



Entity Renewal Hearing September 16, 2010



Greenwood Gaming Existing Management Team

Robert W. Green, Chairman
Greenwood Racing, Inc.

William E. Hogwood, Deputy Chairman
Greenwood Racing, Inc.

Tony Ricci, Chief Financial Officer
Greenwood Racing, Inc.

Tom Bonner, Vice President/Chief Counsel
Parx Casino

Joseph Wilson, Chief Operating Officer
Parx Racing



Greenwood Gaming New Management Members

Leonard M. DeAngelo, CEO & President
Greenwood Racing, Inc.

Gary Luderitz, General Manager (pending)
Parx Casino

Kathleen Meci, Vice President Table Games
Parx Casino



Commendable Regulatory Record Good Corporate Citizen

- Since commencement of operations in December 2006, **Parx Casino has demonstrated a record of compliance** with laws and regulations applicable to its operations.
- Parx has cooperated with the Board and its staff, and has **participated in various industry/Board initiatives designed to streamline operations** while maintaining rigorous regulatory oversight of gaming operations.
- Since opening of the new Parx Casino in December 2009, **Parx has demonstrated an unblemished record** with respect to under age gaming issues.
- **Parx has established a diverse workforce** of which approximately 77% are Pennsylvania residents and 32% are members of various minority groups.
- **Parx also continues its generous giving to area and other charitable and community causes.**
 - Since opening in December 2006, Parx has contributed over \$9.3 million to these causes.
- **Overall, Parx has been and remains in good standing** in all respects with the requirements of the gaming laws and applicable regulations.



Industry Leading Performance

- Since the advent of casino operations at Parx's predecessor, Philadelphia Park Casino, in December 2006, Parx has been the industry leader in Pennsylvania in both gross terminal revenue and gaming taxes paid.
- The success of operations from the outset is apparent from the multiple casino floor expansions and slot machine additions that Parx has completed over the years.
 - December 2006 -- opened with authorization for 2,076 slots
 - May 2007 -- increased slot inventory to 2,402
 - January 2008 -- increased slot inventory to 2,430
 - February 2008 -- increased slot inventory to 2,703
 - May 2008 -- increased slot inventory to 2,912
 - December 2009 – opened new Parx Casino with 3,300 slots
 - August 2010 -- currently operating 3,461 slots and 57 table games
- As the slot machine inventory increased, so did the gaming revenues and resulting gaming taxes and mandated fund contributions.



Industry Leading Performance continued

- For the fiscal year ending June 30, 2010, Parx's payments for gaming taxes and mandated fund contributions exceeded \$212 million.

Fiscal Year Ending	Gross Terminal Revenues	Total Taxes and Fund Payments
June 30, 2007	\$144,285,992	\$79,515,203
June 30, 2008	\$325,168,059	\$183,141,789
June 30, 2009	\$356,255,717	\$199,030,591
June 30, 2010	\$381,651,762	\$212,715,290

- This information confirms that Parx Casino has been the type of successful gaming operation that the legislature envisioned when it authorized slots gaming in 2004.
- We have every reason to expect that these successes will continue, and will be enhanced, by the recent addition of table games.



Table Games Update

- Table games opened at Parx Casino on Sunday, July 18, after a successful test period on July 16.
- We have already begun to see the positive economic impact that table games will have on the Commonwealth, its municipalities and residents through increased revenues and employment opportunities.
- Table Games revenues for the first eight weeks of operations (July 18 through September 11) are in line with our projections, totaling over \$11 million, with corresponding taxes for state and local share of over \$1.75 million.



Table Games Update - Economic Impact

- Licensing Fee \$16,500,000
- Annual Table Games Taxes \$14,400,000
- Incremental Annual Slots Taxes \$ 5,760,000
- Additional Annual Table Games Wages \$20,000,000
- Anticipated Capital Investment
(Excluding Licensing Fee) \$20,000,000



Table Games - Jobs Created

As of our test day on July 16, we had hired 642 new full- and part-time employees. These hirings included 391 employees in our new Table Games department and 251 employees in our existing departments.

