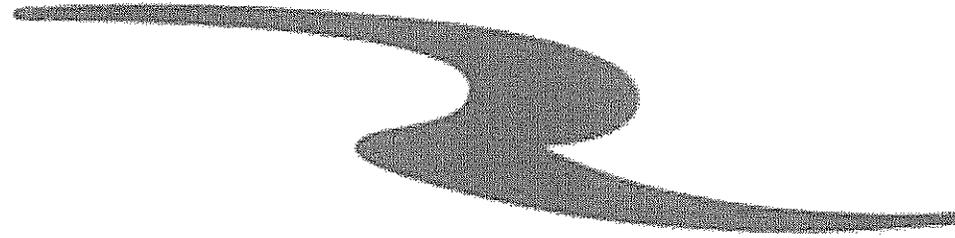





Arthur J. Gallagher & Co.

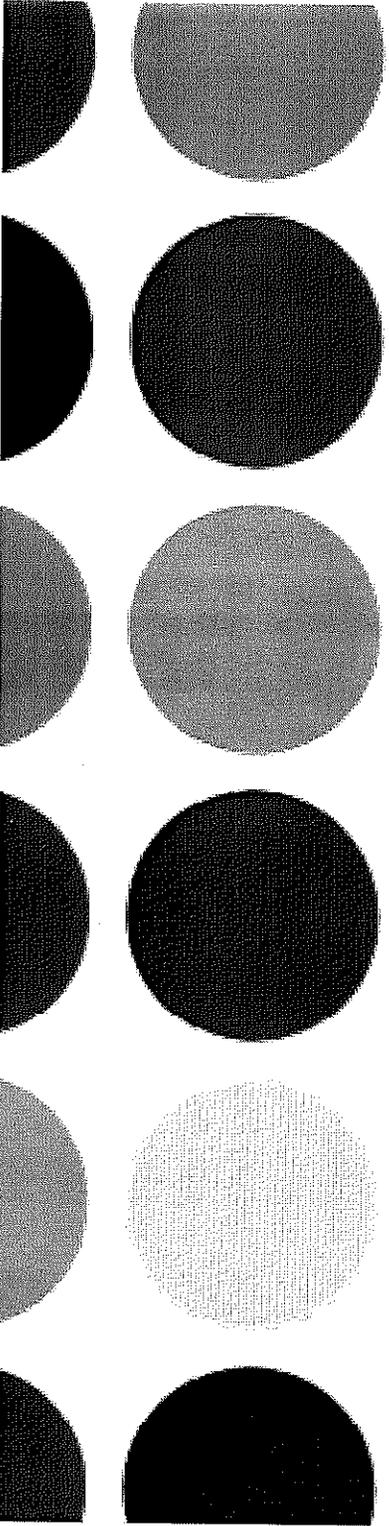


RIVERS CASINO

Pittsburgh, PA

License Renewal Hearing
November 18, 2015

*11/18/15
Bd. meeting Hearing
Rivers Exhibit
Doccat #4079-2015*

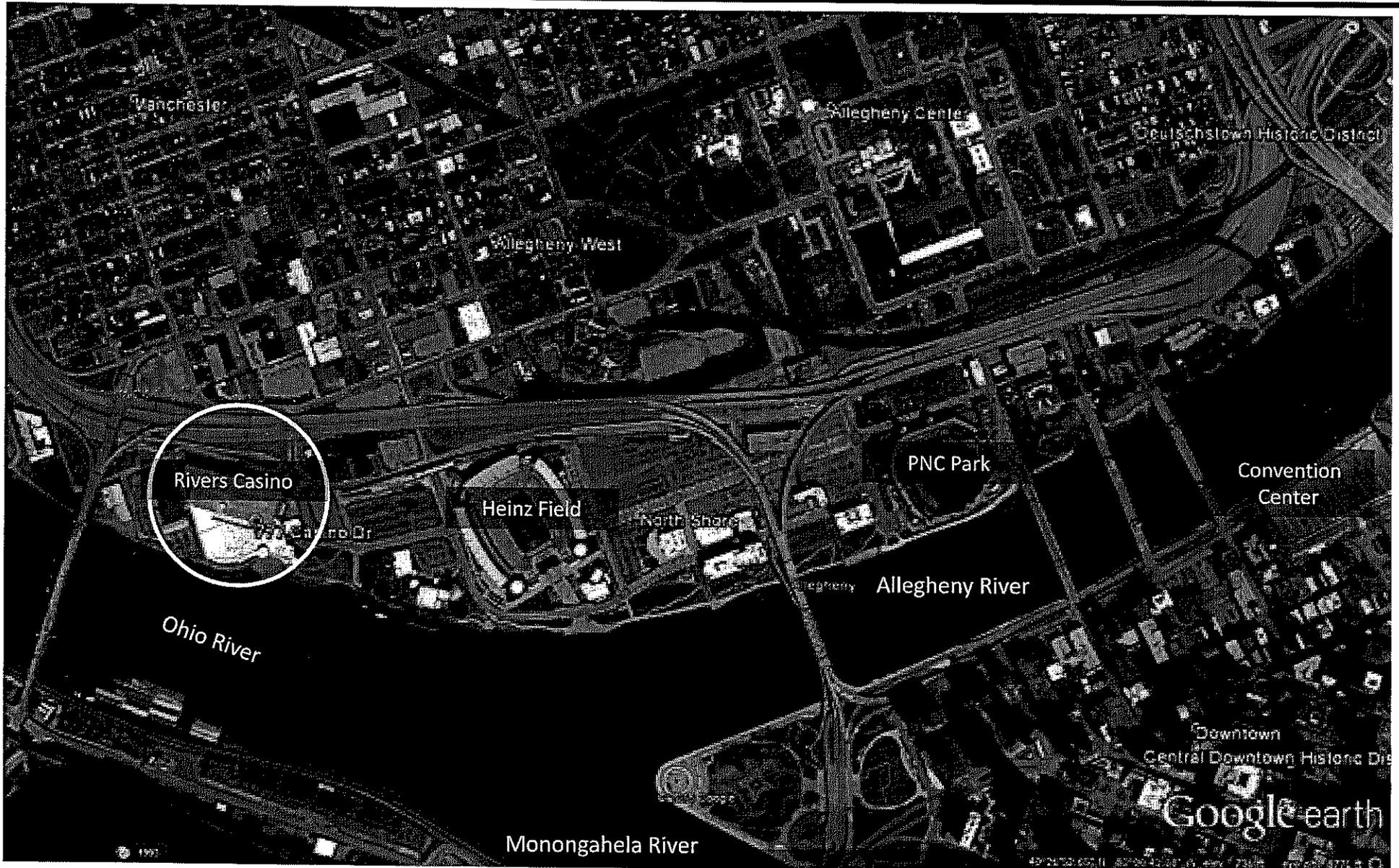


David Patent

President & COO
Rush Street Gaming



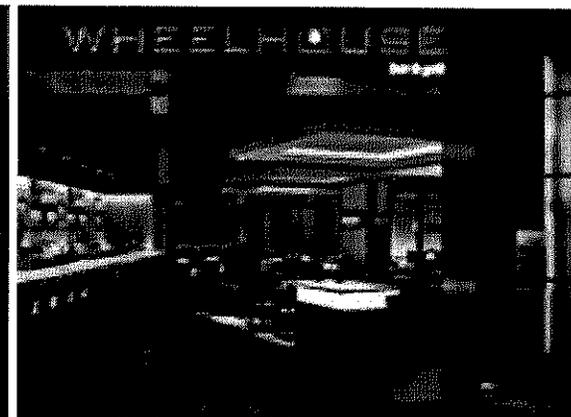
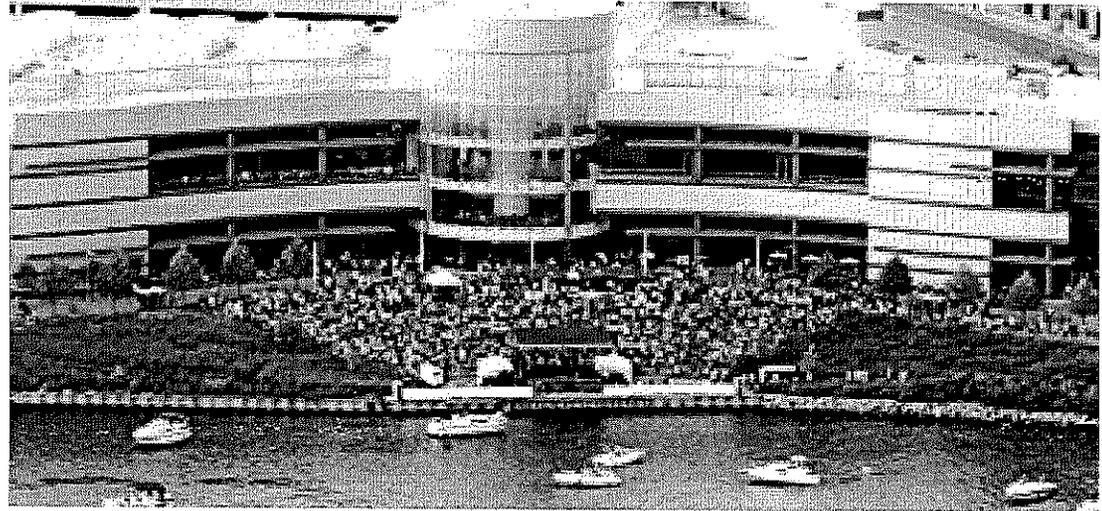
Overview of Facility



Overview of Facility



- 138,140 Square Feet of Approved Gaming Space
- 2,977 Slots
- 95 Table Games
- 30 Poker Tables
- 5 Restaurants/3 Bars
