



NEMACOLIN
WOODLANDS RESORT



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Agenda

Resort and Casino Facts

Economic Impacts

Diversity

Compliance

Tourism Impacts

Community Service

Introduction of Community Speakers



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Speakers

Monte Hansen, Managing Director

Gary Hendricks, Vice President & General Manager

Robin Valenti, Human Resources Director

Queen Henderson, Otis & Henry's Server

Joe Victor, Table Games Supervisor

Marian Silverstein, Executive Casino Host

Muriel Nuttall, Fayette County Chamber of Commerce

Renee Seifert, Laurel Highlands Visitors Bureau

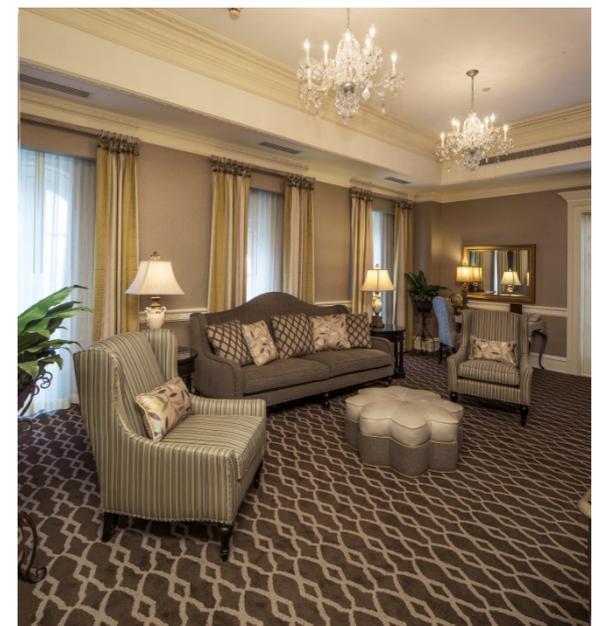


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Resort Facts

- World-class, award-winning resort with 320 guest rooms and championship golf located on nearly 2,000 acres in Southwestern PA
- Hosts 350,000 guests annually from 48 states and 6 countries
- Approx. 1,200 employees
- Annual payroll \$25 million



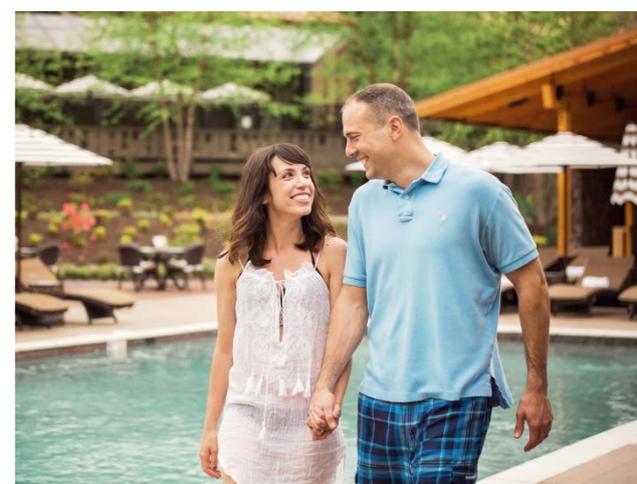


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Amenities

- Lodging
- Banquet Space
- Restaurant Collection
- Golf, Tennis
- Hiking, Running, Biking
- Spa Collection
- Swimming
- Gaming
- Wildlife Academy
- Skiing
- Archery, Shooting, Fishing





