

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: MOUNTAINVIEW THOROUGHBRED RACING ASSOCIATION,
LLC

DOCKET NUMBER 9816-2021

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HEARING

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BEFORE: MEMBERS OF THE BOARD:

DAVID M. BARASCH, CHAIRMAN

Obra S. Kernodle, IV

Sean Logan

T. Mark Mustio

Frances J. Regan

Denise J. Smyler

EX-OFFICIO MEMBERS/DESIGNEES IN ATTENDANCE:

Jennifer Langan, Esquire, Designee,

Department of Treasury

Fred Strathmeyer, Designee, Secretary of

Agriculture

Christin Heidingsfelder, Designee,

Department of Revenue

Reporter: Brian D. O'Hare

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HEARING: Wednesday, June 16, 2021, 10:17 a.m.

LOCATION: Via Videoconference

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Counsel for Mountainview Thoroughbred Racing
Association, LLCALSO PRESENT:Dan Ihm, Vice President and General Manager of
Mountainview

Alex Hvizda, Director of Compliance

Ruben Warren, Vice President and General Manager of
Hollywood Casino, York

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NONE OFFERED

P R O C E E D I N G S

CHAIRMAN: Next before the Board, we have another public hearing. This one pertains to Mountainview Thoroughbred Racing Association's Petition for Approval to Conduct Table Games and the Issuance of a Table Games Operations Certificate at the Hollywood - at the Category Four Hollywood Casino in York.

Once again, I would ask the Court Reporter to please swear in all non-attorney witnesses.

Can the Court Reporter please -

COURT REPORTER: Sorry about that.

CHAIRMAN: - swear in the witnesses at this time?

COURT REPORTER: Sure. Sorry about that. I was on mute.

CHAIRMAN: That's okay.

COURT REPORTER: All parties who wish to testify, please raise your right hand.

WITNESSES SWORN EN MASSE

CHAIRMAN: Thank you.

1 Okay.

2 Once - once again, I'd ask everybody
3 who is going to speak, that before you speak, you
4 state and spell your name for the Court Reporter
5 prior to any presentation.

6 With that said, Petitioners, you may
7 begin.

8 ATTORNEY KING: Good morning, Mr.
9 Chairman and Members of the Board. This is Adrian
10 King from the Ballard Spahr Law Firm in
11 Philadelphia. Behind me is my colleague, Mike
12 Fabius.

13 We're pleased to be here this morning
14 on behalf of Mountainview Thoroughbred Racing
15 Association, obviously, also known as Hollywood
16 Casino at Penn National Racecourse. We're here
17 today on our Petition for a Table Games Certificate
18 with respect to the Hollywood Casino York Category 4
19 Project, which we are pleased to say is on target
20 for an opening in August.

21 I'm going to turn the presentation
22 over to the Hollywood Casino team, and specifically,
23 we have with us this morning, Dan Ihm, who's the
24 Vice President and General Manager of Hollywood
25 Casino at Penn National Racecourse. The mothership,

1 so to speak, of the Category 4 facility. We have
2 Alex Hvizda, who is the Director of Compliance for
3 Pennsylvania for Penn National and properties in the
4 Commonwealth. And then joining us today, and let me
5 introduce to you, the Leadership Team for Hollywood
6 Casino York.

7 First, we have Ruben Warren. And if
8 we can go to the next page of the presentation? I
9 don't know who has the controls on them.

10 Well, while we're getting to the next
11 page -.

12 CHAIRMAN: There we go.

13 ATTORNEY KING: Thank you.

14 Ruben Warren, who is going to be the
15 VP and General Manager for Hollywood Casino York.
16 Ruben has 20 years of experience in the casino and
17 hospitality industry. He has moved through the Penn
18 National system. Along the way, he's been at
19 Plainridge Park Casino, which is our property in
20 Massachusetts down in Plainridge.

21 In 2019, he took the position of vice
22 president of finance in Ameristar East Chicago. And
23 later that year, he joined Ameristar Black Hawk in
24 Colorado as the vice president of finance, and most
25 recently served as the assistant general manager.

