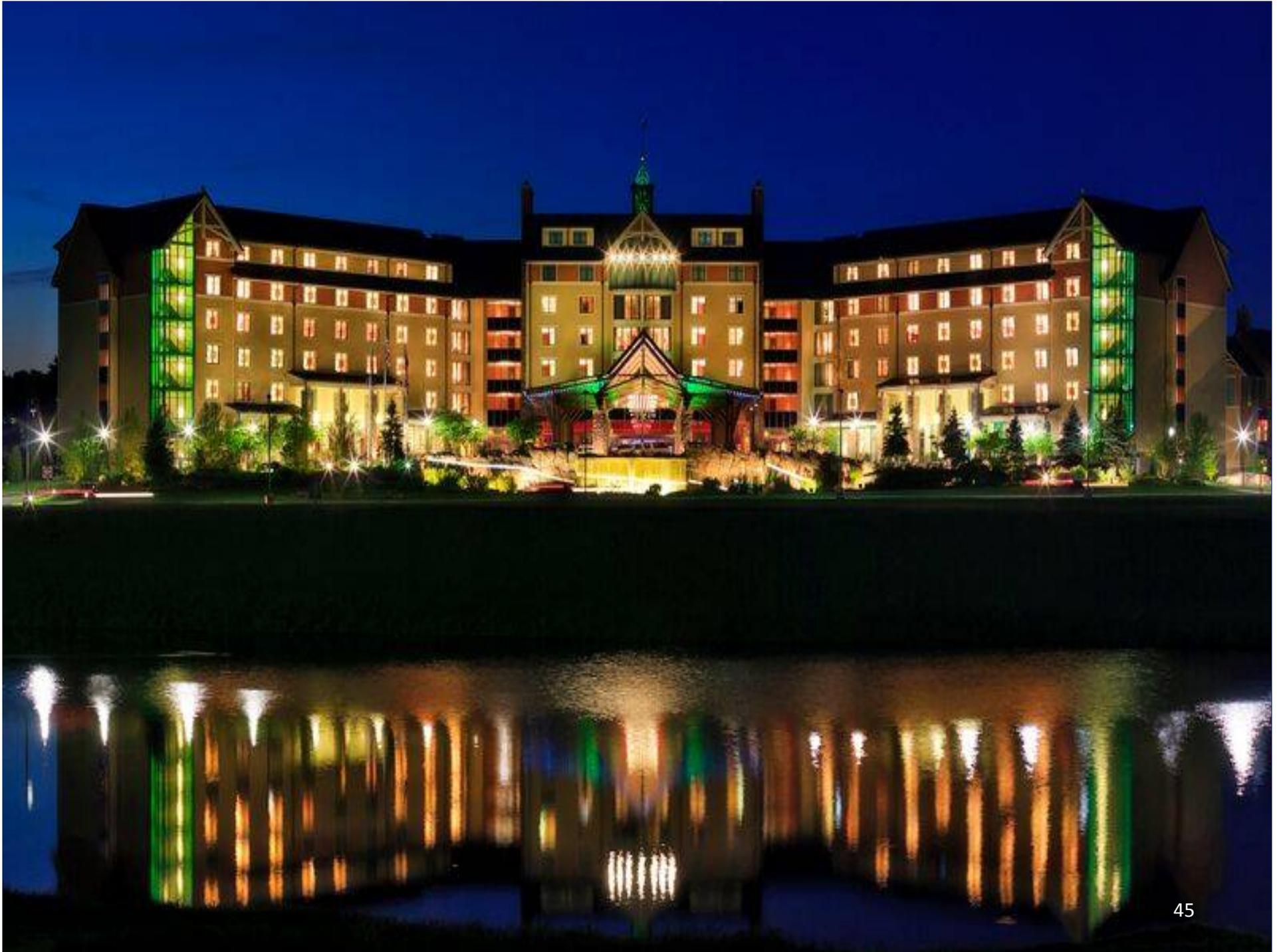
Community Partnerships

- Pocono Mountain Regional Police Department Fund
- Pocono Mountain Regional Ambulance
- Villa of Our Lady Retreat House
- United Way of Monroe County and Lackawanna County
- YMCA of Monroe County
- St. Joseph's Center
- Northampton Community College
- East Stroudsburg University
- St. Patrick's Day Parade
- Salute to Veterans
- Latino Task Force Art Auction
- Feed A Friend (Monroe County)
- University of Scranton
- Make A Wish Foundation
- Women's Resource Center of Monroe County
- Allied Services
- Blue Cross of Northeastern PA
- Everhart Museum
- St. Luke's Soup Kitchen
- Pocono Wildlife
- Marley's Mission
- Pocono Mountain Visitors Bureau
- Sisters of the Poor
- St. John Neumann Society
- Pocono Wildlife - Rock 'n Golf Wildlife Golf Tournament

Community Partnerships

- Junior Knights Hockey League
- United Neighborhood Center
- Junior Achievement
- Pennsylvania Career Link
- North Pocono Lions Club
- Dress for Success
- Pocono Mountain Regional Emergency Services
- Monroe County Habitat for Humanity
- Toys for Tots
- Independence Day Fireworks
- Pocono Mountain Emergency Services Breakfast With Santa
- Meals on Wheels
- American Heart Association
- American Cancer Association
- American Red Cross
- Big Brothers / Big Sisters
- Boys & Girls Club
- Friends of the Forgotten
- Susan G. Komen Foundation – Breast Cancer Awareness

VIDEO CLIPS HERE



APPENDIX