



J. Philip Kirchner

FLASTER GREENBERG

CATEGORY 3 CASINO ACCESS

§ 1305. Category 3 slot machine license.

(a) Eligibility.--

(1) A person may be eligible to apply for a Category 3 slot machine license if the applicant, its affiliate, intermediary, subsidiary or holding company has not applied for or been approved or issued a Category 1 or Category 2 slot machine license and the person is seeking to locate a

A Category 3 License may only be granted upon the express condition that an individual may not enter a gaming area of the licensed facility if the individual is not any of the following:

(i) A registered overnight guest of the well-established resort hotel.

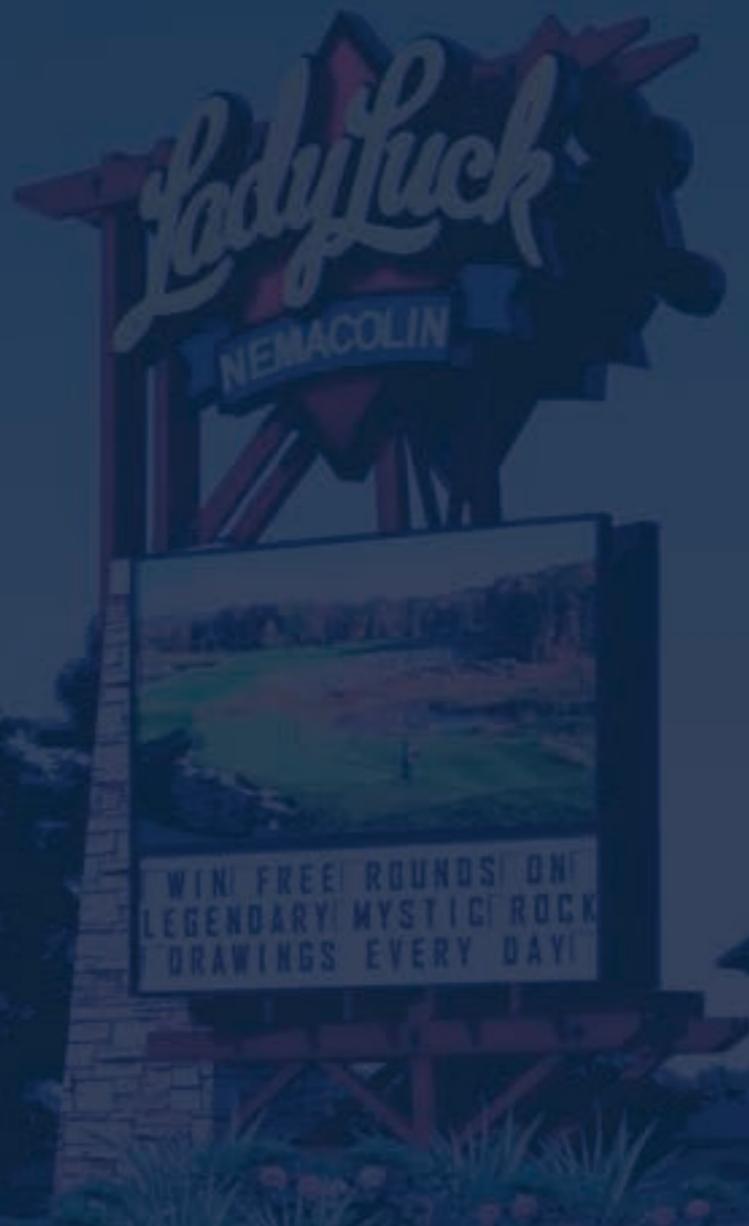
(ii) A patron of one or more of the amenities provided by the well-established resort hotel.

(iii) An authorized employee of the slot machine licensee, of a gaming service provider, of the board or of any regulatory, emergency response or law enforcement agency while engaged in the performance of the employee's duties.

(iv) An individual holding a valid membership approved in accordance with paragraph (1.1) or a guest of such individual.

to public official financial interest), if at the time of application an applicant has terminated public office or employment as an executive-level public employee within the last calendar year, the applicant shall be eligible to apply for a slot machine license under this section but may not be issued a license until one year following the date of

4 Pa. C.S. § 1305(a)(1)



GAMING FLOOR ACCESS PLAN PETITION

APRIL 2013

THE GAMING ACT

The authorization of limited gaming is intended to enhance the further development of the tourism market throughout this Commonwealth, including, but not limited to, year-round recreational and tourism locations in this Commonwealth.