1 So he will be taking over as the GM for Hollywood
2 Casino York, and we're pleased to have him here in
3 the Commonwealth.

4 And then also on the team is Brian
5 Hairston, as the Director of Operations for
6 Hollywood Casino York. And he will have day-to-day
7 responsibility for operations of tables, slots,
8 sports wagering, security and food and beverage.
9 And Brian brings more than 27 years of experience to
10 York. And he has served at Rivers Casino & Hotel as
11 director of table games and director of casino
12 operations at Hollywood Casino St. Louis. And he's
13 also worked at casino properties in Wisconsin,
14 Michigan, Louisiana and New Jersey.

15 So we have a great team joining us for
16 Hollywood Casino York and its launch. And with
17 that, I'm going to turn the presentation over to the
18 team so that you can hear more about the status of
19 the project and obviously, integrating table games
20 into the operations.

21 I'm hoping we're not having a
22 technical difficulty?

23 CHAIRMAN: Who is that we're waiting
24 to begin to speak at this point?

25 ATTORNEY KING: We're looking for Dam

1 Ihm, and Alex Hvizda and Ruben Warren. I know they
2 were on the - they were signed in before, they were
3 logged in.

4 CHAIRMAN: Okay.

5 Something - Dan Ihm, are you there?

6 ATTORNEY KING: Mr. Chairman, we're
7 going to - we're going to try make telephone contact
8 separately offline if we could just pause for a
9 moment or two? And I apologize to the Board.

10 CHAIRMAN: Okay.

11 Okay.

12 ---

13 (WHEREUPON, AN OFF RECORD DISCUSSION WAS HELD.)

14 ---

15 ATTORNEY KING: Sorry for the delay,
16 Mr. Chairman.

17 MR. IHM: Yes, our apologies here.
18 For some reason we had video, but did not have
19 audio. So can everybody hear me okay now?

20 CHAIRMAN: I can hear you, can't -
21 well, it doesn't matter that we can see you, but we
22 cannot see you, but that's all right.

23 MR. IHM: That's probably a good
24 thing, so that's great.

25 So good morning, Mr. Chairman. Good

1 morning members of the Board. Thank you very much
2 for having us this morning, and again, my apologies
3 for the - for the delay with the audio.

4 So I have with me here today, Ruben
5 Warren and Adrian did do a tremendous job of
6 stealing my slide and going through - going through
7 the Executive Team at York. But what I'd like to
8 say is Ruben's been with us for two months now and
9 we are extremely excited to have Ruben. Again, as
10 Adrian described, Ruben came to us most recently
11 from our Penn National Gaming location at Ameristar
12 in Black Hawk, Colorado. So Ruben's hit the ground
13 running very quickly. I am very proud to announce
14 that we are on track for a (sic) early August
15 opening, pending regulatory approval.

16 So with that, what I'd like to do is
17 go ahead and turn the floor over to Ruben, who will
18 just briefly describe the York facility, kind of
19 where we are today, just a brief overview, and then
20 obviously, dive into the York Table Game Petition
21 for Approval. So with that, I'm going to go ahead
22 and turn it over to Ruben.

23 CHAIRMAN: Thank you.

24 MR. WARREN: Good morning, Chairman
25 and Board. It's good to be here. As Dan alluded

1 to, I've been here just under two months and, you
2 know, I've quickly tried to get caught up with this
3 project. So I just want to make sure I give credit
4 to Dan, Marc Guastella and team for working for the
5 last two years, with COVID providing a pause in
6 between that to get this project grounded, underway.
7 And I think, like Dan alluded to, we're on-schedule
8 for an early August opening.

9 So I'll just walk you through quickly,
10 just a quick summary of the project. We will have
11 500 slot machines on the floor, 24 table games, two
12 restaurant outlets and this nice, quaint 80,000
13 square foot facility. The photo that you're looking
14 at here is a photo of the entry - the one entry
15 point to the casino under our portica shea that's
16 located directly across from the Target at the
17 Galleria Mall.