- Banquet Space
- Player's Lounge
- 3,850 Space Covered Parking Garage
- 4.6M Guests Annually



Capital Investment

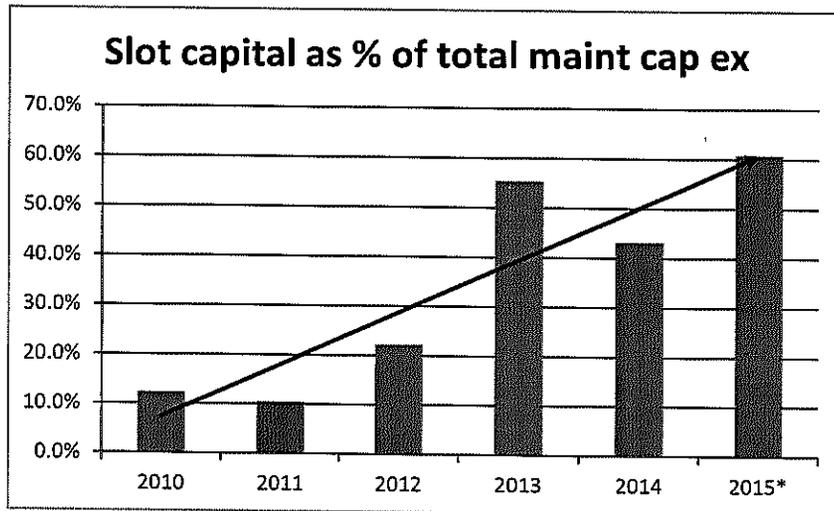


- Improvements Since 2011 Relicensing

Capital Expenditures (In Millions)	Annual Investment
2009 Year of opening - 8/9/2009	
2010 Cost for Table Games entry	\$13.1M
2011 Cost for Banquet Facility & Slot Refresh	\$8.5M
2012 High Limit Slot & Table Rooms & Slot Refresh	\$9.3M
2013 Players Club Renovation & Slot Refresh	\$7.7M
2014 Property Maintenance & Slot Refresh	\$6.6M
Total Capital Investment	\$45.2M
total	
Per Year Average	\$9.0M