4 Pa. C.S. § 1102(6)



Chris Plummer

GENERAL MANAGER
NEMACOLIN WOODLANDS RESORT

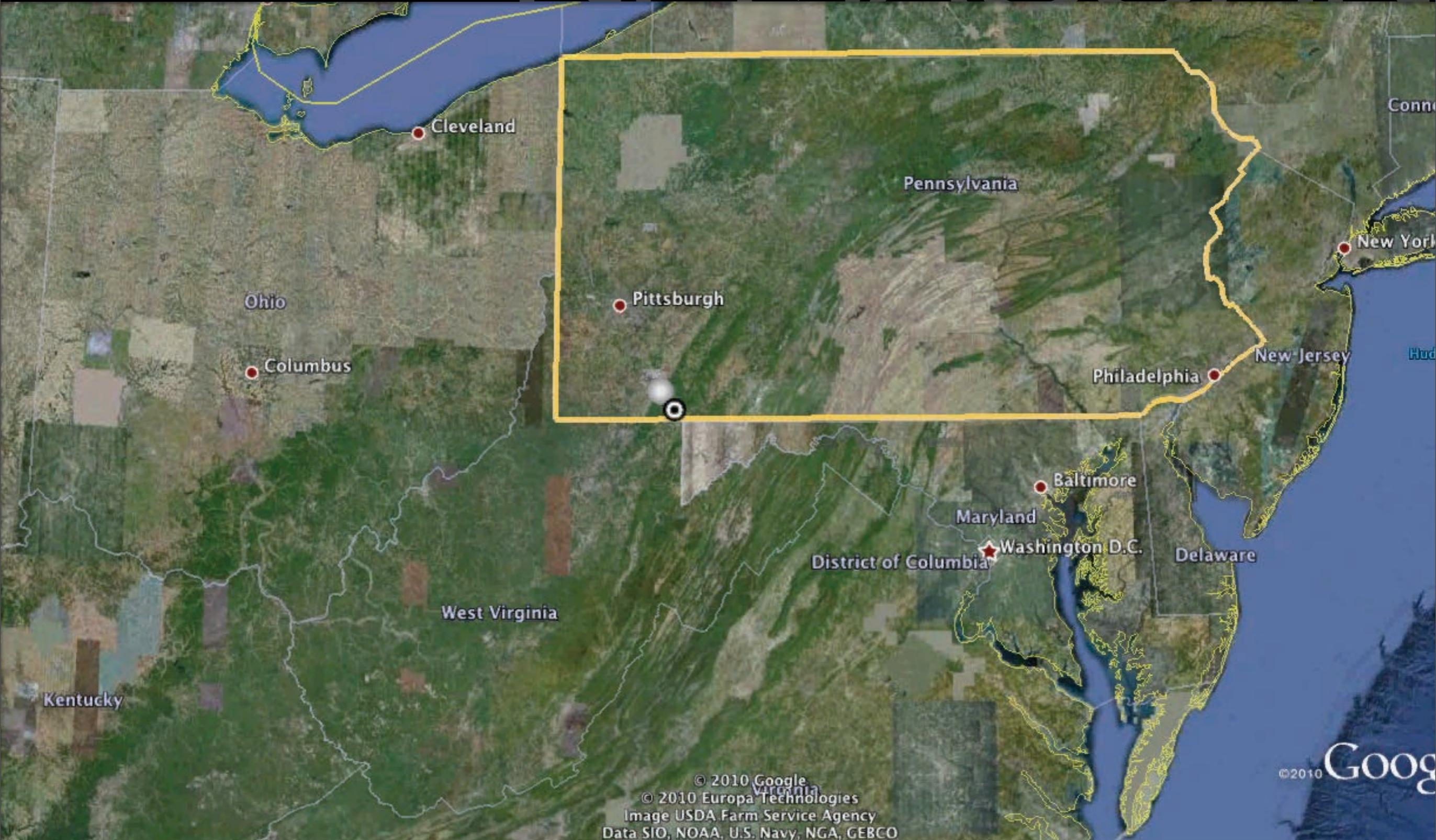


CHRIS PLUMMER

General Manager
Nemacolin Woodlands Resort

- ♦ 17 years of experience in tourism & hospitality industry
- ♦ Joined Nemacolin Woodlands in 2006
- ♦ General Manager of Nemacolin Woodlands since 2010
- ♦ 8 years of gaming experience with Caesars Entertainment
- ♦ Board of Directors, Laurel Highlands Visitors Bureau
- ♦ Graduate of Lebanon Valley College, Annville, PA









THE RESORT

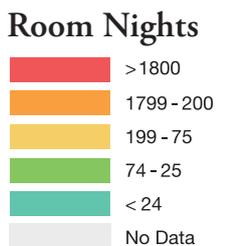
- ♦ Approximately 2,000 acres
- ♦ 350,000 guests annually from 48 states and 6 countries
- ♦ Approximately 1,200 year-round and seasonal associates



CASINO ACCESS

- ♦ Plan must meet the high customer experience expectations at Nemacolin
- ♦ Plan must provide mechanism for allowing patrons from a vast array of amenities
- ♦ Plan must follow the Gaming Act, specifically allowing three categories of patrons
 1. Registered hotel guests
 2. Patrons of the amenities
 3. Approved membership holders

A NATIONAL CUSTOMER BASE





HOTEL GUESTS

- ◆ Resort accomodates guests from nearly every state and several countries
- ◆ 318 hotel and lodging rooms
- ◆ Hotel guests are issued a hotel registration card upon check-in at any of the resorts lodging options

DINING	CONFERENCE & BANQUET	CULTURAL	RETAIL	SPORTS & RECREATION
Lautrec Autumn Aqueous The Tavern The Caddyshack PJs In-room Dining Elements Cafe Orville's Pub & Grille Gazebo Mulligan's Sunset Terrace Apex The Lobby Bar Cigar Bar Tavern Bar Amber Lounge at Falling Rock Paradise Pool	Hotel Complex Falling Rock Horizon Point Lafayette Gardens Heritage Court Sundial Lodge Mulligan's Panorama Pavilion Corporate Weddings Teambuilding Social Events	Hardy Family Art Collection Academie du Vin Afternoon Tea Vintage Airplane Museum Wildlife Academy Wildlife Habitats Antique Car Museum Culinary Classes Thames Racer Museum	Hardy & Hayes Jewelers Chateau Signature Women's Boutique Men's Store Logo Shop Accessory Shop Gourmet Kitchen Shop Golf Pro Shops Cigar Shoppe Sundry Shop Spa Boutique Ski Shop The Shooting Academy Pro Shop	Fly Fishing School Lake Fishing Mystic Rock The Links The Golf Academy Horseshoe Croquet Court Walking Trails Equestrian Sporting Clays Shooting Academy Squash Court Off-Road Driving Academy Snow Skiing Cross Country Skiing Snowboarding Snow Tubing Snow Shoeing Dog Sledding Zip Line Ropes Course Climbing Wall Paintball Disc Golf Mini Golf Tennis Volleyball Mountain Biking
LODGING	HEALTH & FITNESS	TRANSPORTATION	ENTERTAINMENT	
Townhomes Chateau Lafayette The Lodge Falling Rock Maggie Valley RV Park Private Luxury Homes	Woodlands Spa The Salon Pet Spa Fitness Center Olympic Gymnastics Gym Swimming Pools	Golf Carts Airstrip Shuttles Cars	Showroom Lone Wolf Otis & Henry's Lady Luck Casino	



AWARDS & DISTINCTIONS





MEMBERSHIPS

- ◆ Nemacolin currently offers several different resort membership programs
 - ◆ 400 Club Members
 - ◆ Shooting Membership
 - ◆ Spa Membership
 - ◆ Links Golf Membership
 - ◆ Mystic Rock Golf Membership



INTRODUCING LADY LUCK

- ◆ Capitalize on opportunity to utilize casino to draw additional tourism and support operations of existing resort amenities
- ◆ Ensure a customer friendly system that will compliment Nemacolin's guest experience standards

NEMACOLIN WOODLANDS

EXPERIENCE



JOE HARDY

Arrival Date 01/01/2013 Departure Date 01/03/2013

Room Number IN 1501

Group Code



Expires: 1 Jan 2013 5:15 PM

Gambling Problem? Call 1-800-GAMBLER

Payment Type

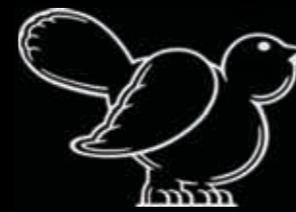
The undersigned agrees to surrender this Pass on demand and be bound by the terms of its use under Pennsylvania Law. The undersigned understands and agrees that the transfer of this Pass to a person other than the undersigned is strictly prohibited. Improper use may result in criminal penalties including criminal trespass under 18 Pennsylvania Consolidated Statute Section 3503, and revocation of any future gaming privileges and rights to enter Pennsylvania casino facilities. All restrictions relating to the use of this Pass are available at nemacolin.isleofcapricasinos.com.