New Table Games Positions

- Vice President, Table Games
- Supervisors, Table Games
- Director, Table Games
- Table Games Dealers
- Shift Managers, Table Games
- Pit Clerks
- Floor Managers, Table Games



Table Games Update - Jobs Created

Growth of Existing Organization

- Finance
- Food/Beverage
- Security
- Cage & Count
- Surveillance
- Revenue Audit
- Marketing
- Beverage Server
- Environmental Services



Slots Update

- With the implementation of Table Games in July 2010, Parx Casino actually **increased** the number of slot machines in operation by increasing the size of the gaming floor to accommodate those new slot machines.
- Parx Casino now operates 57 table games and 3,461 slot machines.

- Petition for approval of operational plan 15 (OP15) is pending before the Board.
- The petition seeks approval to install 61 poker tables in the grandstand.
 - 24 non-tournament tables
 - 37 tournament tables
 - As additional banking table games are authorized by the Board, tournament poker tables will be converted to non-tournament poker tables.



Parx Casino Expansion

We will soon file a petition for approval of operational plan 16 (OP16), which focuses on expansion of the Parx Casino building.

The main components of this expansion are as follows:

- Relocate 15 of the 23 e-table slot machines from Parx Casino to Grandstand Casino.
- Move 145 slot machines from zone FG (between Chickie's & Pete's and the casino cage) to the main casino floor.
- Establish 14-table high limit table games area in space vacated by the 145 slot machines.
- Rearrange slot machines located inside of table games ellipse, to include placement of the remaining 8 e-table slot machines in that area.
- Modify certain of the 57 table games located in the existing table games ellipse.



Parx Casino Expansion continued

- Further expansion of the Parx Casino includes a 95,000 square foot addition, which is currently under construction (including 15,000 square feet of existing shell space).
 - 52,000 square feet of casino, restaurant and public restroom space.
 - 43,000 square feet of back of house and support space.
- Estimated completion is December 2011.
- Anticipated total slot machine count will be 4,000 machines.
- Anticipated table games count will be approximately 150 live gaming tables.



Unattended Children Issue

- As we have previously advised the Board, the following sanctions are implemented against persons who leave children unattended anywhere on the Parx property.
 - Subject to arrest by Bensalem Police Department.
 - Issued permanent eviction, which makes them subject to arrest for criminal trespass if they subsequently return to the property.
 - Player cards are canceled and customers' names are removed from our marketing and contact lists.



Unattended Children Issue continued

- Parx Casino has implemented the following additional procedures to maximize our ability to detect quickly any unattended children incidents.
 - Doubled parking lot cameras from 16 at opening of Parx Casino in December 2009 to 29.
 - Installed signs at all three main entrances alerting patrons to the issue of unattended children, urging patrons to report any incidents immediately to security representatives.
 - Increased existing parking lot security vehicle patrols from one vehicle working on a 24/7 basis to two vehicles working on a 24/7 basis, plus a third vehicle patrolling during peak business periods of 7:00 pm to 3:00 am on Friday – Saturday and Saturday – Sunday, and 2:00 pm to 10:00 pm on Sunday.



Resolution of DEP Enforcement Order

- On April 28, 2010, DEP issued an enforcement order directing Parx to undertake certain immediate remedial actions with respect to alleged pollution and other conditions on the racing backside.
- Parx promptly assembled a team of engineering and environmental consultants to address the issues specified in the order.
- As evidenced by favorable compliance inspection reports dated June 2, July 2 and August 11, 2010, Parx has complied with the requirements of the enforcement order and continues to work successfully with DEP to address the issues outlined in the enforcement order.



Fire Marshal Issues

- Upon opening of the Parx Casino building in December 2009, the Fire Marshal raised issues related to placement of certain required signage and pavement paintings for fire lane areas.
- Parx entered into a series of discussions and meetings with the Fire Marshal in an attempt to resolve these issues.
- These issues have been resolved to the satisfaction of the Fire Marshal, and the required signs and pavement painting have been installed.
- Satisfactory resolution of these issues is confirmed by the Township's recent issuance of the construction permits necessary for the 95,000 square foot expansion of the Parx Casino building.

