



**MOHEGAN
SUN
AT POCONO DOWNS**



**PUBLIC HEARING
MARCH 16, 2010**



Introduction & Opening Statement

Robert Soper, President
Mohegan Sun At Pocono Downs

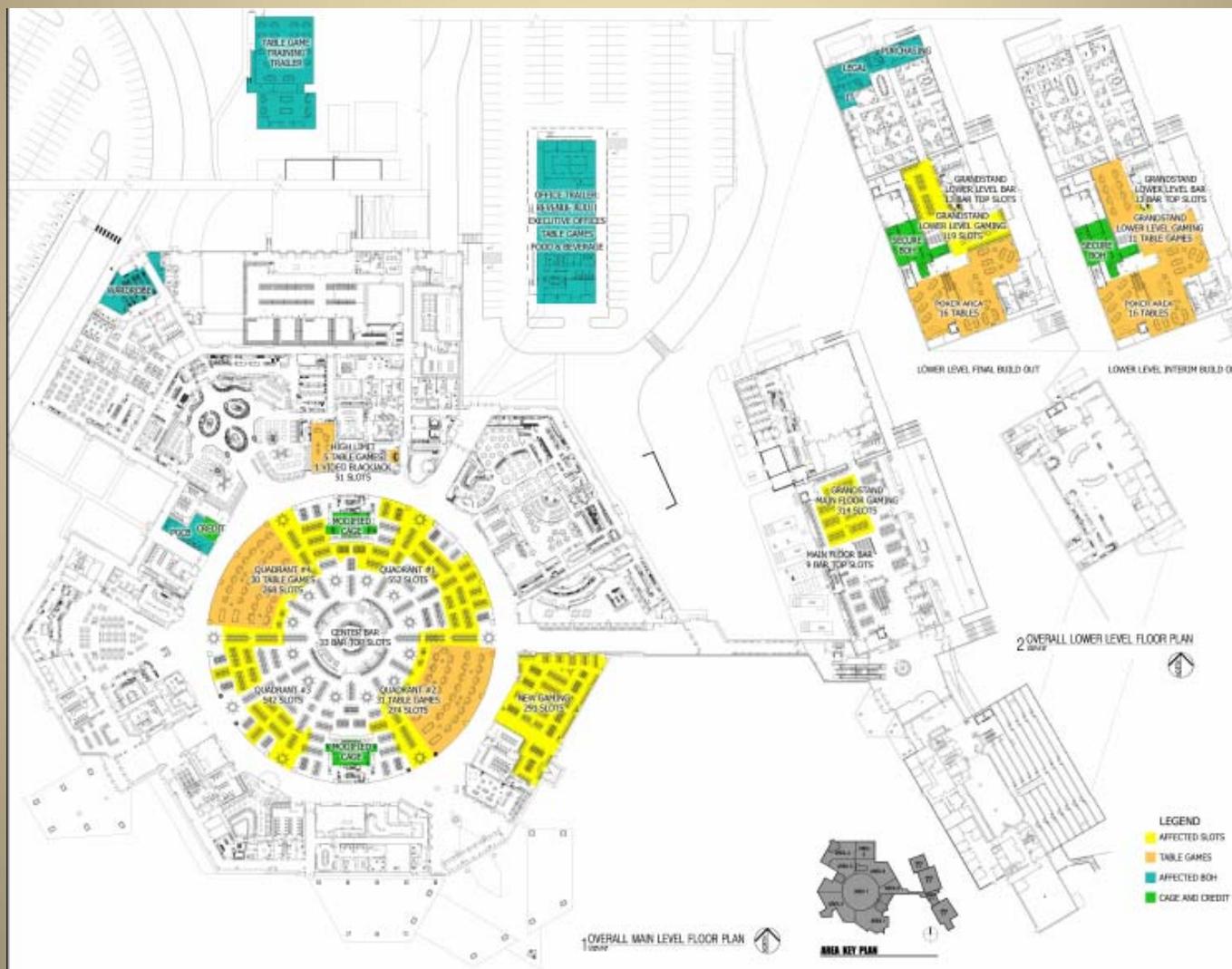
Michael Bean, Vice President Administration
Mohegan Sun At Pocono Downs