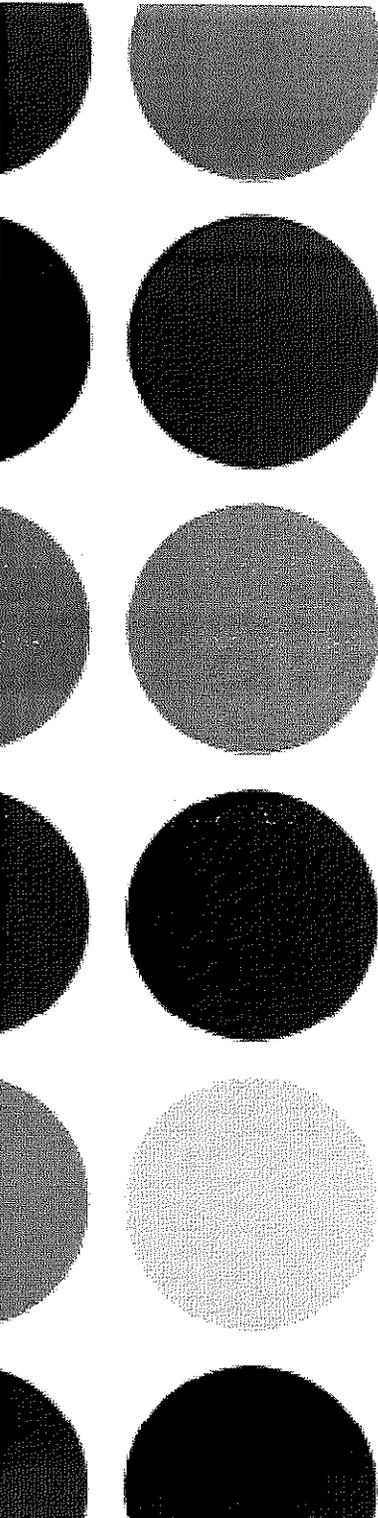
New Slot Product

- \$12M spent since 2010
 - 26% of maintenance capital improvements



*Projected





Craig Clark

General Manager
Rivers Casino



Future Plans



- Hotel
 - Currently working with City of Pittsburgh
 - Financial modeling and feasibility studies complete
 - Initial permit meetings have been held.
 - Projected to create 1,400 construction jobs and 105 permanent jobs
 - Will generate additional tax revenues
 - \$29.2M Gaming Taxes to the Commonwealth within five years of opening
 - \$4.7M Hotel and Sales Tax to Allegheny County (8%) and \$4.3M to the Commonwealth (6%) within five years of opening
 - Expected total investment \$50M

Community Commitments

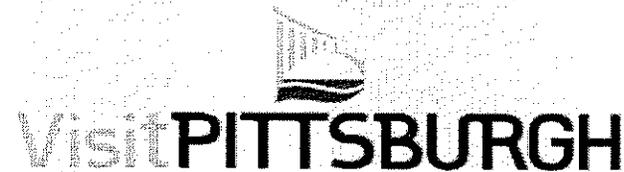


- Sports and Exhibition Authority
 - Committed to pay \$225 Million over 30 Years
 - Paid over \$48M to date as of October 26, 2015
- Northside Leadership Conference
 - \$1M Annually for first 3 years - \$3M Fulfilled
- Hill District
 - \$1M Annually for first 3 years - \$3M Fulfilled

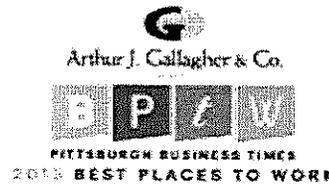
Community Relationships



- Buildings and Trade Organizations
- Carnegie Mellon University
- Carnegie Science Center
- Riverlife
- VisitPITTSBURGH



Property Awards



- 111 “Best of” awards from Casino Player Magazine since 2010
 - Best Overall Gaming Resort (2010-2015)
 - Best Overall Service and Entertainment (2015)
 - Casino Where you Feel Luckiest (2011, 2012, 2013)
 - Casino with the Best Variety of Restaurants (2015)
- 86 “Best of” awards from Strictly Slots Magazine since 2010
 - Best Overall Casino (2010, 2011, 2012, 2014)
 - Best High End Slot Area (2011, 2012, 2014)
 - Best Variety of Slots (2010, 2012, 2013, 2014)
 - Casino Where you Feel Luckiest (2010, 2011, 2012, 2013, 2014)
- American Society of Landscape Architects, PA/DE Chapter - Honor Award (2012)
- Award of Excellence: Andrew’s Steak and Seafood (2013, 2014, 2015)
- Greater Pittsburgh Regatta: Admiral Award (2012)
- KDKA-AM Warmathon: Sponsor Recognition (2012)
- Mario Lemieux Foundation: Recognition for Partnership/ Sponsorship (2009, 2010, 2011, 2014)
- Mon Valley Initiative Outstanding Employer (2011)
- National Multiple Sclerosis Society: MS Walk Support Recognition (2012)
- Northshore Community Alliance Outstanding Partner Recognition Award (2012, 2013)
- NorthSide/NorthShore Chamber of Commerce: Community Champion Award (2013)
- OpenTable: Diner’s Choice Award (2011 & 2015)