Signed: _____

NEMACOLIN WOODLANDS

EXPERIENCE





NEMACOLIN WOODLANDS RESORT





Richard Laudon

GENERAL MANAGER
LADY LUCK CASINO NEMACOLIN



RICH LAUDON

General Manager
Lady Luck Nemaquin

- ◆ Diverse background in multiple gaming jurisdictions
- ◆ Most recently served as vice president and general manager of Argosy Casino in Alton, Illinois
- ◆ Previously held positions at Sky Ute Casino & Lodge, Casino Rama of Carnival Casino Hotels, Harrah's Casino New Orleans, Womack's, Harrah's Lake Tahoe, Harrah's at Trump Plaza and Trump Plaza Casino Hotel.



ISLE OF CAPRI CASINOS

- ◆ Owns and operates 15 casinos in 6 states
- ◆ Publicly traded on NASDAQ (ticker: ISLE)
- ◆ Manages approximately 14,000 slot machines and 330 table games
- ◆ Total of approximately 7,500 employees
- ◆ Annual payroll of \$253 million





LADY LUCK NEMACOLIN

- ◆ Approximately \$60 million investment
- ◆ Anticipated opening Summer 2013
- ◆ 600 slot machines
- ◆ 28 table games
- ◆ 2 restaurants



CASINO ACCESS PLAN

Objectives

- ♦ Create a viable, effective and enforceable access plan that fulfills statute
- ♦ Address each category of allowed patron as defined by statute

NEMACOLIN WOODLANDS

EXPERIENCE



JOE HARDY

Arrival Date 01/01/2013 Departure Date 01/03/2013

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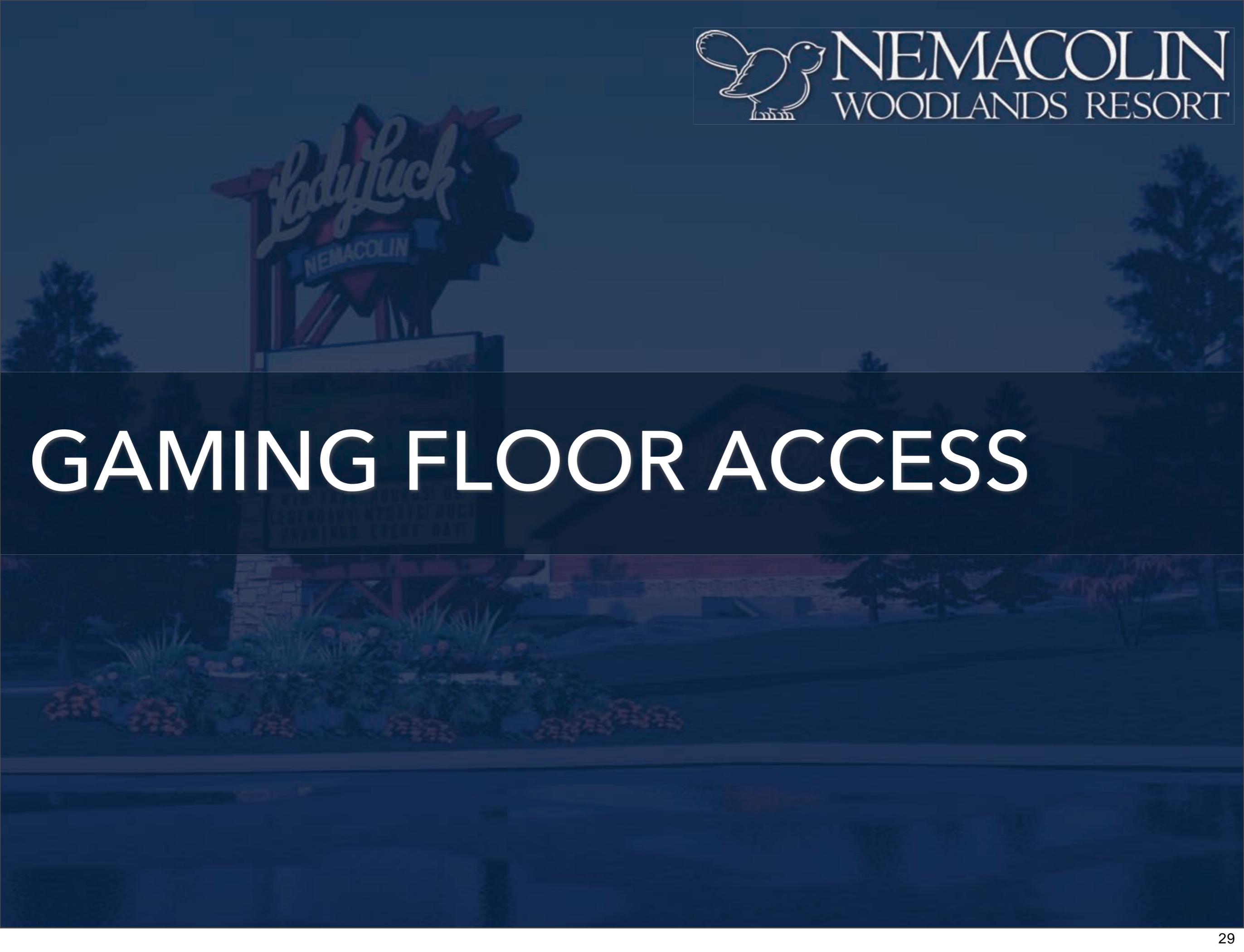
Payment Type