Topics to be Presented



- **Overview of Table Games Expansion**
- **Number and Types of Table Games**
- **Jobs Created**
- **Hiring and Training Plan**
- **Economic Impact**
- **Business Experience and Ability**
- **Financial & Other Requirements**
- **Diversity and Problem Gambling**
- **Community Involvement**

Overview of Table Games Expansion



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Overview of Table Games Expansion





Number and Types of Table Games

83 Total Table Games

Banking

46 Blackjack

4 Craps

4 Roulette

4 Three Card Poker

4 Spanish 21

2 Mini Baccarat

2 Pai Gow Poker

66 Total

Non Banking/Poker

16 poker Tables

Fully Automated

1 Blackjack Machine



Jobs Created

Estimated Hiring: Approximately 596 full-time Employees

471 Table Games Personnel / 125 Support Personnel

Positions Include

Vice President, Table Games

Poker Host

Manager, Table Games

Count Room Clerks

Shift Manager, Table Games

Beverage Servers

Supervisor, Table Games

Marketing Representative

Table Games Dealers

Bus Marketing Reservationist

Poker Supervisor

Executive Host

Poker Dealers

Casino Host

Jobs Created

Growth of Existing Organization

- Finance
- Security
- Surveillance
- Transportation
- Human Resources
- Food/Beverage
- Transportation
- Cage & Count
- Revenue Audit
- Marketing

Hiring and Training Plan



Current Status

- Hired Table Games Vice President, Manager & Shift Managers
- 350 future dealers selected and admitted into Dealer School
 - 97 percent local PA residents (3 percent from CT property)
- Training being provided at Mohegan Sun at Pocono Downs
- Training facility completed and operational
- Table games Training Plan Summary submitted to and approved by the PGCB
- Key Table Games Employee: Jeff Walker, MSPD's Vice President of Table Games, formerly of Mohegan Sun Connecticut, has been issued a temporary license by the PGCB



Economic Impact

➤ Licensing Fee	\$16,500,000
➤ Annual Table Games Taxes	\$6,600,000
➤ Additional Annual Wages	\$16,710,000
➤ Additional Annual Purchasing	\$4,000,000
➤ Construction Spend	\$17,959,000
➤ 75 - 100 Construction Jobs	



Economic Impact

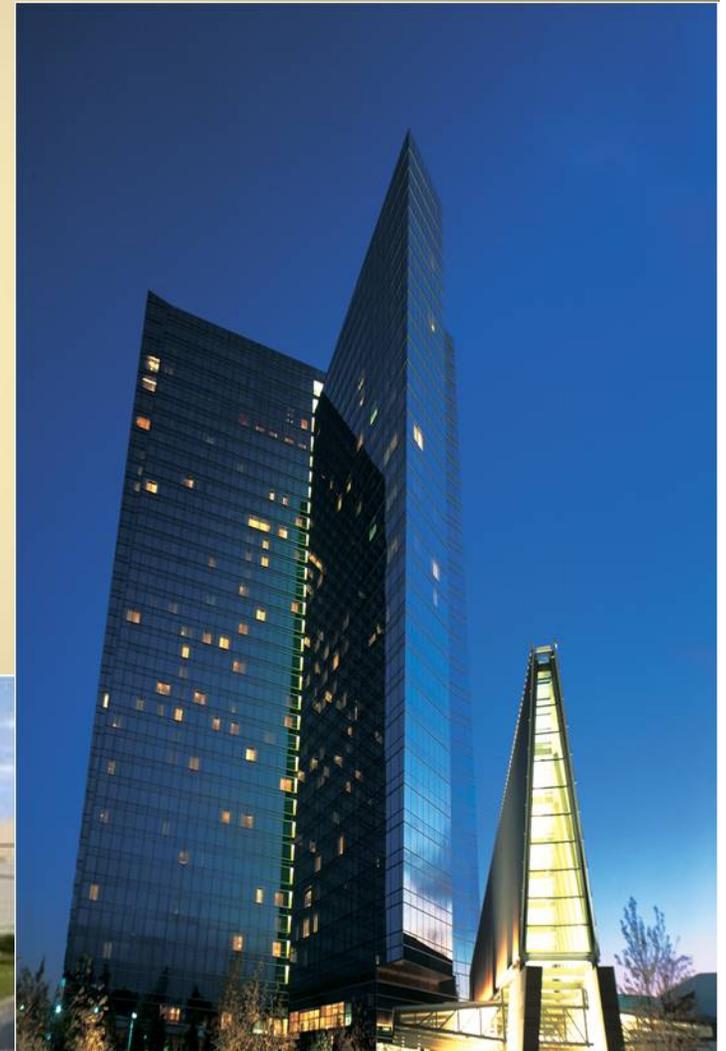
Local Vendor Spend (PA Vendors)