Live Racing – Year Round

- Racing has been continuous at Philadelphia Park for 35 years, and has been conducted by current ownership for the past 20 years.
- Saturday, Sunday, Monday and Tuesday
- 12:25 p.m. First Race

Simulcast – Daily

- 11:00 a.m. – 2:00 a.m.





Racing Update Improvements to the Grandstand

- Lounge areas with flat panel monitor walls, tables & chairs.
- Track view handicapping area with individual betting carrels & flat panel monitors and personal wagering terminals.
- Pari-mutuel wagering teller and self-bet terminal areas.
- Horseman's Café & patron restaurant seating areas with monitors.
- Upgraded lighting, ceiling, wall, floor and bar finishes.
- Luxurious Group Room with betting terminals and flat screens.
- Oversized wrap around Center Bar with flat screens and view of the finish line.
- Replay wall that displays the four tower shots and shows each live race continuously on twelve flat panels.



Racing Update Improvements to the Backside Area

Parx continues to work with our horsemen to upgrade our extensive backside facilities that house approximately 200 people and 1,400 horses year round.

- \$1.5 million spent on backside thus far in 2010.
- 7 dorms renovated to date and remaining five to be done by end of year, including the replacement of several hundred doors and windows.
- 5 barns complete including the latest “additional” barn which was built in place of pony barn A. This barn includes indoor wash stalls for horses and incorporates the numerous requested changes from the original design. This barn will be the “cookie cutter” going forward which will allow us to expedite the project.
- Interim repairs completed for all 32 old barns, including repair or replacement of doors and windows, stall boards and posts, electrical and plumbing and stall floors.
- Our ongoing efforts to comply with the April 2010 DEP compliance order have led to increasingly improved compliance inspection reports..
- Pothole and paving repairs completed throughout the entire backside.



Labor Day Weekend

- Friday "Happy Hour Racing" Twilight Card with WMGK's Andre Gardner
- \$300,000 Smarty Jones Stakes
- \$250,000 Turf Monster Handicap
- Purses increased 50%
- Total card \$1,000,000

Saturday, September 11 Pennsylvania Day at the Races

- \$650,000 in Purses for PA Breds

Saturday, September 18 Owner's Appreciation Day

- \$250,000 PTHA Presidents Cup
- All overnight purses are doubled

Saturday, September 25 PA Derby Day

12 Races including:

- \$1,000,000 PA Derby (G-II)
- \$200,000 Turf Amazon Handicap
- All overnight purses increased by 50%
- Total card \$1,650,000

Saturday, October 2 Cotillion / Ladies Day

- \$750,000 Cotillion (G-II)
- All overnights purses increased by 50%
- Total card \$1,500,000
- Female Rider Challenge
- All filly races on card
- Proud Supporter of Susan G. Komen

Live Racing Featuring:

- Free Admission And Parking
- BBQ And Drink Specials
- Prizes & Giveaways
- Entertainment



Our Tax Contribution to the Commonwealth*

	Fiscal Year 2006-2007	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 (2 months)	TOTAL
State Gaming Taxes	\$49,057,000	\$110,557,000	\$121,127,000	\$129,762,000	\$24,026,000	\$434,529,000
County & Township Gaming Taxes **	\$ 5,929,000	\$ 17,305,000	\$ 17,340,000	\$ 18,081,000	\$ 2,827,000	\$ 61,482,000
Economic Development & Tourism Fund	\$ 7,214,000	\$ 16,258,000	\$ 17,812,000	\$ 19,083,000	\$ 3,533,000	\$ 63,900,000
Pa. Race Horse Development Fund	\$17,314,000	\$ 39,020,000	\$ 42,750,000	\$ 45,791,000	\$ 8,475,000	\$153,350,000
Grand Total						\$713,261,000

* Excludes table games taxes of approximately \$1.75 million year to date.

** Includes additional payments required to meet the \$10 million annual guaranteed payment to Bensalem Township pursuant to section 1403 (c) (3) (v) of the Pennsylvania Race Horse Development and Gaming Act.