Expires: 1 Jan 2013 5:15 PM
Gambling Problem? Call 1-800-GAMBLER

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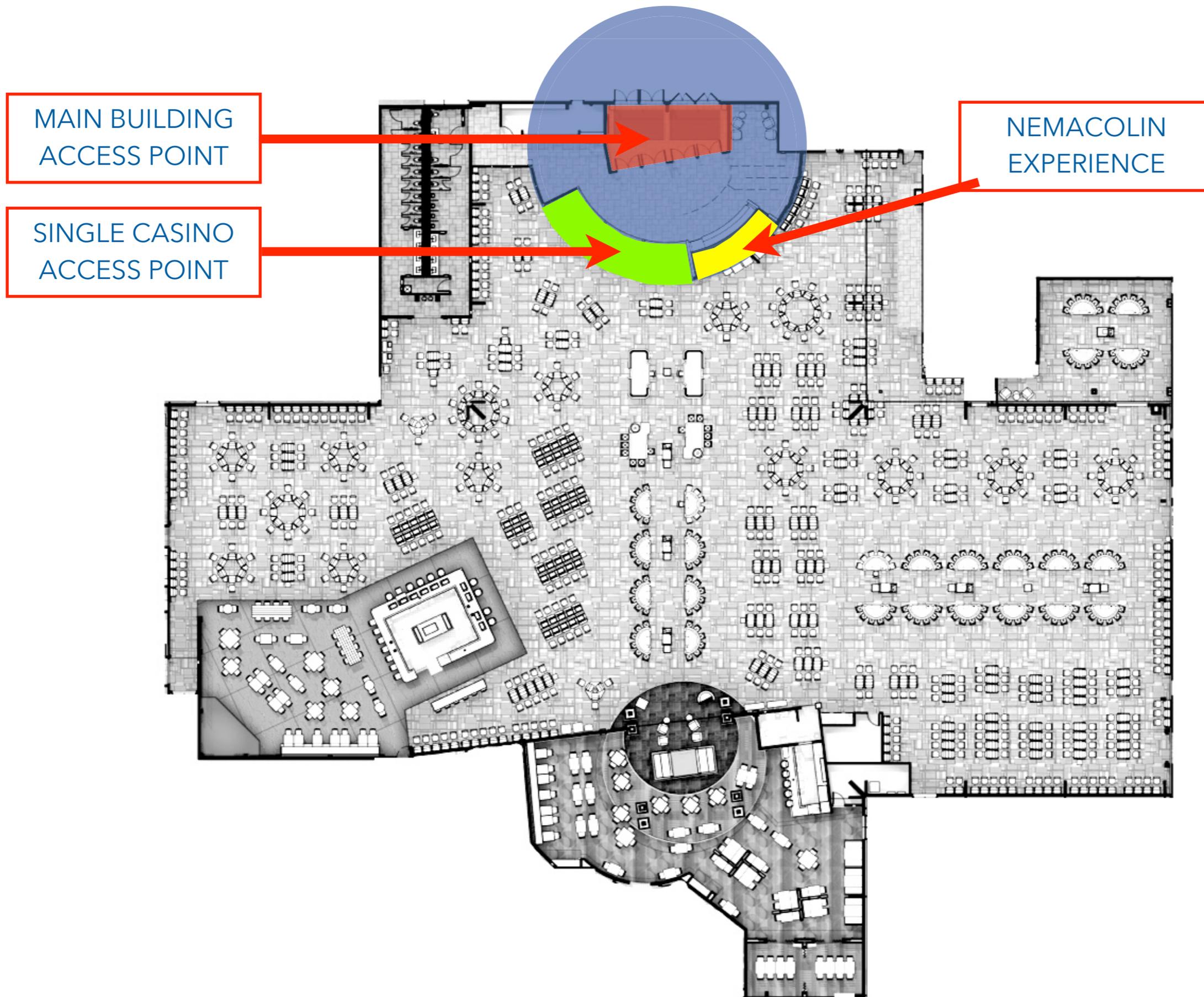
Signed: _____