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Resort Renovations



Before

Chateau La Fayette



After



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Paradise Pool Complex



Before



After



New Adult Pool



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Shepherd's Rock





Tourism Impact

TOP STATES

GUEST ORIGIN



\$250,000

MAJORITY OF RESORT GUEST'S
HOUSEHOLD INCOME

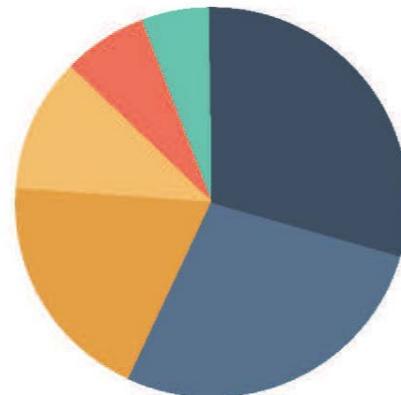


29%

OF OUR GUESTS TRAVEL
ONCE A MONTH

GUEST AGE RANGE

- 29.4% 45-54
- 27.5% 55-64
- 19.0% 35-44
- 11.2% 65-70
- 6.8% 24-34
- 5.6% 71+



PURPOSE OF VISIT



40%

VACATION/LEISURE TRIP



60%

MEETING/CONFERENCE



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Community Involvement

- Actively involved in various community organizations, including:
 - Fayette County EMS
 - WCCC Educational Foundation
 - Big Brothers Big Sisters of the Laurel Region
 - Project Bundle UP
 - Children's Water Festival
 - Junior Achievement
 - Fayette County Fair
 - Adopt-A-Highway





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Lady Luck Casino Facts



- Opened July 2013
- Approx. \$60 million investment
- 597 slot machines
- 28 table games
- 2 restaurants
 - Otis & Henry's
 - Lone Wolf
- 316 employees





Casino Local Impact

Fayette County and Wharton Township

(\$ Thousands)

Year	Slot	Tables	Total
FY 12/13	\$2	\$0	\$2
FY 13/14	\$934	\$97	\$1,030
FY 14/15	\$1,168	\$108	\$1,276
FY 15/16	\$1,198	\$103	\$1,301

PGCB Fiscal Year: July - June



Casino Annual Tax and License Revenue

	(\$ Thousands)			
	2013	2014	2015	2016
Slot Gaming Tax	\$25	\$12,490	\$15,593	\$15,997
Table Gaming Tax	\$1	\$772	\$865	\$721
Total Gaming Tax	\$27	\$13,262	\$16,458	\$16,718
			Total Gaming Tax	\$46,465
			One-Time Gaming Licenses Fee	\$12,500
			Non-Gaming Taxes from Operations	\$2,601
			Grand Total	\$61,566

PGCB Fiscal Year: July - June



Casino Taxes – Non-Gaming Operations

(\$ Thousands)	Sales and Use Tax	\$415
	Property Taxes	\$286
	PA Unemployment	\$546
	PA State Income Tax	\$1,012
	Political Subdivision Tax	\$342
		<hr/>
		\$2,601

PGCB Fiscal Year: July - June



Gaming Taxes

(\$ Thousands)

Year	Slot	Tables	Total
FY 12/13	\$25	\$1	\$27
FY 13/14	\$12,490	\$772	\$13,262
FY 14/15	\$15,593	\$865	\$16,458
FY 15/16	\$15,997	\$721	\$16,718
Total	\$44,106	\$2,359	\$46,465

PGCB Fiscal Year: July - June



Casino Purchasing - Local

(\$ Thousands)

	Non-Construction	Construction	Total LBE
2013	\$891	\$49,200	\$50,091
2014	\$3,029	\$44	\$3,073
2015	\$3,148	\$13	\$3,161
2016 YTD	\$671	\$18	\$689
LTD Totals	\$7,738	\$49,275	\$57,014

PGCB Fiscal Year: July - June



Casino Purchasing – Minority/Women-Owned

(\$ Thousands)

	Non-Construction	Construction	Total MBE/WBE
2013	\$706	\$1,593	\$2,298
2014	\$1,553	\$6	\$1,558
2015	\$1,626	\$0	\$1,626
2016 YTD	\$973	\$0	\$973
LTD Totals	\$4,857	\$1,598	\$6,455

PGCB Fiscal Year: July - June



Casino Purchasing - Total

(\$ Thousands)