Economic Impact



- In 2014, Rivers Casino was the third largest gaming tax revenue producer in the Commonwealth

	Total	Jan-Sep 2015	2014	2013	2012	2011	2010	2009
Slot Taxes	\$890,920,422	\$111,538,157	\$147,973,023	\$152,508,769	\$152,509,773	\$150,222,653	\$132,861,907	\$43,306,140
Table Taxes	\$52,147,442	\$7,562,669	\$9,710,500	\$9,478,319	\$10,485,361	\$10,799,582	\$4,111,009	\$0
Total Gaming Taxes	\$943,067,864	\$119,100,827	\$157,683,523	\$161,987,088	\$162,995,134	\$161,022,235	\$136,972,917	\$43,306,140
Admin Fees	\$34,240,141	\$4,569,646	\$6,083,929	\$5,185,959	\$6,187,351	\$6,052,767	\$4,844,666	\$1,315,823
PGCB Loan Repayment	\$3,233,368	\$499,195	\$662,781	\$642,519	\$596,708	\$832,166	\$0	\$0
Total Paid to Commonwealth	\$980,541,373	\$124,169,668	\$164,430,233	\$167,815,565	\$169,779,193	\$167,907,168	\$141,817,583	\$44,621,963
Local Tax (Paid to City of Pittsburgh)	\$28,496,516	\$3,318,115	\$4,461,266	\$4,314,256	\$4,357,494	\$4,487,014	\$5,160,777	\$2,397,595
Total Gaming Taxes Generated	\$1,009,037,890	\$127,487,784	\$168,891,498	\$172,129,821	\$174,136,687	\$172,394,182	\$146,978,360	\$47,019,558

Economic Impact



- Other taxes generated by our business to support our community

City	Total	Jan-Sep 2015	2014	2013	2012	2011	2010	2009
Property Taxes - City / School District	\$29,691,683	\$4,413,600	\$4,292,014	\$4,245,811	\$5,092,863	\$5,020,429	\$4,986,959	\$1,640,007
Payroll Tax (Employer Portion)	\$1,904,170	\$257,183	\$367,777	\$346,051	\$341,826	\$322,811	\$205,255	\$63,267
Total Payroll Withholding (EE portion)	\$4,661,166	\$514,778	\$1,112,271	\$1,061,184	\$1,029,145	\$447,445	\$368,952	\$127,391
City Total	\$36,257,019	\$5,185,561	\$5,772,062	\$5,653,045	\$6,463,834	\$5,790,686	\$5,561,167	\$1,830,664
County	Total	Jan-Sep 2015	2014	2013	2012	2011	2010	2009
Property Taxes - County	\$6,508,368	\$1,150,211	\$1,150,211	\$1,150,211	\$1,155,592	\$933,451	\$933,451	\$35,241
Liquor Tax-County	\$3,866,759	\$456,761	\$633,642	\$713,374	\$734,220	\$575,793	\$557,583	\$195,387
Sales Tax (1% County Share)	\$712,515	\$86,755	\$128,068	\$122,626	\$127,434	\$94,833	\$108,222	\$44,577
Use Tax-County (1% County Share)	\$467,777	\$31,508	\$55,171	\$127,777	\$109,580	\$79,434	\$54,923	\$9,385
County Total	\$11,555,419	\$1,725,235	\$1,967,092	\$2,113,989	\$2,126,825	\$1,683,510	\$1,654,178	\$284,590
Commonwealth	Total	Jan-Sep 2015	2014	2013	2012	2011	2010	2009
Sales tax (6%)	\$4,275,092	\$520,532	\$768,409	\$735,757	\$764,602	\$568,997	\$649,334	\$267,461
Use tax (6%)	\$2,806,664	\$189,049	\$331,025	\$766,665	\$657,477	\$476,605	\$329,535	\$56,308
Taxable Jackpot Withholding	\$784,184	\$189,965	\$199,258	\$133,096	\$110,547	\$85,500	\$46,866	\$18,951
SUTA-State Unemployment	\$5,563,805	\$970,731	\$1,162,805	\$1,099,561	\$928,231	\$741,161	\$378,744	\$282,572
State Income Withholding	\$10,272,985	\$1,539,364	\$1,936,188	\$1,825,527	\$1,804,227	\$1,645,852	\$1,072,962	\$448,864
Commonwealth Total	\$23,702,729	\$3,409,641	\$4,397,684	\$4,560,606	\$4,265,085	\$3,518,116	\$2,477,442	\$1,074,156
Grand Total	\$71,515,168	\$10,320,438	\$12,136,838	\$12,327,639	\$12,855,744	\$10,992,312	\$9,692,787	\$3,189,410

