



NEMACOLIN
WOODLANDS RESORT



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Speakers

Nemacolin Woodland Resorts

Monte Hansen, Managing Director

Lady Luck Casino

Gary Hendricks, Vice President & General Manager

Arnold Block, President and COO

Agenda

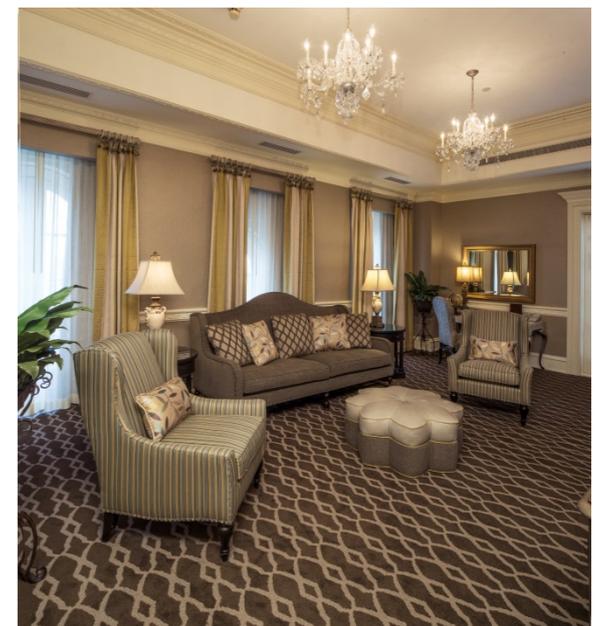
Resort and Casino Facts
Casino Improvements
Tourism Impacts
Community Service
Economic Impacts
Diversity
Compliance





Resort Facts

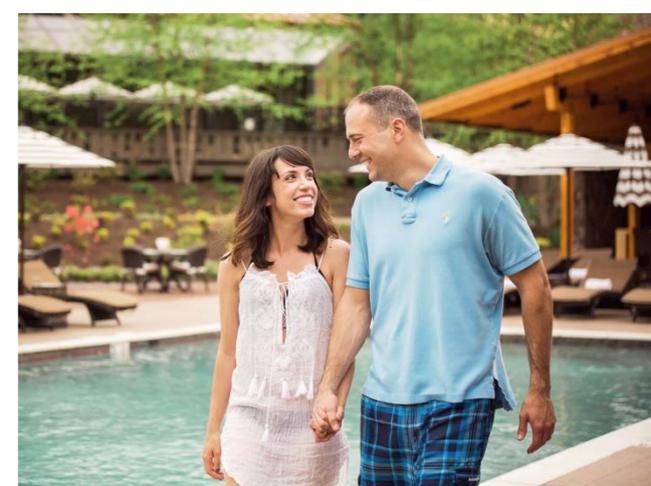
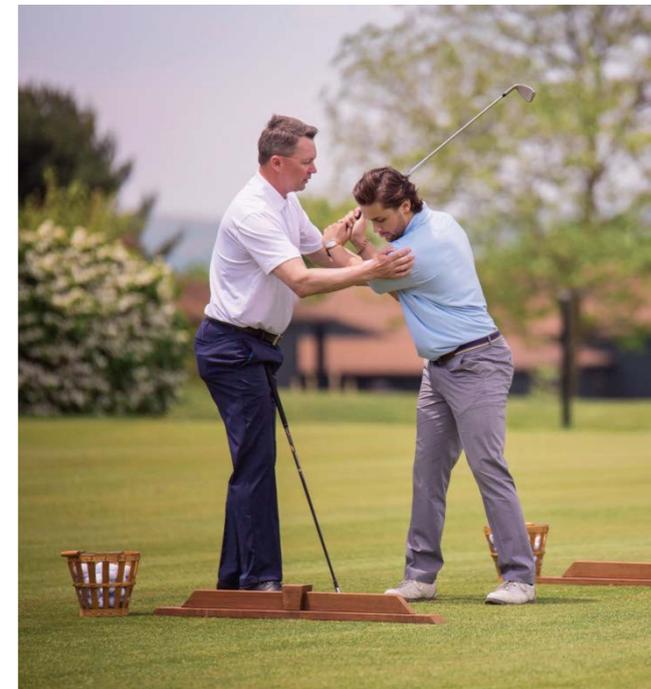
- World-class, award-winning resort with 320 guest rooms and championship golf located on nearly 2,000 acres in Southwestern PA
- Hosts 350,000 guests annually from 48 states and 6 countries
- Approx. 1,200 employees
- Annual payroll \$25 million