GAMING FLOOR ACCESS



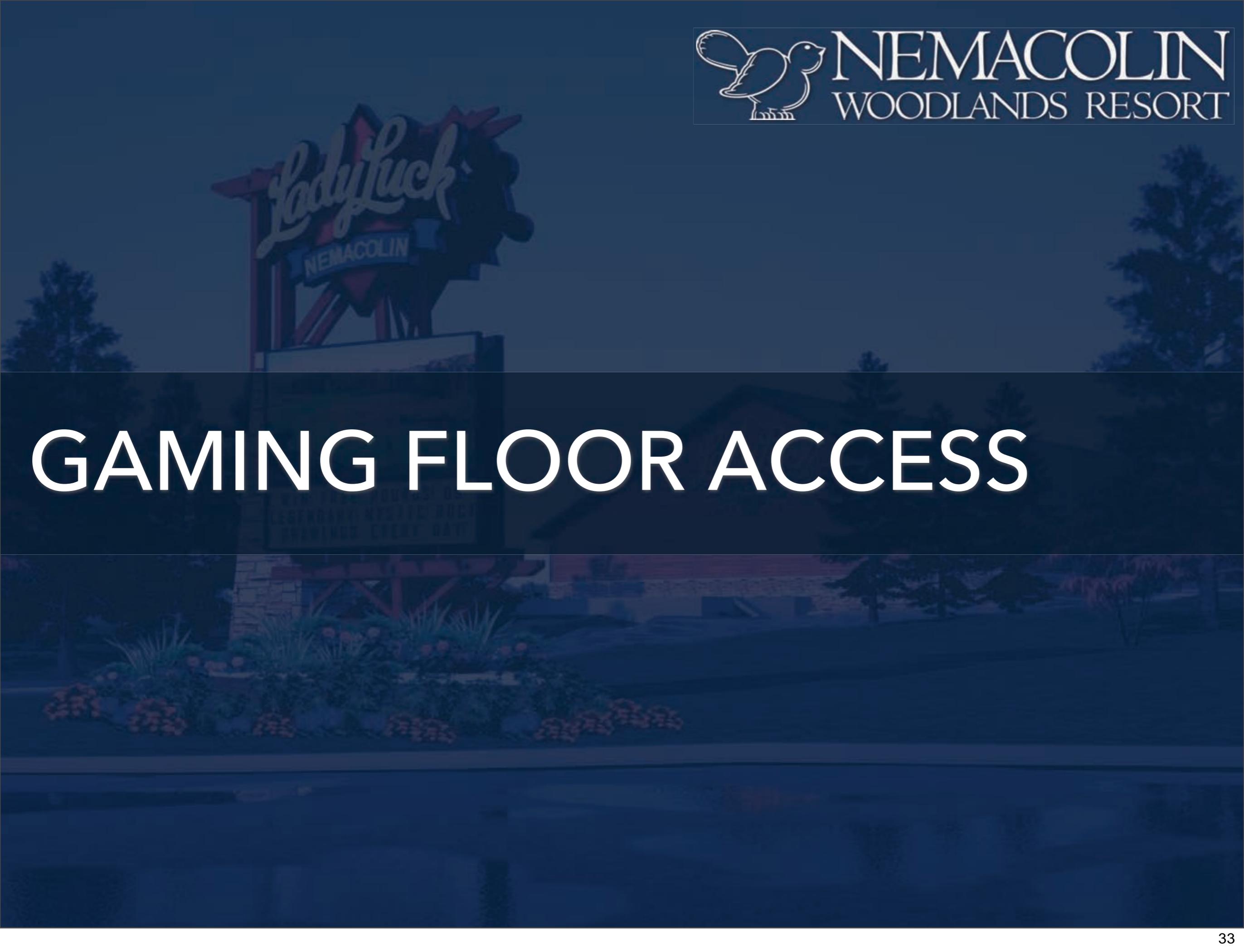
CASINO FLOOR PLAN





GAMING FLOOR ACCESS

- ◆ Patrons with a valid membership card or hotel registration card will proceed directly to the secure access point to the casino floor
- ◆ Guests who have patronized or participated in one or more amenities will proceed to the Nemaquin Experience Center
- ◆ Trained resort staff will provide proof of participation to registered guests or patrons who do not have proof of participation
- ◆ Licensed casino staff will provide a casino access pass to guests who present valid proof of purchase or participation in the amenities
- ◆ At the single, secure entry point, security officers will check for a required access pass
- ◆ Security officers will verify age by checking ID of patrons appearing under 30



GAMING FLOOR ACCESS

TERMS AND CONDITIONS FOR CASINO ACCESS

The undersigned agrees to surrender this pass on demand and be bound by the terms of its use under Pennsylvania Law. The undersigned understands and agrees that the transfer of this Pass to a person other than the undersigned is strictly prohibited. Improper use may result in criminal penalties including criminal trespass under 18 Pennsylvania Consolidated Statute Section 3503, and revocation of any future gaming privileges and rights to enter Pennsylvania casino facilities. All restrictions relating to the use of this Pass are available at nemacolin.isleofcapricasinos.com.



REGISTERED HOTEL GUESTS

CATEGORY 3 CASINO ACCESS

§ 1305. Category 3 slot machine license.

(a) Eligibility.--

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A Category 3 License may only be granted upon the express condition that an individual may not enter a gaming area of the licensed facility if the individual is not any of the following:

(i) A registered overnight guest of the well-established resort hotel.

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(1.1) The board may approve a seasonal or year-round membership that allows an individual to use one or more of the amenities provided by the well-established resort hotel holding a Category 3 slot machine license. The membership shall allow the member and one guest to enter the gaming floor at any time as long as the guest is accompanied by the individual owning or holding the membership. The board shall base its approval of a membership on all of the following:

(i) The duration of the membership.

(ii) The amenity covered by the membership.

(iii) Whether the fee charged for the membership represents the fair market value for the use of the amenity.

(2) Notwithstanding section 1512(a) and (a.1) (relating to public official financial interest), if at the time of application an applicant has terminated public office or employment as an executive-level public employee within the last calendar year, the applicant shall be eligible to apply for a slot machine license under this section but may not be issued a license until one year following the date of



REGISTERED HOTEL GUESTS

JOE HARDY

Arrival Date 01/01/2013

Departure Date 01/03/2013

Room Number IN 1501

Group Code SC0601

Payment Type V/S



NEMACOLIN
WOODLANDS RESORT

WOODLANDS RESORT
NEMACOLIN

REGISTERED HOTEL GUESTS

- BACK -

TERMS AND CONDITIONS FOR CASINO ACCESS

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SIGNATURE PANEL

AUTHORIZED SIGNATURE

NOT VALID UNLESS SIGNED

AUTHORIZED SIGNATURE

NOT VALID UNLESS SIGNED



HOTEL GUESTS

- ◆ Hotel guests are issued a hotel registration card upon check-in at any of the resorts lodging options
- ◆ The card will contain the name of the registered guest, date of check-out and guest signature acknowledging the terms and conditions for usage
- ◆ Each hotel guest wishing to access the casino will be required to register with the hotel and receive a hotel registration card in their name
- ◆ The hotel registration card will provide guests with access to the casino floor until the end of the day of check-out
- ◆ Hotel registration card must be presented to security at the casino entrance to gain admission



PATRONS OF THE AMENITIES

PATRON OF THE AMENITIES

“Any individual who is a registered attendee of a convention, meeting or banquet event or a participant in a sport or recreational event or any other social, cultural or business event held at a resort hotel or who participates in one or more of the amenities provided to registered guests of the well-established resort hotel.”

CASINO ACCESS PASS



Expires: 1 Jan 2013 5:15 PM

Gambling Problem? Call 1-800-GAMBLER

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Signed: _____



PATRONS OF THE AMENITIES

Casino Access Pass

- ♦ Casino access passes will be issued at the Nemacolin Experience Center in the casino lobby
- ♦ Casino access pass will be date and time-stamped, and contain guest signature acknowledging terms and conditions for use
- ♦ Allows access to casino for one eligible patron for 24 hours following issuance
- ♦ Incorporates counterfeiting protections

PATRON OF THE AMENITIES

“Any individual who is a registered attendee of a convention, meeting or banquet event or a participant in a sport or recreational event or any other social, cultural or business event held at a resort hotel or who participates in one or more of the amenities provided to registered guests of the well-established resort hotel.”



PATRONS OF THE AMENITIES

Registered Event Attendees

- ◆ Nemacolin event coordinators will solicit a list of registered event attendees from external event organizers, which will be accessible at the Nemacolin Experience Center
- ◆ Registered event attendees can visit the Nemacolin Experience Center, where a Nemacolin Experience employee will verify participation
- ◆ Nemacolin Experience employee will issue proof of participation to registered event attendee, which will include the date and time
- ◆ Proof of participation valid within the past 72 hours can be redeemed for a casino access pass at the Nemacolin Experience Center in the casino lobby

PATRON OF THE AMENITIES

“Any individual who is a registered attendee of a convention, meeting or banquet event or a participant in a sport or recreational event or any other social, cultural or business event held at a resort hotel or who participates in one or more of the amenities provided to registered guests of the well-established resort hotel.”