	Non-Construction	Construction	Total All Payments
2013	\$1,597	\$50,793	\$52,390
2014	\$24,365	\$630	\$24,995
2015	\$28,969	\$13	\$28,982
2016 YTD	\$14,316	\$19	\$14,334
LTD Totals	\$69,246	\$51,455	\$120,701

PGCB Fiscal Year: July - June



Casino Payroll and Benefits

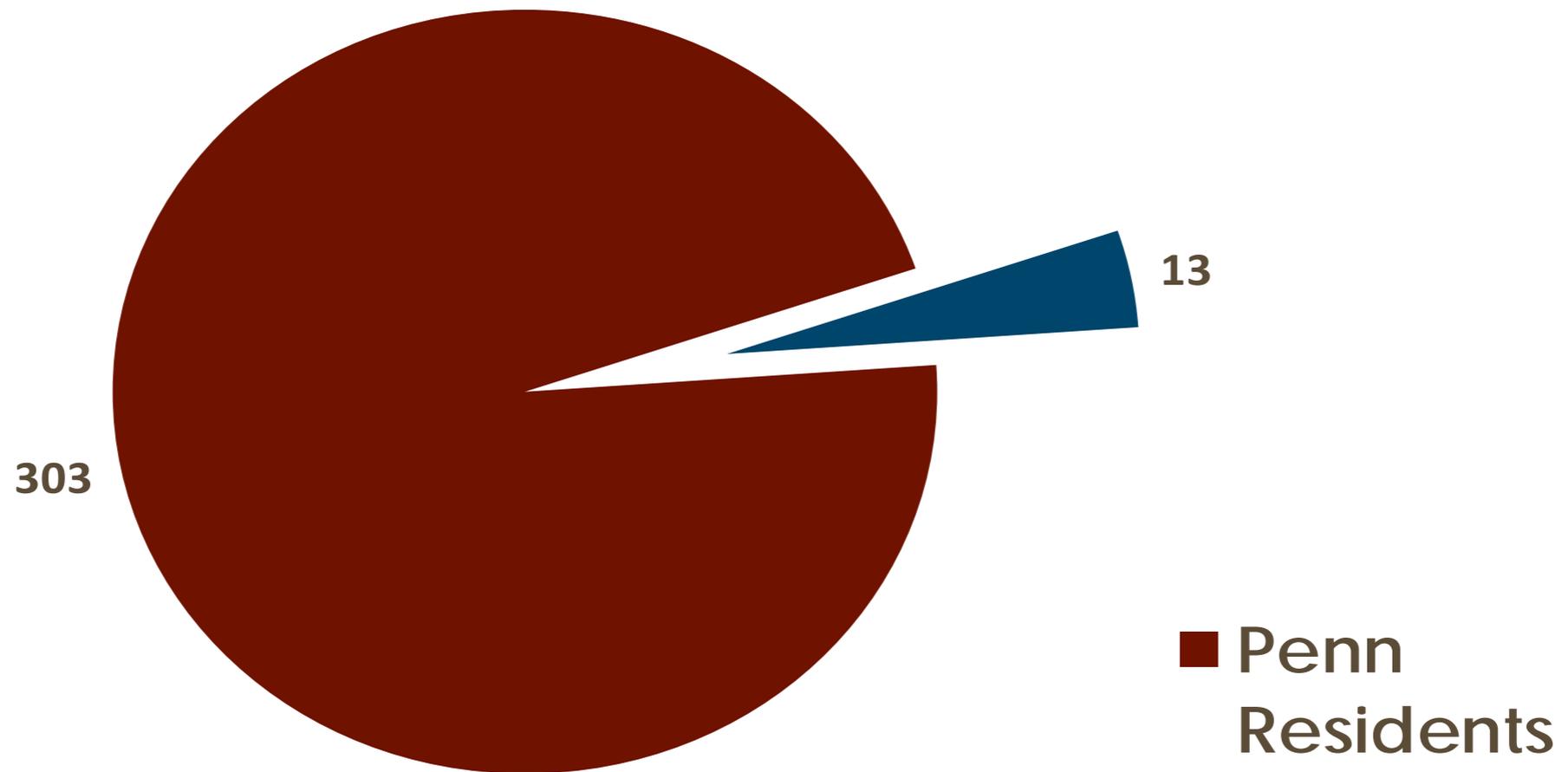
(\$ Thousands)	FY 13 - FY 16 Since Opening	
	FY 16	
Payroll	8,062	23,780
Benefits	3,033	8,069
Total Payroll and Benefits	11,095	31,848