Committed to Underage Defense

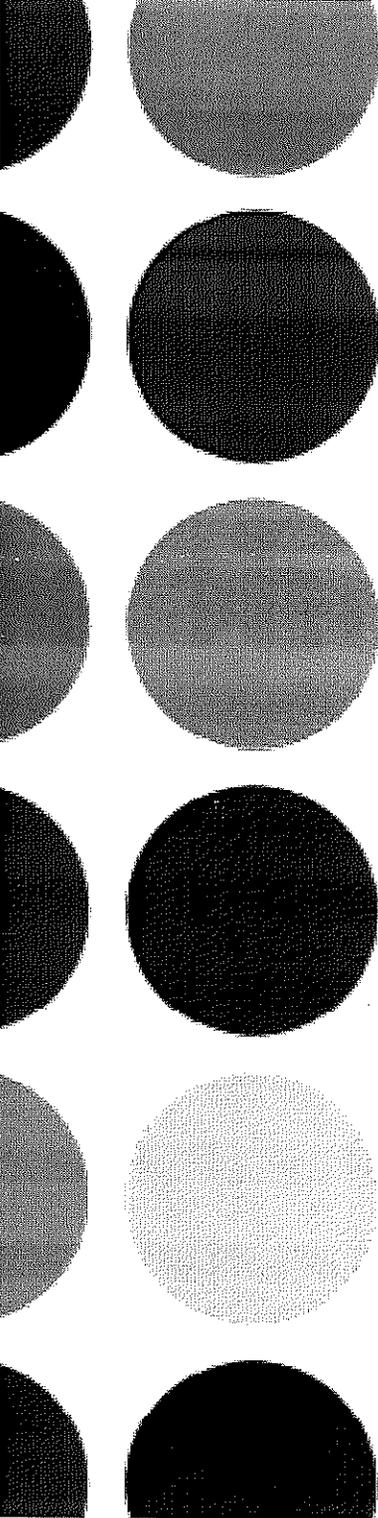


- **2+ years** without an incident of underage gaming as of November 7, 2015
 - Biannual training program
 - Internal training videos using actual confiscated fake IDs
 - Annual Casino ID Training program for all casino operating departments
 - Utilize ID scanners and magnifying loops to read microprint
 - Referrals to PSP

Additional Training



- Council on Compulsive Gambling
 - PA Council – \$120K contribution to date as of May 2015
 - Initial training at new hire orientation and annually thereafter for all Team Members
- Responsible Alcohol Management Program (RAMP)
 - RAMP requires 212 certified Team Members; currently 932 active Team Members are certified
 - In 2013, Rivers began RAMP Training for Poker, Slot Operations, Table Games, and VIP Services
 - In 2015, Rivers also included Cage Team Members
 - All training and related certification costs are paid for by Rivers Casino



Dr. Rahmon Hart

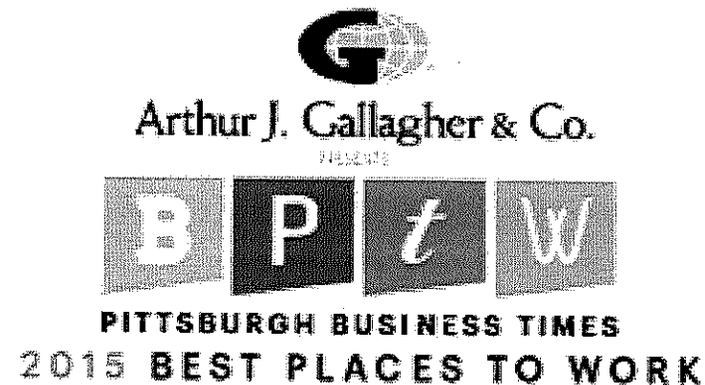
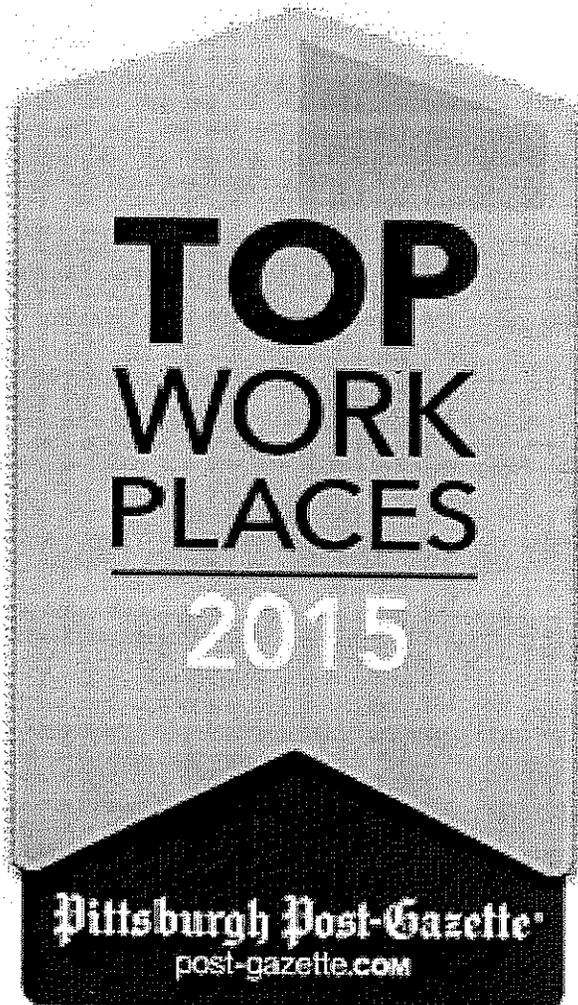
Director, Community
Relations



Employment Awards



Our Team Members voted Rivers Casino:

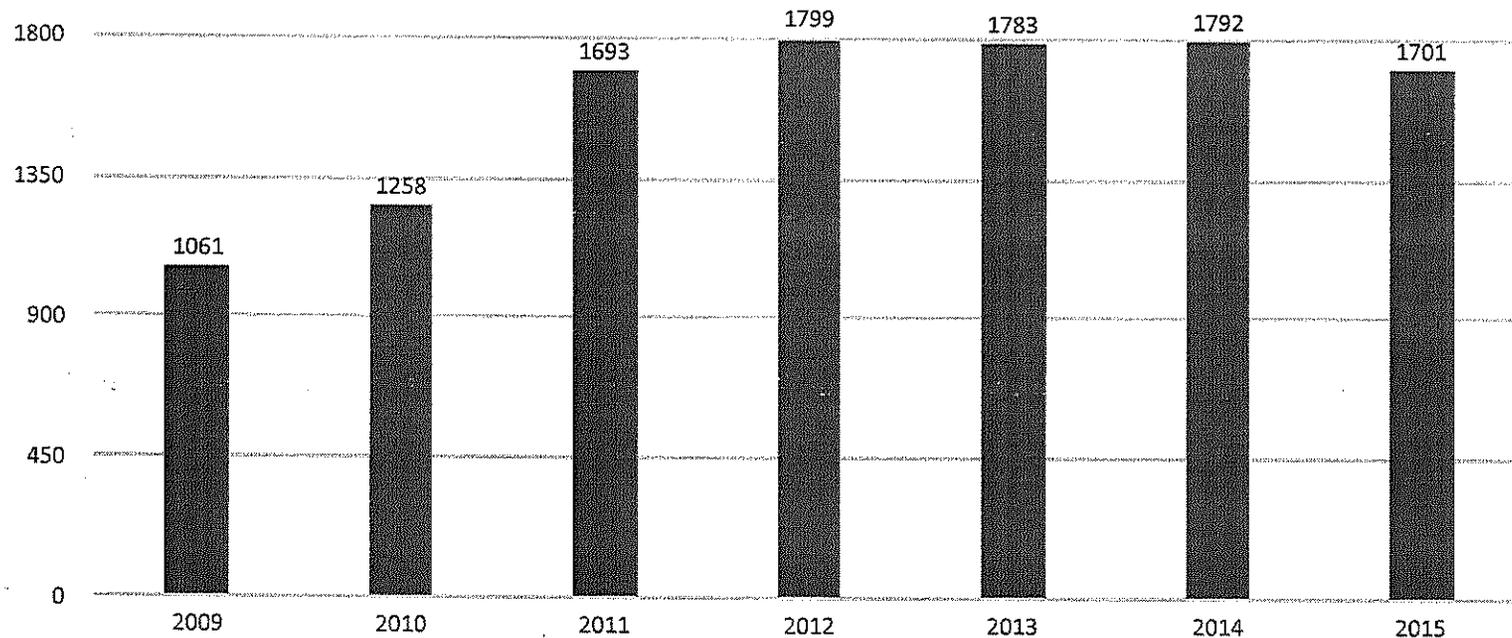


Team Member Benefit Overview



- Competitive Wages
- Medical, Dental, Vision, RX
- Free Vision, LTD, STD, AD&D, Life
- 401K – 100% Vesting
- Free Parking
- Paid Break/Meal Time
- Free and Discounted Team Dining Room
- Time and a Half Holiday Pay
- Paid Time Off
- Sick/Personal Days
- Tuition Reimbursement
- Employee Assistance Program
- Ethics Hotline
- Perfect Attendance Bonus - >\$250K paid to date
- Quarterly Service Bonus - \$2.6M paid to date