18 This is a photo as you enter the
19 casino, looking at out pit area and all the way
20 through the back in that dark space is the racing -
21 Barstool Racing Sportsbook. And we have slides to
22 kind of show you an up-close look at that as well.

23 This photo was taken - just back up
24 one sec (sic). So that photo was taken about two
25 weeks ago as we shipped in slot bases. Today, the

1 floor is pretty populated with slot machines and I
2 look forward to updating you guys and providing new
3 photos at a future date.

4 This is a look at our pit area and
5 what we attempted to do here, what we accomplished
6 here was raising the ceiling of that pit area to 18
7 feet. The rest of the facility has lower ceiling
8 heights under the - for the - for the slot area.

9 As you walk into this area, you
10 immediately, without even tables in the area, you
11 feel the excitement of what this area and space is
12 going to provide. The photo of those black units
13 are our pit stands. We'll have four of those in our
14 two pits. Each one will have four television
15 monitors to make our customers a little bit more
16 comfortable as they're seating, as we have sporting
17 events going on.

18 That's a look at our Barstool branded
19 Sportsbook. The photo in the further back is our
20 racing area. The one that's closer to you with the
21 TV terminals are the Sportsbook counters. The
22 spaces was built with reclaimed basketball court.
23 That's what you see on the walls that's outfitting
24 this space. And then the flooring, I love the turf
25 look. So you feel like you're a part of the game as

1 you walk up to the counter and place bets.

2 This is a look, again, from the
3 outside on the slot floor as we had slot bases come
4 in. That' a look at our Sportsbook bar, our
5 Barstool branded Sportsbook Sports Bar and the sign.
6 And to the right of that is your - is the main pit
7 area.

8 This is a look as you're walking in
9 from the main entrance. The pit would be to your
10 far right. What you're looking at is the casino
11 cage. Today, the cage is completely outfitted with
12 televisions. It has the bars. It has the
13 countertops. It's more complete and the floor is
14 populated again today with about 150 or so slot
15 machines. We'll have about 200 on the floor by this
16 Friday. And that's just a closer look at the cage
17 area.

18 So that was a real quick update of
19 where we are with the project. As Dan alluded,
20 we're on pace for an early August opening. Slot
21 bases were shipped in about two weeks ago. Slot
22 machines arrived last week. We will be done with
23 the slot installs by the end of this month. Table
24 games will be - once we're granted this approval
25 here, if we're granted the approval, is scheduled in

1 on June 22nd. And so we will have, as you saw in
2 the first photo, two pits directly side by side. We
3 have three different pillars that you saw in the
4 photo and the pits will run down each side of that
5 middle pillar.

6 We expect to have on the floor, 24
7 live table games and with 80,000 square foot make -
8 and we wanted to make this floor pretty comfortable
9 for our customers, we decided to open with 24 tables
10 and 500 slots instead of the 750 and 30 table games.

11 The space was just a little too small. We will
12 also have ten electric wagering terminals on the
13 floor, where customers can play craps, blackjack,
14 mini baccarat and roulette.

15 We're currently - have a hiring center
16 in the Galleria Mall. This is a photo here of our
17 tables games dealing school that we acquired on the
18 second level of the mall and currently, the table
19 game employee makeup will be about 138 total
20 employees, including leadership and dealers.

21 Currently, we are offering free dealer
22 school, again, in the galleria mall. Our first
23 class was about four weeks ago. We just received
24 approval for our first dealer two days ago. We
25 expect to have approval for that first dealer class

1 of about 18 people here in the next week or so. And
2 our goal here is to make sure that we provide the
3 training here at Grantville. We want those
4 employees to come down, sit on the live table, get
5 that experience before we open our facility. That
6 will work out all the bugs, and kinks and anxiety of
7 those new dealers and provide them a little bit of
8 experience before they see the sea of folks that's
9 going to populate the floor here at York.

10 Of course, we all know that the
11 current labor environment is pretty - is pretty
12 competitive right now. And so we initially started
13 out by just posting table game dealer positions. We
14 did not see the - the response that we expected. So
15 like everyone else in the market, we have since then
16 implemented a \$1500 sign-on bonuses for dealers and
17 we are currently discussing the option of possibly
18 paying dealers to go to that class and maybe
19 divvying up that sign-on bonus to create the
20 excitement.