PATRON OF THE AMENITIES

The Gaming Act defines “Amenities” as:

“any ancillary activities, services or facilities in which a registered guest or the transient public, in return for non-de minimis consideration as defined by Board regulation, may participate at a well-established resort hotel...”

4 Pa. C.S. § 1305(e)

The Board has defined “Non-de minimis” consideration as:

“A payment of fair market value of at least \$10 per patron paid to the resort hotel for use of one or more amenities.”

58 Pa Code § 441a.1



PATRONS OF THE AMENITIES

Amenity Participants

- ◆ Amenity participants must present a valid receipt, or other proof of purchase which will be available at the Nemacolin Experience Center
- ◆ Proof of purchase for any amenity for at least \$10 within the past 72 hours may be redeemed for a casino access pass at the Nemacolin Experience Center in the casino lobby
- ◆ Proof of purchase can be used only one time, and will be marked and voided upon usage
- ◆ Allows access to casino for one eligible patron for 24 hours following issuance



MEMBERSHIP HOLDERS

CATEGORY 3 CASINO ACCESS

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(iv) An individual holding a valid membership approved in accordance with paragraph (1.1) or a guest of such individual.

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(i) The duration of the membership.

(ii) The amenity covered by the membership.

(iii) Whether the fee charged for the membership represents the fair market value for the use of the amenity.

(2) Notwithstanding section 1512(a) and (a.1) (relating to public official financial interest), if at the time of application an applicant has terminated public office or employment as an executive-level public employee within the last calendar year, the applicant shall be eligible to apply for a slot machine license under this section but may not be issued a license until one year following the date of

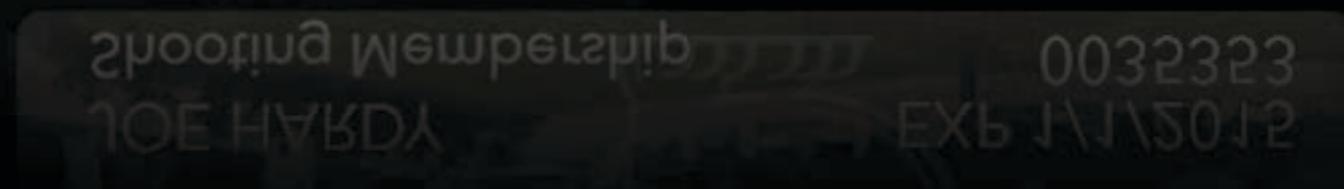
CATEGORY 3 CASINO ACCESS

Section 1305(a) (1.1) of the Gaming Act says:

The Board shall base its approval of a membership on all of the following:

- (i) The duration of the membership.
- (ii) The amenity covered by the membership.
- (iii) Whether the fee charged for the membership represents the fair market value for the use of the amenity.

RESORT MEMBERSHIPS



RESORT MEMBERSHIPS

- BACK -

TERMS AND CONDITIONS FOR CASINO ACCESS

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SIGNATURE PANEL

AUTHORIZED SIGNATURE

NOT VALID UNLESS SIGNED

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MEMBERSHIPS

- ◆ Membership cards will be sold at the Nemacolin Experience Centers
- ◆ Membership cards are valid for casino entrance for the membership holder and one non-member guest, who must enter in the company of the membership holder
- ◆ Membership cards contain the name of the member and an expiration date of the membership
- ◆ New membership cards will be issued to existing members that will include non-transfer language and the member signature



MEMBERSHIPS

- ◆ Each membership is for at least one year
- ◆ Annual membership dues have been previously set for each membership class based on Nemacolin's experience as operator of a world-class resort destination
- ◆ Existing memberships have consistently enhanced the resort and are priced to reflect fair market value



MEMBERSHIPS

Existing Resort Memberships

- ◆ Nemaquin currently offers several different resort membership programs
 - ◆ 400 Club Members
 - ◆ Shooting Membership
 - ◆ Spa Membership
 - ◆ Links Golf Membership
 - ◆ Mystic Rock Golf Membership



MEMBERSHIPS

400 Club Membership

- ◆ **Nemacolin's Oldest Membership Program—Created in 1990 and currently has 350 members. This membership is lifetime and is no longer for sale. The original price was \$1,500.**

- ◆ Golf
 - ◆ The Links
 - ◆ Complimentary Green Fees on The Links
 - ◆ \$30 per round cart fee Saturday & Sunday
 - ◆ Guest rate of \$39 on the Links
 - ◆ \$10 per round Sunday-Friday Pull Cart rental for walking
 - ◆ Mystic Rock
 - ◆ \$85 for 18 holes. Price includes greens, cart, and caddy fees. Tee times can be made no earlier than 48 hours in advance.



MEMBERSHIPS

400 Club Membership

- ◆ Activities
 - ◆ 15% discount on select activities
 - ◆ Sporting Clays at The Nemacolin Field Club
 - ◆ Adventure Center Activities including Target & Combat Paintball, Ropes Courses, Climbing Wall, Classic Zip Line
 - ◆ Off Road Driving Experience at the Off Road Driving Academy
 - ◆ Trail Rides at The Wildlife Academy
 - ◆ Snow Sports at Mystic Mountain
 - ◆ 15% discount on retail purchases, excluding sale items, Brighton and artwork.
- ◆ Spa
 - ◆ Complimentary use of the spa wet and fitness facilities
 - ◆ 10% discount on spa services. Does not include gratuity
 - ◆ Excludes Salon & Fitness
 - ◆ Available Sunday - Thursday only
- ◆ Food & Beverage
 - ◆ Entitled to "Local Shack Pack" beverage pricing at The CaddyShack
 - ◆ 15% discount on your food & beverage in the following outlets. Does not include alcoholic beverages. Does not include gratuity.
 - ◆ Autumn
 - ◆ Tavern
 - ◆ The CaddyShack
 - ◆ The Gazebo