➤ 2005	\$16,262,000
➤ 2006	\$30,716,000
➤ 2007	\$25,469,000
➤ 2008	\$29,409,000
➤ 2009	\$26,818,000
➤ 2010 (through 2/10)	\$3,762,000

Business Experience & Ability



- **330 table games:**
 - **Blackjack, Craps, Roulette, Poker, Baccarat**
 - **Caribbean Stud, Four Card Poker, Three Card Poker**
 - **Pai Gow Poker, Pai Gow Tiles, Spanish 21,**
 - **Let It Ride, Texas Hold 'Em**
 - **Over 2,400 Tables Games Personnel**
 - **42-Table Poker Room**
- **Hosts table game tournaments and special events, such as North American Poker Tour**
- **Average 3 year Table Games win/day, per table: \$2500-\$3500**
- **9,200 slot machines**
- **1,175 room luxury hotel including 15,000 sf spa**
- **100,000 square feet of meeting and conference space**
- **More than 50 restaurants and bars with 5,000 seats**
- **Entertainment venues including 10,000 seat arena**
- **More than 40 retail shops**
- **10,000 team members**





Financial Requirements

Stability and Responsibility

- Funding details for the project including “sources and uses” verifying the availability of the necessary funding have been filed with the table games petition
- Commitment letter executed by the MSPD President confirming the availability of the funds has been filed with the table games petition
- Most recent Form 10-K filed with the table games petition
- Most recent audited financial statements and reports of independent auditors filed with the table games petition
- Funding details for payment of the licensing fee filed with the table games petition



Additional Requirements

- ❖ Slot machine license is in good standing as demonstrated by the Board's recent renewal
- ❖ Executed form waiving right to refund of \$50 million
- ❖ Agreed not to permanently reduce 2466 slot machines in operation on October 1, 2009



Diversity

With regard to ownership, participation and operation:

- MSPD is a minority business, as it is indirectly wholly owned and operated by the Mohegan Tribe
- The President of MSPD, who is also a member of the Mohegan Tribe, and all members of the governing body, are Native American
- Chairperson of the Tribe is Native American and a woman
- As such, Mohegan Sun at Pocono Downs is significantly diverse in the ownership and operation of MSPD.