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Casino Demographics - Residency

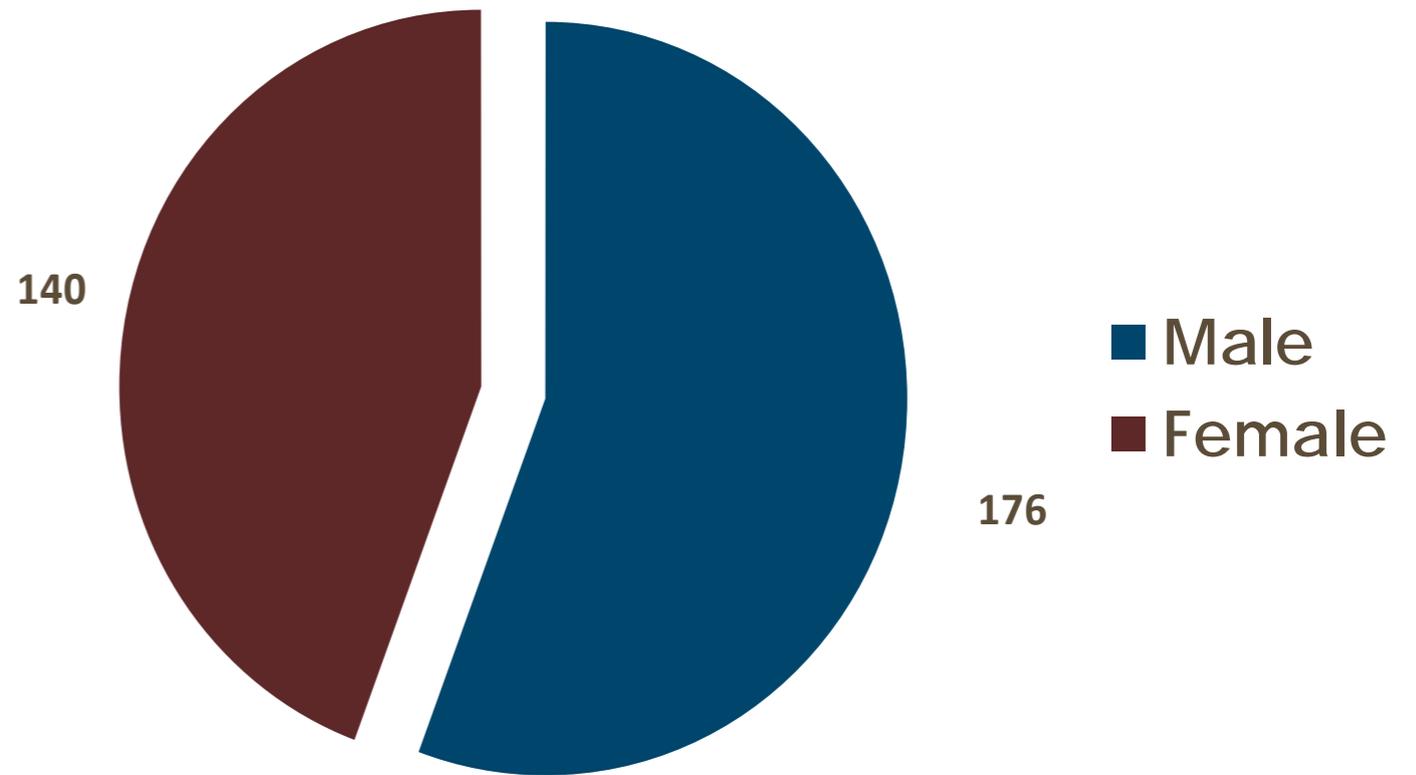




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Casino Demographics - Diversity