MEMBERSHIPS

Shooting Membership

- ◆ Four types of memberships:
 - ◆ **Individual Memberships - Since 1998 with 650 members \$125 (1 year) or \$170 (2 years)**
 - ◆ **Family Memberships - \$500 (1 year) and \$680 (2 years), Up to 5 immediate family members residing together**
 - ◆ **Group Memberships - \$1,000 (1 year) or \$1,700 (2 years), Up to 20 members per membership**
 - ◆ **Corporate Memberships - \$2,000 (1 year) or \$3,400 (2 years), Up to 50 members per membership**

- ◆ Each membership includes the following:
 - ◆ Annual Membership Recognition Gathering
 - ◆ Membership ID Card
 - ◆ Special Member Shooting Rates· One guest discount per visit (member rates apply to each guest)
 - ◆ Complimentary Gun Rental
 - ◆ 15% Discount on Shooting Apparel and Accessories
 - ◆ 15% Discount on Overnight Accommodations at Nemacolin Woodlands Resort
 - ◆ 15% Discount on Food & Beverage at Autumn, The Tavern, The CaddyShack and The Gazebo
(does not include alcohol or gratuity)



MEMBERSHIPS

Shooting Membership

- ◆ Member Shooting Rates (trapper not included):
 - ◆ 25 targets \$10
 - ◆ 50 targets \$20
 - ◆ 75 targets \$30
 - ◆ 100 targets \$40
 - ◆ Extra targets \$.40 per target

The above rates include tax. Ammunition is not included in member pricing. Members now have the opportunity to shoot without a trapper. All members will go through a "Member Safety Instructional Session" to take advantage of this new opportunity. This is a common practice at gun clubs throughout the United States that allows the seasoned shooter to relax and enjoy as much time as he/she would like with their fellow shooters. Reservations are still required from 9 a.m. - 3 p.m. daily. If a member would like a trapper, they will be available 9 a.m., 11 a.m., 1 p.m. and 3 p.m. daily (based on availability). Trapper rates are as follows: 1 hour with Trapper \$12 per hour / group 20 minutes with Trapper \$4 per 20 minutes/group



MEMBERSHIPS

Spa Membership

- ◆ **Individual Annual Memberships Since 2012**
- ◆ **\$1,500.00 (add-on your spouse for \$1,200.00 more)**
- ◆ Memberships include the following:
 - ◆ 1-Complimentary Monthly Promotional Service Offered by the Woodlands Spa throughout the Life of the Membership
 - ◆ 1-Monthly Complimentary 30-min Personal Training Session
 - ◆ Complimentary Fitness Facility Access & Wet Area Access (Sunday-Thursday), Including the Steam Room, Sauna, Hot Tub & Indoor Heated Lap Pool.
- ◆ The following discounts on all of your spa services throughout the year:
 - ◆ 25% Discount Sunday - Thursday
 - ◆ 10% Discount Friday - Saturday
 - ◆ 15% Discount Spa Voyage Kidz Spa
 - ◆ A one-time discount of 50% Off your favorite service
- ◆ Members will also receive other discounts throughout the year:
 - ◆ 20% Discount at the Spa Boutique and Heritage Court Shoppes
 - ◆ 20% Discount on Lodging
 - ◆ 15% Discount on Lunch at Elements Café



MEMBERSHIPS

Golf Membership - Links Golf Course

- ◆ **Individual Annual Memberships Over 700 (since 2011) at**
- ◆ **\$600**

- ◆ Memberships include the following:
 - ◆ Green fees on the Links
 - ◆ \$100 credit in the Nike Shop at the Links
 - ◆ Access to the Links Practice Facilities
 - ◆ 30-Day Advanced Tee Times
 - ◆ \$50.00 Rate on Mystic Rock - Tee Times can be made no earlier than 48 hours in advance

- ◆ Members will also receive other discounts throughout the year:
 - ◆ 10% Discount in restaurants
 - ◆ 15% Discount at the Woodlands Spa
 - ◆ 10% Discount on Golf Instruction
 - ◆ Discounted Ski Passes
 - ◆ 15% Discount in Retail
 - ◆ 20% Discount on Lodging
 - ◆ Bag Storage
 - ◆ Monthly Pro Shop Sales for Members Only



MEMBERSHIPS

Golf Membership - Links Golf Course

- ◆ Member Golfing Rates
 - ◆ Sunday through Thursday Cart Fee - \$15 per person
 - ◆ Saturday Cart Fee - \$30 per person
 - ◆ Sunday through Friday Pull Cart Rental - \$10
 - ◆ Guest Fee (includes cart fees) - \$39

- ◆ **Annual Practice Facility Memberships**
- ◆ **\$100**

- ◆ Memberships include the following:
 - ◆ Use of the Links Practice Facilities
 - ◆ 10% Discount at the Gazebo and CaddyShack
 - ◆ Bag Storage



MEMBERSHIPS

Golf Membership - Mystic Rock Golf Course

- ◆ **Annual Corporate Memberships Since 2009**
- ◆ **\$20,000**

- ◆ Memberships include the following:
 - ◆ Green fees on Mystic Rock or the Links four Four (4) Golfers Per Day Per Course
 - ◆ Unlimited use of the Practice Facilities
 - ◆ Private Locker & Bag Storage at Mystic Rock
 - ◆ Exclusive Opportunity for Advanced Tee Times
 - ◆ Guest Rates of \$50 (up to an additional four (4) players)
 - ◆ \$10 USGA Handicap through the GHIN System
 - ◆ Entry into Member Tournaments
 - ◆ Spring Kick-Off Party

- ◆ Members will also receive other discounts throughout the year:
 - ◆ 10% Discount in restaurants
 - ◆ 15% Discount at the Woodlands Spa
 - ◆ 10% Discount on Golf Instruction
 - ◆ Discounted Ski Passes
 - ◆ 15% Discount in Retail
 - ◆ 20% Discount on Lodging

- ◆ Member Golfing Rates
 - ◆ Cart Fee - \$15 per person
 - ◆ Guest Fee (includes cart fees) - \$50 per person



MEMBERSHIPS

Golf Membership - Mystic Rock Golf Course

- ◆ **Individual Annual Memberships Since 2012**
- ◆ **\$2,500**

- ◆ Memberships include the following:
 - ◆ Green fees on Mystic Rock or the Links
 - ◆ Unlimited use of the Practice Facilities
 - ◆ Private Locker & Bag Storage at Mystic Rock
 - ◆ Exclusive Opportunity for Advanced Tee Times
 - ◆ Guest Rates of \$50\$10 USGA Handicap through the GHIN System
 - ◆ \$750 Add-On Membership Price for Spouse
 - ◆ Entry into Member Tournaments
 - ◆ Spring Kick-Off Party

- ◆ Members will also receive other discounts throughout the year:
 - ◆ 10% Discount in restaurants
 - ◆ 15% Discount at the Woodlands Spa
 - ◆ 10% Discount on Golf Instruction
 - ◆ Discounted Ski Passes
 - ◆ 15% Discount in Retail
 - ◆ 20% Discount on Lodging

- ◆ Member Golfing Rates
 - ◆ Cart Fee - \$15 per person
 - ◆ Guest Fee (includes cart fees) - \$50 per person



FAIR MARKET VALUE

CATEGORY 3 CASINO ACCESS

Section 1305(a) (1.1) of the Gaming Act says:

The Board shall base its approval of a membership on all of the following:

- (i) The duration of the membership.
- (ii) The amenity covered by the membership.
- (iii) Whether the fee charged for the membership represents the fair market value for the use of the amenity.