Diversity

Minority

- 8.9% Of Total Employee Workforce
 - ✓ 1.5% of Pocono Downs workforce was minority at the time of Purchase in 2005
 - ✓ Local MSA is 3.9%
- 8.3% Management/Professional

Female

- 48.6% Total Employee Workforce
 - ✓ Local MSA 46.7%
- 42.1% Management/Professional



Diversity

- Lifetime Gold Membership of the NAACP Wilkes-Barre
- Member of the Diversity Committee of the Wilkes-Barre Chamber of Commerce
- Member on the Board of Diversity Institute, College Of Misericordia
- Quarterly Diversity Meetings Held and Attended by the CEO, Vice President of Administration, CFO, Director of Human Resources and Corporate Counsel



Compulsive and Problem Gambling Highlights

- Member of the National Council on Problem Gambling
- Annual Contributor to National Problem Gambling Awareness Week
- Worked With Carl Robertson of the Council on Compulsive Gambling of Pennsylvania (CCGP) to Establish Comprehensive Compulsive Gambling Training
- Worked with Director of the Office of Compulsive and Problem Gambling to ensure compliance with the new requirements of the Gaming Act
- All New Table Games Team Members Will Receive Compulsive Gambling Training
- Incorporated Compulsive Gambling Training Into Orientation to Ensure All Team Members Are Trained and Aware.
- Yearly Contributor to the CCGP

Community Involvement



Donations and Sponsorships: 386 Charitable Entities

United Way
Special Olympics
Leadership Wilkes-Barre
MDA Black and Blue Ball
NAACP Of Wilkes-Barre
American Red Cross
Misericordia University Dinner
American Lung Association
Joint Urban Studies Center
Northeastern Cancer Institute
Children's Service Center
Association of the Blind
Council on Compulsive
Gambling PA
YMCA
Boy Scouts of America
Pittston Memorial Library
Volunteers of America
Plains Township Little League
Rotary Club of Plains
Toys For Tots
Big Brother Big Sisters
Fiesta En Scranton
Lackawanna River Corridor
Ballet Northeast
Wilkes-Barre Chamber
Holy Resurrection Church

PA African American Conv.
Plains Volunteer Ambulance
Ronald McDonald House
Friend of the Poor
Arthritis Foundation
Helping Hands Society
Sisters of Mercy
Standardbred Retirement Fd.
Our Lady of Mt. Carmel Church
Pocono Equestrian Center
Times Leader Best and Brightest
Jewish Discovery Center
American Heart Association
American Diabetes Assoc.
St. Judes Research Hospital
Friendship House
Goodwill Industries
United Cerebral Palsy
Univ. of PA Vet Medicine
Fraternal Order of Police
Latino Task Force
March of Dimes
Scranton Cultural Center
WB General Hospital
Osterhout Free Library
Wyoming Valley Alcohol and
Drug

Nay Aug Park Conservancy
Jewish Family Services
Plains Baseball Field
Forty Fort Preservation Fund
Athena Fund
Make-A- Wish Foundation
King's College
Deputy Sheriffs Association
Girl Scouts of PA Council
Scranton Jazz Festival
Maureen's Mission
Komen's Race For The Cure
Wilkes University
F.M. Kirby Center
St. Vincent DePaul
Partners/Newspapers in
Education
Boys Scout of America
Minority Supplier Development
MDA
Wyoming Seminary
Fine Arts Fiesta
The Luzerne Foundation
La Festa Italiana
Crohn's and Colitis Foundation
Women's Resource Center
Jewish Community Center

Geisinger Heath System
Northeast Regional
Alzheimer's Association
Harness Horsemen
Plains Lions Club
Greater Scranton Chamber
Northeast Pennsylvania Classic
Wyoming Valley Children's
Association
First Night Hazleton
St. Joseph's Center
Celtic Cultural Alliance
CEO- Commission On Economic
Opportunity
McGowan Cornerstone
Broadway Theatre of NEPA
Wyoming Valley Vet's Day
Wyoming Valley All Star Game
Habitat for Humanity
Back Mountain Recreation
Candy's Place
Scranton Tomorrow
West Pittston Library
Institutes for PRED
Hanover Twp Fire Dept
Domestic Violence Service Ctr.



Community Involvement

Donation and Sponsorship Amounts

➤ 2006	\$198,000
➤ 2007	\$514,000
➤ 2008	\$644,000
➤ 2009	\$548,000
➤ 2010	\$101,000

(through 2/10)



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