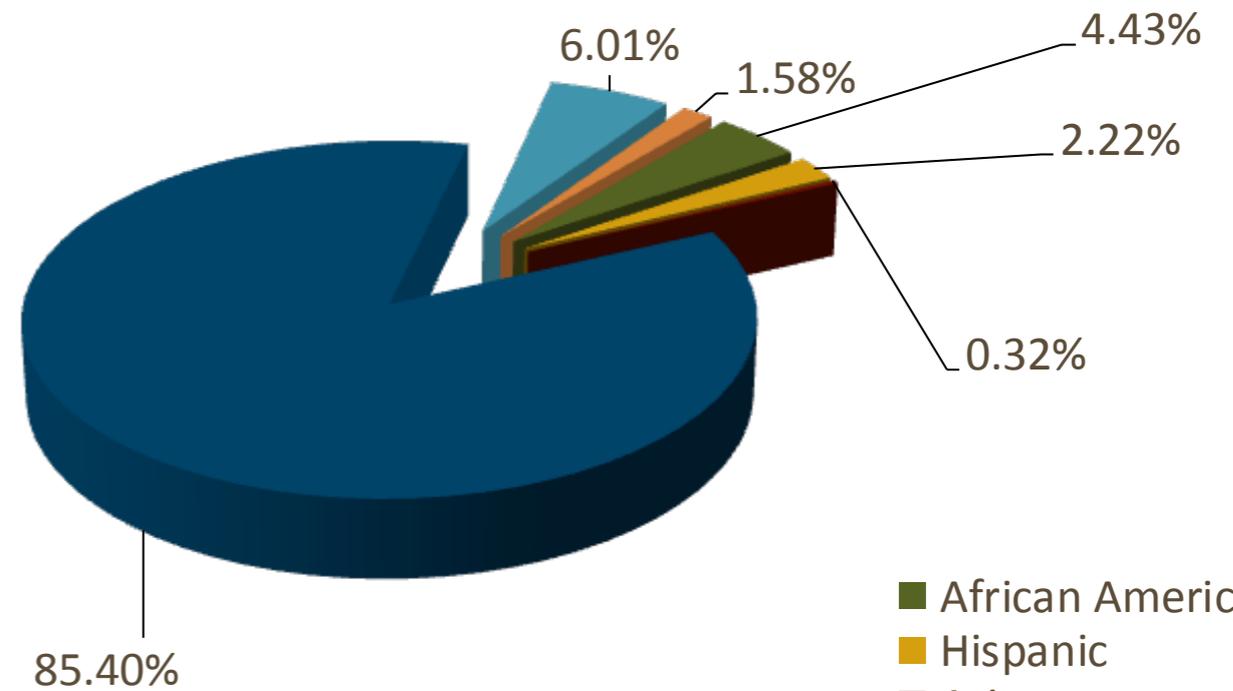




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Casino Demographics - Diversity



- African American
- Hispanic
- Asian
- Causasian
- Not Specified
- Other



Enhancements to Compliance

- Targeted departmental training including, but not limited to:
 - Internal controls
 - Self exclusion procedures
 - Title 31
 - Acceptable forms of ID/Use of Veridocs System
 - Counterfeit bills
 - Emergency evacuation including safeguarding assets
 - Evacuation procedures
 - Active shooter training
- Enacted mock scenarios for employees covering self-excluded patrons, intoxicated patrons and underage patrons.



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Enhancements to Compliance

- 21 signs posted throughout the property
- Compulsive and Problem Gaming collateral available at 2 locations
- Responsible Gaming Training conducted at orientation, as well as annual refresher
- Approx. \$25,000 spent on employee training annually
 - Printing signage and collateral
 - Reinforcement training
 - Sponsorships/memberships
 - Incidental fees associated with Responsible Gaming Plan



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