FAIR MARKET VALUE



NEMACOLIN EXPERIENCE MEMBERSHIP



MEMBERSHIPS

Nemaquin Experience Membership

- ◆ Introduce new guests to Nemaquin's vast array of amenities
- ◆ Encourage repeat visitation by incentivizing return trips
- ◆ Promote use of amenities during off-peak hours



NEMACOLIN EXPERIENCE MEMBERSHIP



MEMBERSHIPS

Nemacolin Experience Membership

- ◆ **\$25 Membership includes unique member-only benefits**
- ◆ Golf
 - ◆ Sunday \$15 Twilight cart fee on The Links Golf Course [*\$60 for nonmembers*]
 - ◆ Sunday \$85 Twilight cart and green fees on the Mystic Rock Golf Course [*\$185 for nonmembers*]
 - ◆ 15% discount in pro shops
 - ◆ 10% discount on all golf instruction, individual and clinics
- ◆ Woodlands Spa
 - ◆ Sunday - Thursday after 4 p.m., \$10 access to Fitness Center, Olympic Pool and Steam and Sauna Room [*\$30 for nonmembers*]
- ◆ Shooting Academy
 - ◆ Shooting Academy Member pricing on Mondays
- ◆ Adventure Center
 - ◆ Monday - Thursday, \$20 Fatbird Flyer rides, \$4 Miniature Golf and Bowling, \$10 Bike Rentals
- ◆ Mystic Mountain
 - ◆ \$25 Lift Ticket [*\$42 for nonmembers*]



MEMBERSHIPS

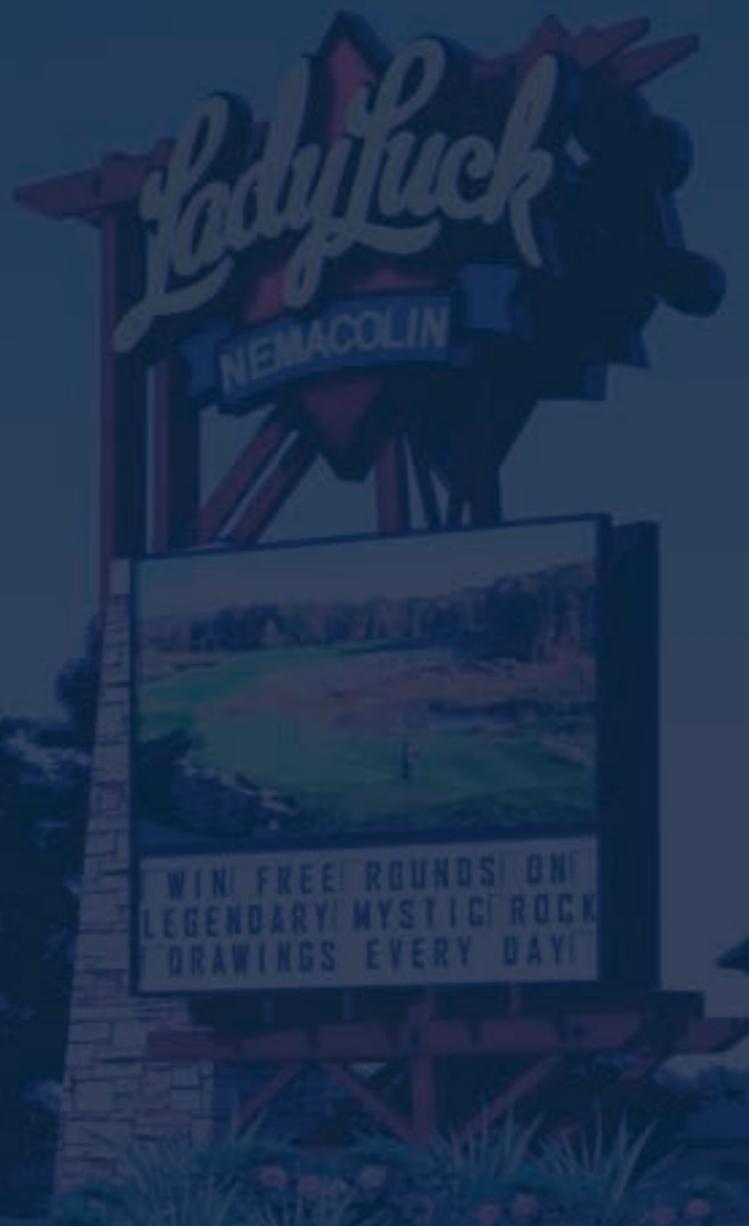
Nemaquin Experience Membership

- ◆ Provide special one-time use discounts to encourage trial of additional amenities
- ◆ Examples of special one-time member offers include:
 - ◆ 15% off retail purchases
 - ◆ \$10 off Jeep Instructional Series Tickets (maximum four tickets per visit)
 - ◆ 15% off any spa treatment, excluding the salon
 - ◆ 15% off one entree at Autumn or Aqueous
 - ◆ Buy 50 targets at the Shooting Academy, get 25 free
 - ◆ Buy one, get one free Adventure Pass
 - ◆ Buy one, get one free Mystic Mountain Lift Ticket
 - ◆ Buy one, get one free round of golf
 - ◆ Buy one, get one 50% off Lautrec Sunday Brunch
 - ◆ \$5 off a Safari Tour Ticket

NEMACOLIN WOODLANDS

EXPERIENCE





GAMING FLOOR ACCESS PLAN PETITION

APRIL 2013