21 We understand that it takes about
22 three weeks to hire dealers - or to train dealers to
23 be able to deal on the casino floor. We're just
24 under eight weeks to open this casino and we have
25 about 48 or so dealers that's currently in school.

1 We have another class of about 15 that will be
2 starting school next week. And so we have done a
3 few things, which we have put more trainers in that
4 dealing school to speed up and provide other classes
5 for those dealers to be able to get through school
6 in three weeks, versus the current six-week process.

7 We're proud to say that we have
8 partnered with Harley and we are going to provide an
9 employee benefit for any York employee that starts
10 with us with the property at opening, and is still
11 employed through December 25th, we're going to give
12 a Harley away to one of our employees as a - as
13 another bonus.

14 Again, talking through just this tough
15 job market, we have six events that we have
16 scheduled this month between York PNR and our
17 Grantville property that's opening here in -
18 expected opening later this year. Our first job
19 fair was at the Galleria Mall last week. We had
20 most of our managers there. The turnout was - was
21 pretty light. And as expected, the reason that we
22 went out pretty aggressively here in June with six
23 events is just a tough job market. It's hard - it's
24 difficult to find employees. It's difficult to
25 engage employees.

1 So the two things that we're pretty
2 excited about here on this list is partnering with
3 York Economic Alliance and we're doing a job fair
4 tomorrow at the Revolution Stadium. There's about
5 62 - no, 69 vendors locally that's going to
6 participate in that job fair and we're hoping that
7 we have a great turnout for all of those vendors,
8 including us, to be able to push this hiring process
9 to make sure that we have enough staff just to open
10 the building.

11 We're also going to be at - this
12 Saturday, the Juneteenth event in - in York, as
13 another event to say we're here, we're hiring, in
14 hopes that we can make sure that we fulfill the
15 staffing needs for the property as we open the
16 property.

17 I believe that's it. I'm going to
18 turn it back over to Marc just to - to close out and
19 to officially submit our - our request.

20 CHAIRMAN: Thank you. Thank you.

21 ATTORNEY KING: Mr. Chairman, just two
22 - two quick things. First of all, I think we - we
23 want to thank the Staff, your team at the Gaming
24 Control Board for working so hard to help us get
25 this facility up and running and also working with

1 us closely on staffing issues as Ruben indicated,
2 and I know you've seen across the state, we're
3 having - there are challenges in terms of finding
4 qualified employees. We're offering good jobs, good
5 benefits, good pay. We're doing everything we can
6 and part of that is getting people processed as
7 quickly and efficiently as possible from a licensing
8 perspective. And as usual, the staff is doing a
9 great job.

10 And then if I could, just as a
11 housekeeping matter before you perhaps open it up
12 for any questions, I'd just to move our presentation
13 into the record as a part of our Petition and just
14 to save us more speaking on my behalf on the
15 backend, obviously, we - we respectfully request the
16 Petition be granted by - by the Board.

17 CHAIRMAN: It'll be so moved as to
18 what you're moving into evidence. If that's all you
19 have right now, Adrian, I'll turn this over to
20 Enforcement Counsel. Any questions from Enforcement
21 Counsel?

22 ATTORNEY CROHE: Mr. Chairman, Members
23 of the Board, John Crohe, C-R-O-H-E. I have no
24 questions at this time, but I will defer to Chief
25 Counsel Pitre - Chief Enforcement Counsel Pitre

1 should he have any questions.

2 ATTORNEY PITRE: Just one.

3 What's the total number of employees
4 that you guys will need to open the facility?

5 MR. IHM: We're - we're looking at
6 about 320 total employees initially to - to open
7 York, understanding that we'll have high demand in
8 the beginning of the process, but we'll have over
9 300 total hired.