Job Creation

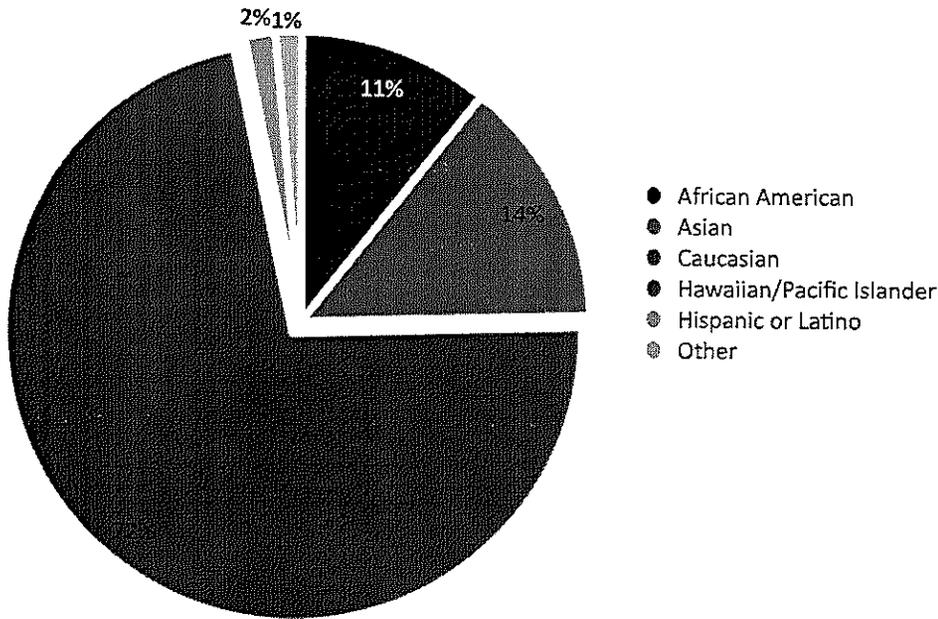


- Future development plans will expand our current Team Member count

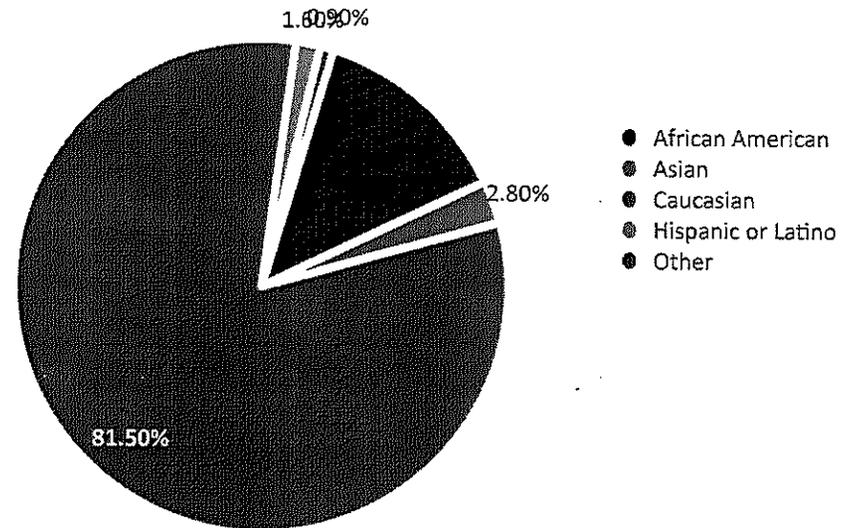
Team Member Demographics



Allegheny County per PGCB
2014/2015
Diversity Report



Rivers Casino Minority = 27.9%



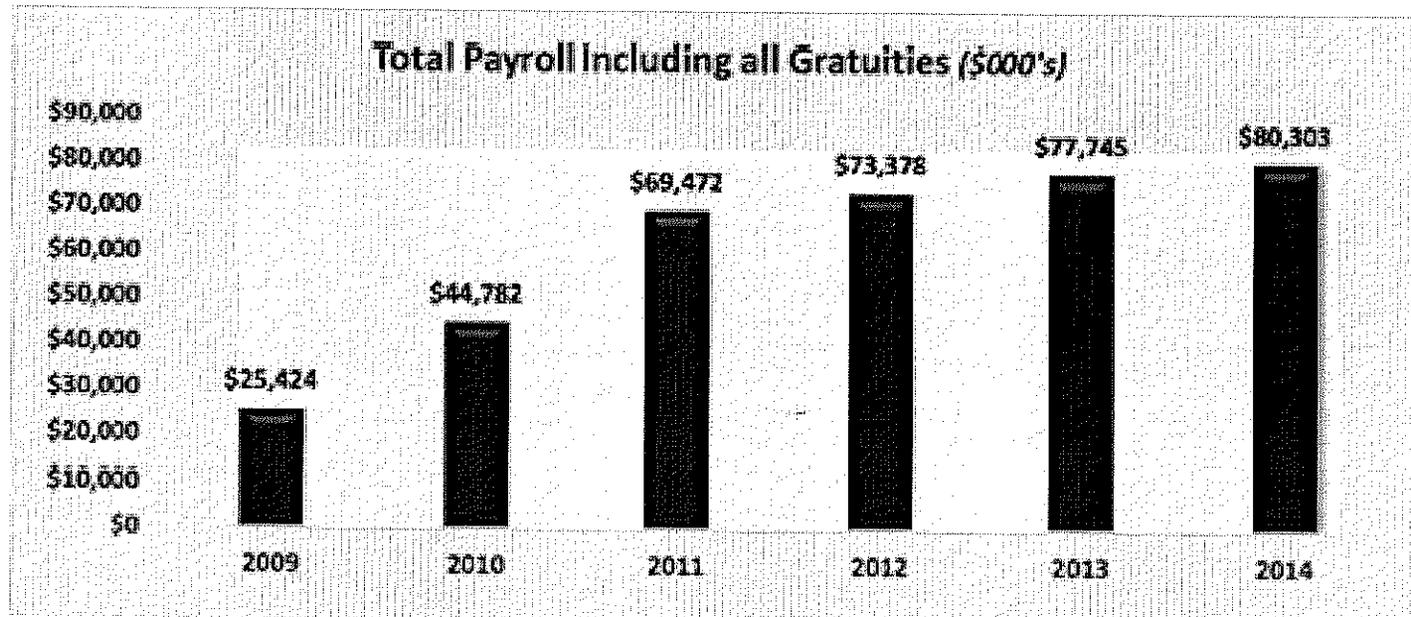
Allegheny County Minority = 18.5%

- Rivers Casino's workforce exceeds the diversity of the local community

Boosting the Local Economy



- Total Salaries, Wages, Taxes and Benefits



Community Employment Partnerships



- AARP
- Achieva
- African American Chamber of Commerce
- Art Institute of Pittsburgh
- Bidwell Training Center
- Braddock Employment and Training Center
- California University of Pennsylvania
- Carlow University
- Catholic Charities
- Chatham University
- Community College of Allegheny College
- Department Of Veteran's Affairs
- Duquesne University
- Eastside Neighborhood Employment Center
- Goodwill Industries of Southwestern PA
- Housing Authority City of Pittsburgh
- Indiana University of Pennsylvania
- Jewish Family & Children Services
- Job Corps
- Life'sWork of Western PA
- Mon Valley Initiative
- North Shore Community Alliance
- North Side Leadership Conference

A.C.E. (Achieving Career Excellence) Internship Program

- Career Development Opportunities
 - 19 Paid Internships Completed Since Summer of 2012
 - 10 Continued Employment with Rivers
 - 2 Have Been Promoted to Management Roles
 - 2015 Program Expansion
 - 10 Summer Internships
 - Fall/Spring Internship Program in Development
- the

Supplier Diversity



- Vendor Outreach
 - SHARE 2015 Community Collaboration Event
 - Annual On Site Supplier Diversity Expo
 - Semi-Annual Seminars on How To Do Business With Rivers Casino

Rivers Casino Pittsburgh					
	Total MBE/WBE		Total LBE		Total All Payments
	Dollar Value	% of Ttl	Dollar Value	% of Ttl	
2014/2015 Non-Construction	\$5,610,637	19.1%	\$20,691,120	70.6%	\$29,308,673
2013/2014 Non-Construction	\$5,893,424	↑ 18.0%	\$21,383,382	↑ 65.4%	\$32,706,664
2012/2013 Non-Construction	\$3,988,351	↑ 12.1%	\$21,360,152	↑ 64.9%	\$32,914,504

- \$1.1 Billion Statewide Non-Construction Gaming Industry spend (7/1/12 – 6/30/15)
- Commonwealth Average = 48.3% Local Spend

Community Engagement



Focal Areas

Public
Health

Economic
and
Community
Developme
nt

Public
Service

Adult
Education
and
Workforce
Developme
nt

Charitable Contributions



Donations/Sponsorship: Rivers Casino has contributed \$3,616,899 to support local non-profit organizations, events, and projects.