Amenities

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





Resort Renovations

Chateau La Fayette



Before



After

Paradise Pool Complex



Before



After



New Adult Pool



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Shepherd's Rock





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Tourism Impact

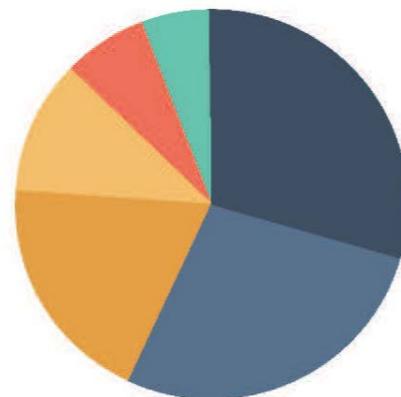
TOP STATES

GUEST ORIGIN



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+



\$250,000

MAJORITY OF RESORT GUEST'S
HOUSEHOLD INCOME



29%

OF OUR GUESTS TRAVEL
ONCE A MONTH

PURPOSE OF VISIT



40%

VACATION/LEISURE TRIP



60%

MEETING/CONFERENCE



Lady Luck Casino Facts



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





Cross Marketing

- Direct Mail
 - Casino
 - Monthly Experience mailer
 - Core monthly mailer
 - Resort
 - Pre-arrival email
 - Quarterly email blast
- On Property
 - Casino
 - Group Sales brochure
 - Slot toppers
 - Posters
 - Rack card
 - Resort
 - Weekly newsletter
 - Overview brochure
 - Restaurant brochure



Cross Marketing

- Digital
 - Link web pages
 - Monument sign
 - Casino floor tv
 - Resort-wide tv
- Social Media
 - Facebook pages
- Merchandise
- Events
 - Casino
 - Weekly parties
 - VIP weekend
 - Stay and Golf packages
 - Resort
 - VIP parties
 - Winterfest
 - Brews and Brats



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Community Involvement

817 volunteer hours
from casino employees
since opening

Actively involved in various
community organizations, including:

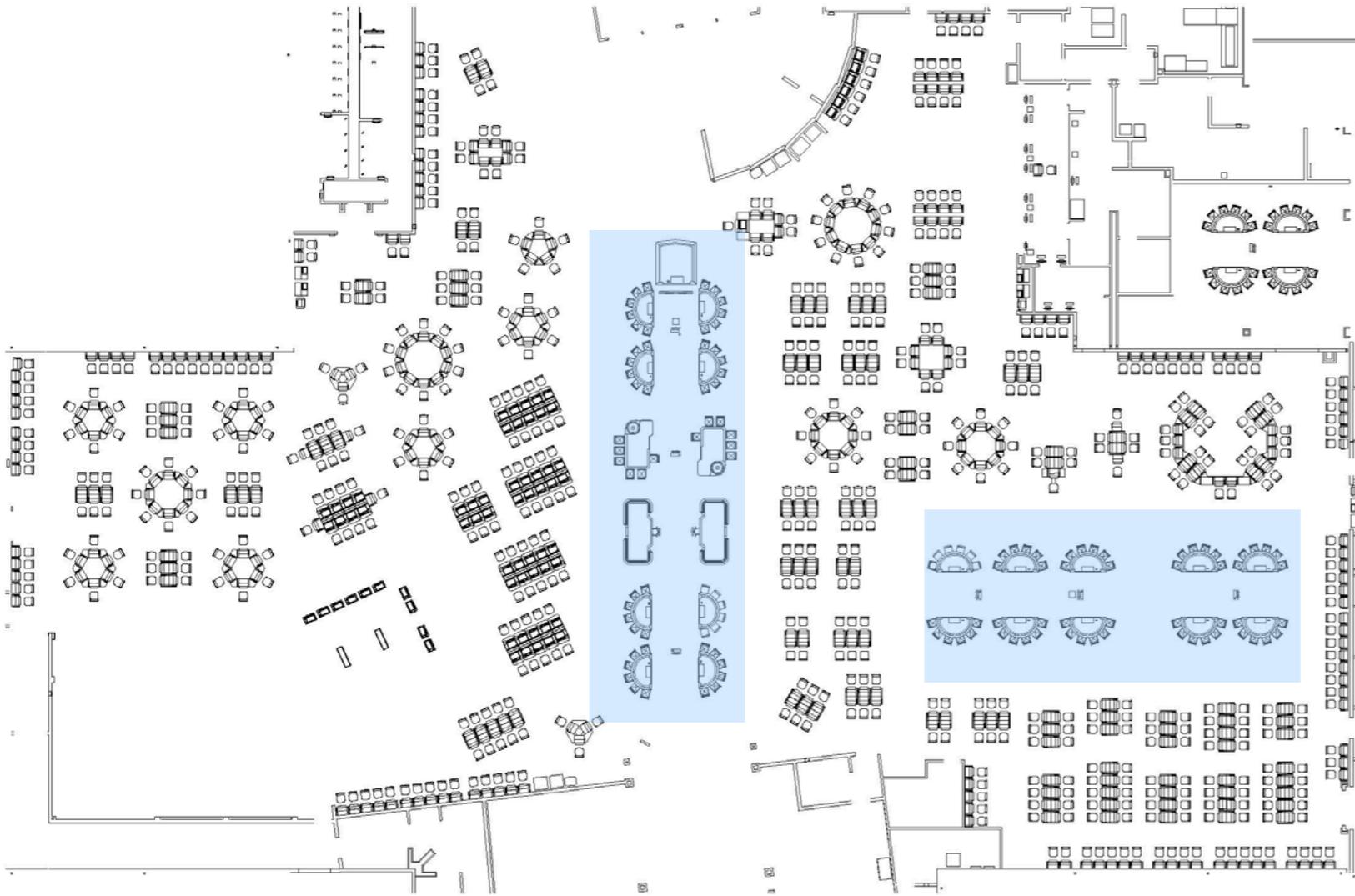
- Fayette County EMS
- WCCC Educational Foundation
- Big Brothers Big Sisters of the Laurel Region
- Project Bundle UP
- Children's Water Festival
- Junior Achievement
- Fayette County Fair
- Adopt-A-Highway
- National Road Frontier Dinner
- 5th Annual Trooper Iwaniec Memorial
- Ohiopyle Trail Cleanup
- St. Vincent de Paul Collection
- Mitten Tree
- Fayette Friends of Animals