10 ATTORNEY PITRE: And - and of that
11 total, how many area dealers?

12 MR. IHM: We have about 105 or so
13 dealers.

14 ATTORNEY PITRE: Okay.

15 Thank you very much. I have no - no
16 other questions.

17 CHAIRMAN: Does Enforcement Counsel
18 have any other presentation to make, Cyrus?

19 ATTORNEY CROHE: Mr. Chairman, other
20 Members of the Board, we have no witnesses to
21 present and no documents to present. However, I
22 would just like to make a brief statement if I may?

23 CHAIRMAN: Please.

24 ATTORNEY CROHE: We have reviewed the
25 Table Games Petition furnished by Mountainview

1 Thoroughbred Racing Association, LLC. We've
2 reviewed the documentation and we have discussed the
3 Petition and the request with the Bureau of
4 Investigations and Enforcement, the Bureau of
5 Licensing, the Bureau of Gaming Laboratory
6 Operations, the Bureau of Casino Compliance, the
7 Office of Diversity, the Office of Compulsive and
8 Problem Gambling. The office of Sports Wagering
9 Operations and the Bureau of Gaming Operations. All
10 of those Bureaus have agreed that Mountainview has
11 met its burden at this point in each of their
12 respective areas of expertise.

13 The OEC, after reviewing the Petition
14 and the request for table games analyzed this
15 submission comparatively with the with the
16 requirements of the Act and the regulations
17 promulgated thereunder. Based upon the information
18 provided by Mountainview, all the reviews and
19 recommendations, the OEC also no objection to the
20 request of Mountainview for a table games operating
21 certificate, and its plan to have table games at
22 your facility, subject to the conditions which we
23 have enumerated and recommended in our Answer to the
24 Petition. The OEC requests that the Board take
25 those listed conditions into consideration for

1 implementation.

2 CHAIRMAN: Thank you, John. Thank you
3 very much. Before - I'm about to open this up to
4 any questions or comments from the Board, I have a
5 couple.

6 Given the difficulties with, like,
7 just in relation to the job market, Adrian.

8 ATTORNEY ADRIAN: Yes, sir.

9 CHAIRMAN: Is - looking at a kind of
10 less than optimal situation, if you don't have the
11 full complement of dealers that you're striving for,
12 is there some notion of a partial opening or
13 opening, but not all the tables, or what's the plan
14 if you don't have the full complement of dealers
15 that you're striving to get to?

16 ATTORNEY KING: I'm going to defer the
17 answer to that to Ruben and Dan, and gentlemen, if
18 you would take that up?

19 MR. WARREN: Yep (sic). So the plan
20 is still to open the property and make sure that -
21 our goal is to make sure that the current 60 or so
22 dealers that we have, get down to Grantville to get
23 the experience on the casino floor in order to
24 again, make sure that we operate the right way for
25 our customers and regulatory-wise.

1 We have about 20 employees from our
2 Grantville property that has put in transfers as
3 well. That takes our number up to 80 or so. So we
4 fully expect to open the property with all table
5 games in operation and the goal is to keep that
6 hiring school or the hiring center in the Galleria
7 along with the dealing school in the Galleria for
8 one or two months after we open. Again, in case we
9 don't meet the entire 100 folks that we're looking
10 for. But we will be able to open the property in
11 the full capacity with the current folks that we
12 have in the que. That's our expectation.

13 CHAIRMAN: Okay.

14 That's an excellent answer, because
15 you anticipated my next question, which was - so I
16 was going to ask you whether you're going to need to
17 temporarily transfer some of your dealers from
18 Hollywood or someplace else. But it sounds like
19 you've resolved that because you have people who
20 actually put in to transfer down there permanently.

21 Is that correct, Mr. Warren?

22 MR. WARREN: That is correct. And
23 again, on the slide that I showed you with hiring
24 fairs, again, all three of our properties, including
25 the Grantville - the Morgantown property that's

1 opening later this year, we're currently seeking
2 employees for all three of those during these - with
3 these six fairs that we're having - or events that
4 we're having this month. And we'll continue - we'll
5 continue with fairs into July if the need tells us
6 that we need to do that as well.