Note: This is in addition to funds contributed in alignment with our statement of conditions.

Community Engagement



- **Pittsburgh Proud Program:** Guests donate vouchers throughout the month to contribute to a particular cause/non-profit organization.
- **Charitable Donation Tables:** Each month a local non-profit organization is featured. Each guest who donates \$10 cash to the organization receives \$10 in FSP from Rivers Casino.
- **Community Champions Program:** Each month a group of approximately 20 Team Members engage in a day of community service.
- **Executive Leadership Board/Committee Involvement:** In 2014, the Executive Leadership Team volunteered 980 hours while serving on 13 non-profit boards and committees.

Community Partners



- A Giving Heart
- Achieva
- African American Chamber of Commerce
- Allegheny Cleanways
- Allegheny County Department of Human Services
- Allegheny General Hospital
- Allegheny YMCA
- Alpha Kappa Alpha Sorority, Inc.
- Alzheimer's Association
- American Red Cross of Western PA
- Athletic Trauma Unit
- Beltzhoover Civic Association
- Best Buddies Pennsylvania
- Bhutanese Community Association of Pittsburgh
- Bidwell Training Center
- Black Political Empowerment Project
- Boulder Crest Retreat for Military/Vet Wellness
- Brentwood EMS
- Brighton Heights Citizens Federation
- Carnegie Library of Pittsburgh
- Carnegie Science Center
- Catholic Charities of Pittsburgh

Community Partners

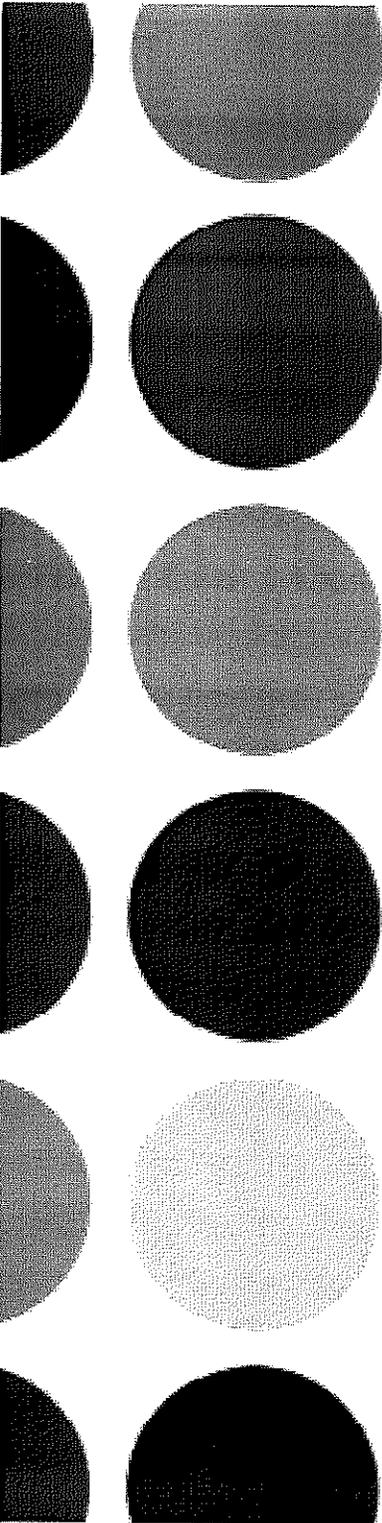


- Girls Hope of Pittsburgh
- Goodwill of Southwestern PA
- Greater Pittsburgh Auto Dealers
- Greater Pittsburgh Community Food Bank
- Greater Pittsburgh Literacy Council
- H.J. Heinz Company Foundation
- Habitat for Humanity of Greater Pittsburgh
- Heritage Valley Health System
- Hill District Growth Fund
- Hispanic Chamber of Commerce
- Iota Phi Foundation
- Jewish Community Center of Pittsburgh
- Jewish Family/Children Services of Pittsburgh
- Kappa Alpha Psi Fraternity, Inc.
- KDKA Warmathon
- Larimer Consensus Group
- Leukemia/Lymphoma Society Western PA
- Life'sWork of Western PA
- Light of Life Ministries
- Manchester Citizens Corporation
- Manchester Historical Society

Community Partners



- Northside Community Alliance
- Northside Community Development Fund
- Northside Leadership Conference
- Northside/Northshore Chamber of Commerce
- Oakdale VFW Post
- Omega Psi Phi Fraternity, Inc.
- Operation Troop Appreciation
- Pennsylvania Housing Finance Agency
- Pittsburgh Cares
- Pittsburgh Center for Creative Reuse
- Pittsburgh Community Reinvestment Group
- Pittsburgh Cultural Trust
- Pittsburgh East Rotary Club
- Pittsburgh Polar Bear Plunge
- Pittsburgh Triathlon Series
- Playhouse Square
- Poise Foundation
- Riverlife
- Senior Olympics of Western PA
- Southwestern Veterans Center
- Special Olympics Pennsylvania



Thank You Pennsylvania Gaming Control Board