\$77,948 donated since casino opened

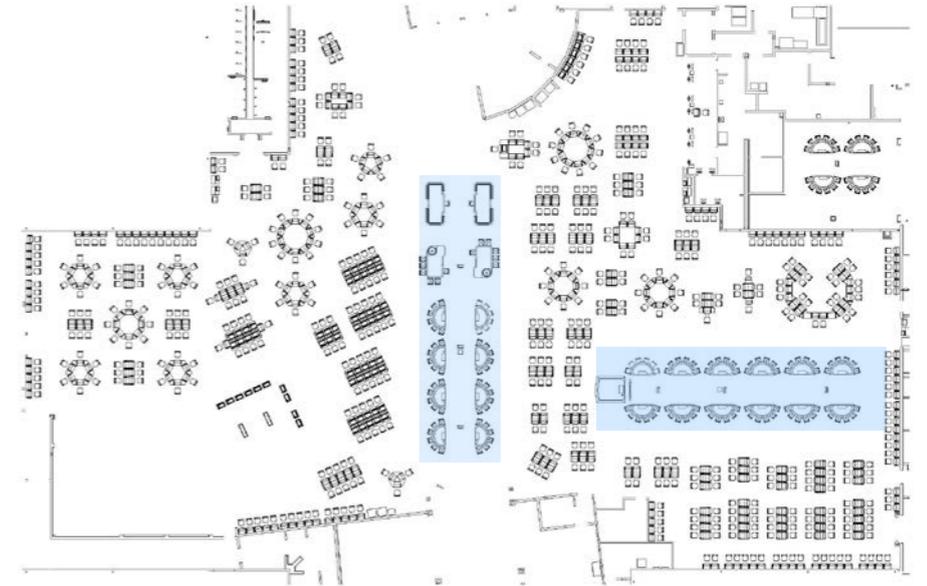




Lady Luck Floor Update



After



Before



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	\$1,119	\$22	\$1,142
LTD Totals	\$8,186	\$49,280	\$57,466

Calendar Year



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	\$1,426	\$0	\$1,426
LTD Totals	\$5,310	\$1,598	\$6,908

Calendar Year



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	\$22,566	\$29	\$22,595
LTD Totals	\$77,496	\$51,465	\$128,962