7 CHAIRMAN: Okay.

8 Thank you. I'll open -.

9 ATTORNEY KING: And, Mr. Chair, -

10 CHAIRMAN: Yes?

11 ATTORNEY KING: - I just had, just as
12 a general observation, I think there is a hope that
13 as some of the pandemic relief plan relief kind of
14 tails out coming into September and the early Fall,
15 that we'll see more enthusiasm for - for some of
16 these positions. So that's - as a general
17 statement, that's - that's, I think a hope that -
18 that we have in the industry.

19 CHAIRMAN: Well, what you - well, my
20 concern was two-fold. One; having adequate
21 staffing, but secondly, having adequate experienced
22 staffing -

23 ATTORNEY KING: Right.

24 CHAIRMAN: - because if you open with
25 a bunch of rookies who - who may not really be fully

1 up to task, that would better to not open than to
2 open poorly. That's where I was coming from.

3 ATTORNEY KING: We could have more and
4 I know Ruben and Dan will be working closely with
5 casino compliance as well to make sure, obviously,
6 the - the employees are performing as - as expected
7 and required.

8 CHAIRMAN: Okay.

9 Thank you, Adrian. Now I'd open it up
10 to any questions or comments from other Board
11 Members?

12 MR. MUSTIO: Mr. Chairman,
13 Commissioner Mustio has a question.

14 First of all, I'd like to welcome Mr.
15 Warren -

16 MR. WARREN: Thank you.

17 MR. MUSTIO: - to Pennsylvania.

18 I'm trying to get a feel for the
19 location as it related to the pictures. Is this all
20 on one story, the - the Casino or is it a
21 multistory?

22 MR. WARREN: It's a single story.
23 It's the lower level of the - of the Sears that was
24 there in the mall. The casino will have one
25 entrance, the one that I showed you facing the pit.

1 We did create a vestibule from the second-level
2 parking - that's probably going to be the - one of
3 our main points of entry, that has an escalator and
4 elevator that will drop folks from that second
5 level, down to the one casino entrance as well.

6 MR. MUSTIO: And do you have the
7 ability to expand to the second story of the - the
8 mall?

9 MR. WARREN: Yeah. I need to be
10 careful here.

11 So I'm going to say that we are
12 currently in negotiations to acquire that second
13 level and we have plans to further develop that as
14 well.

15 MR. MUSTIO: But the gaming is going
16 to be on the first floor?

17 MR. WARREN: Gaming's on the first
18 floor.

19 MR. MUSTIO: Okay.

20 Thank you.

21 CHAIRMAN: Do you have any idea what
22 you'd do on the second floor?

23 MR. WARREN: I - at this point it's
24 too preliminary. I don't want to go on record with
25 - with that, but at a later date when - when it's -

1 when time is right, we'll - we'll come back and
2 we'll explain exactly the details of what we expect
3 to do there.

4 CHAIRMAN: Okay.

5 Fair enough. Other - other questions
6 from other Members of the Board at this time?

7 MS. SMYLER: Mr. Chairman, it's Denise
8 Smyler. I don't have any questions, but I would
9 like to comment and applaud Mountainview on the
10 diversity of its management team. Excellent.

11 MR. KERNODLE: And this is
12 Commissioner Kernodle, I would like to second that
13 to as well.

14 CHAIRMAN: Any other comments from the
15 Board at this time?

16 Okay.

17 Well, then I would - I would thank you
18 all for coming and your appearances today. The
19 Board will consider this Petition also later under
20 the OCC's portion of the Agenda. Thank you all for
21 your participation and your patience.

22 * * * * *

23 HEARING CONCLUDED AT 10:47 A.M.

24 * * * * *

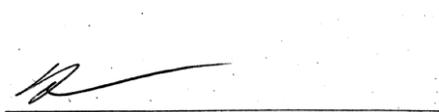
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CERTIFICATE

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I hereby certify that the foregoing proceedings,
hearing held before Chairman Barasch was reported by
me on 6/16/2021 and that I, Brian D. O'Hare, read this
transcript and that I attest that this transcript is a
true and accurate record of the proceeding.

Dated the 23 day of August, 2021



Brian D. O'Hare
Court Reporter