Calendar Year

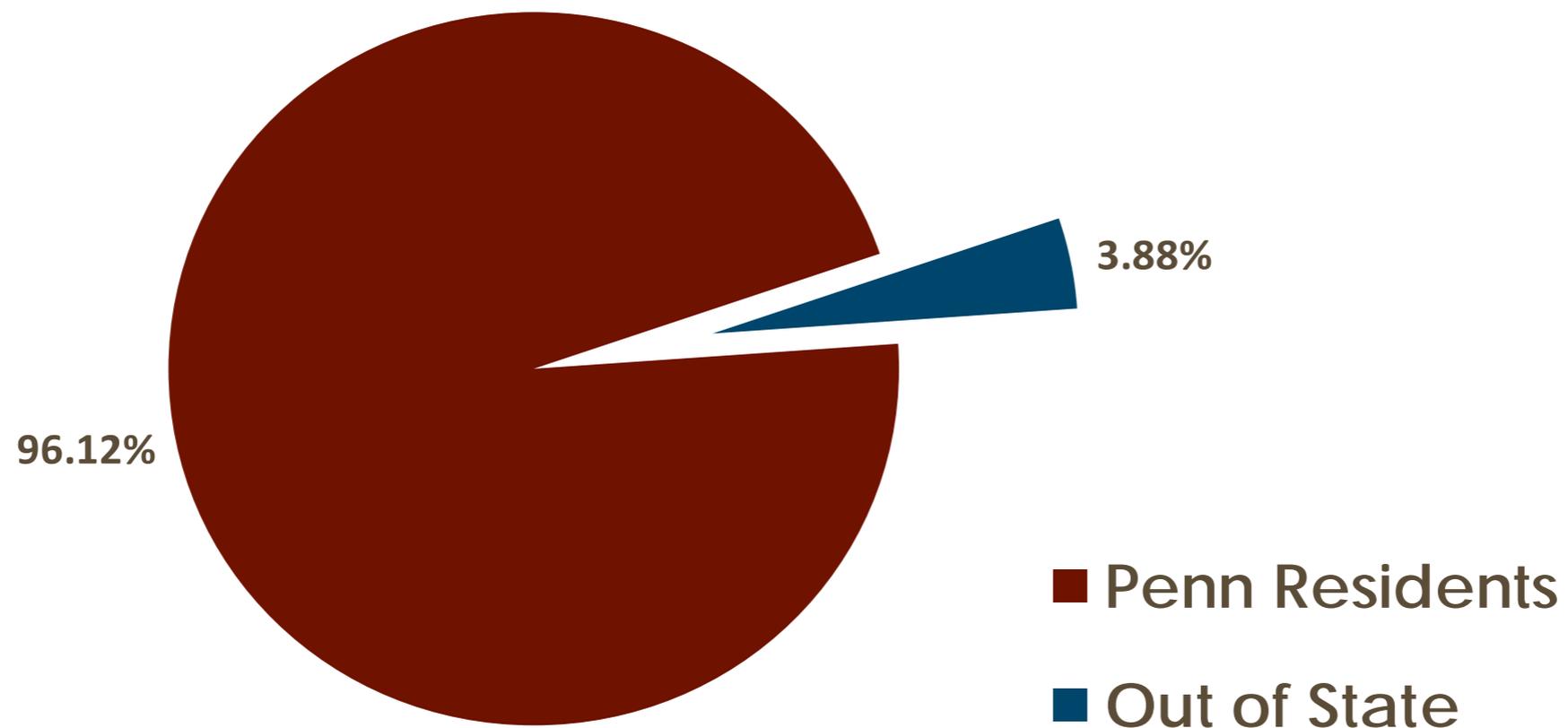


Casino Payroll and Benefits

(\$ 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

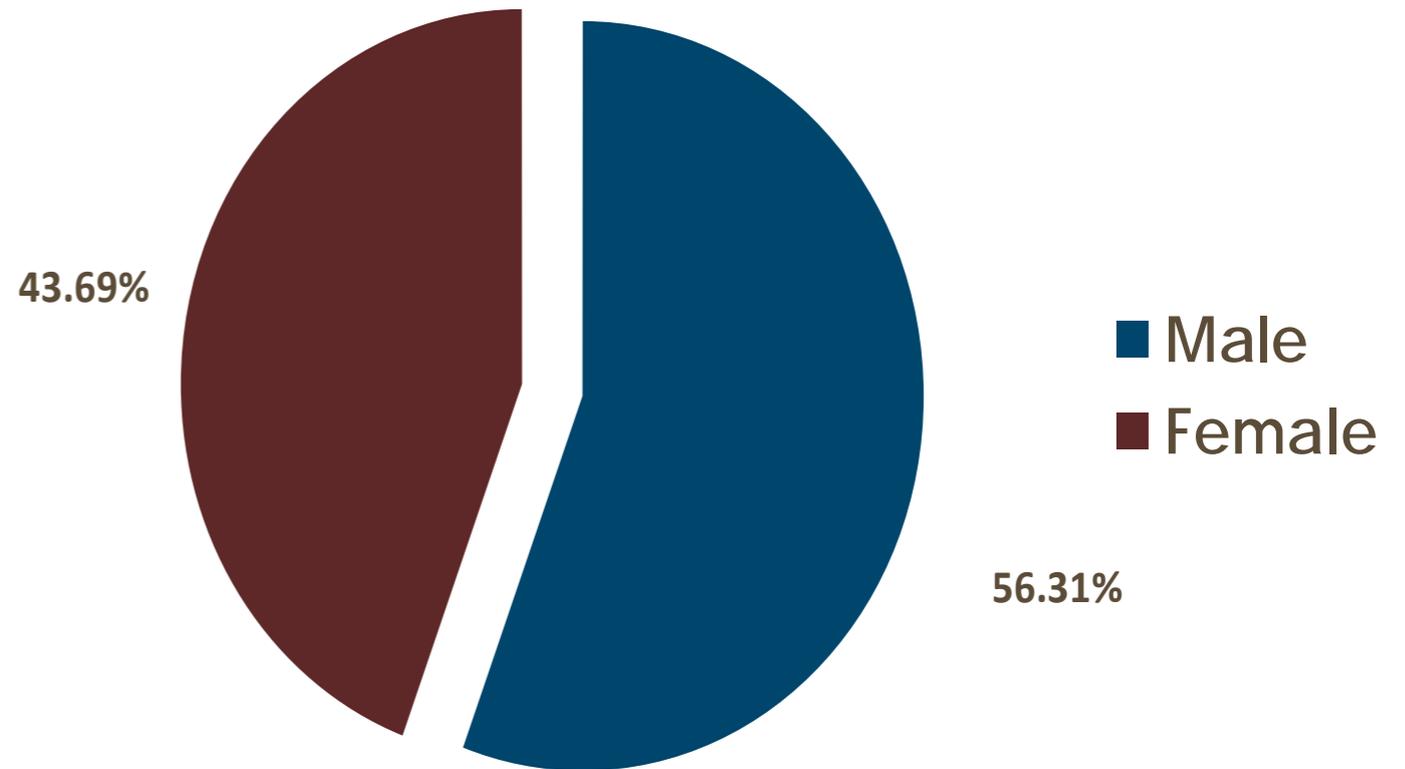


Casino Demographics - Residency

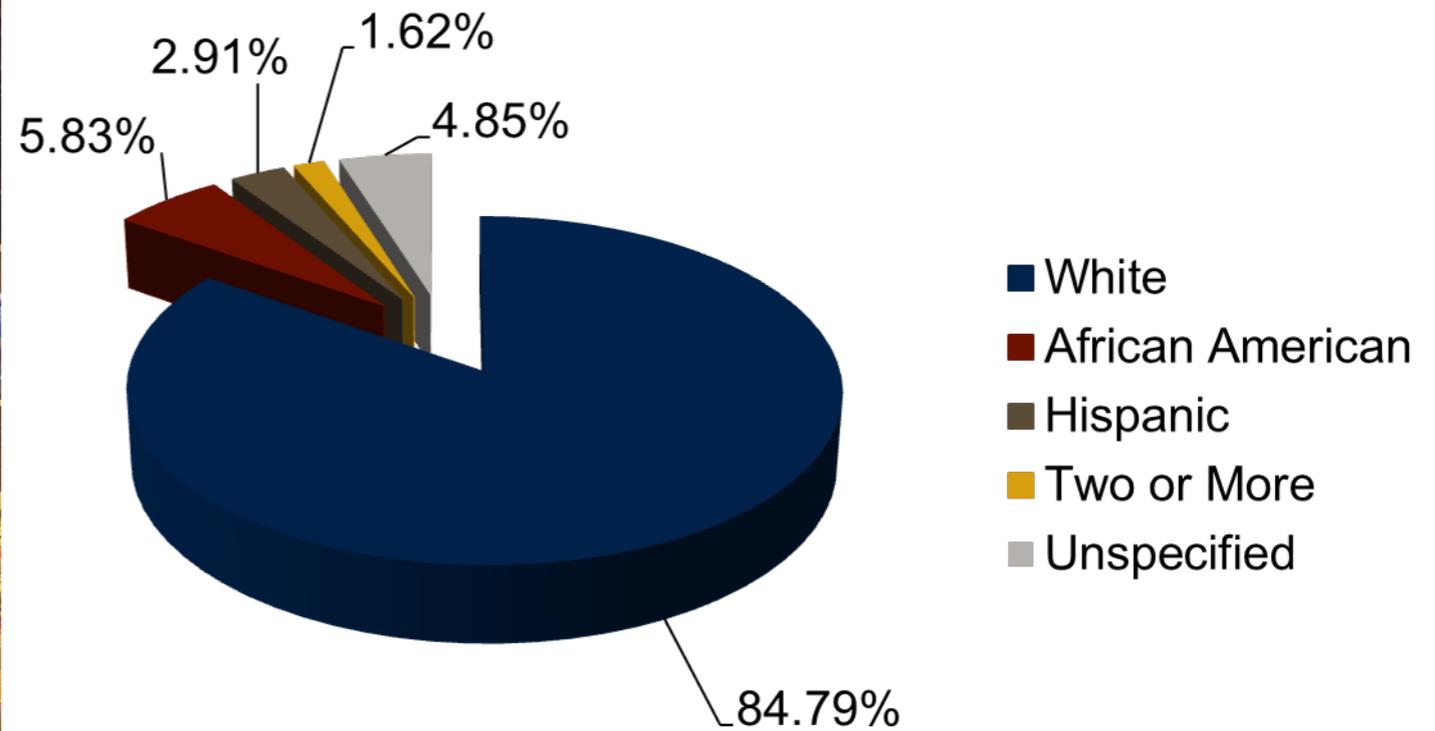




Casino Demographics - Diversity



Casino Demographics - Diversity



309 casino employees



Commitment 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.



Commitment 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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