

**IN RE WASHINGTON TROTTING ASSOCIATION, LLC
PETITION TO MODIFY GAMING FLOOR PLAN**



PENN NATIONAL
GAMING, INC.

OHA# 8546-2019
AUGUST 14, 2019

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AMERISTAR

Lauberge

**HOLLYWOOD
CASINO.COM**

MORE CHOICES. BETTER REWARDS.

SPEAKERS



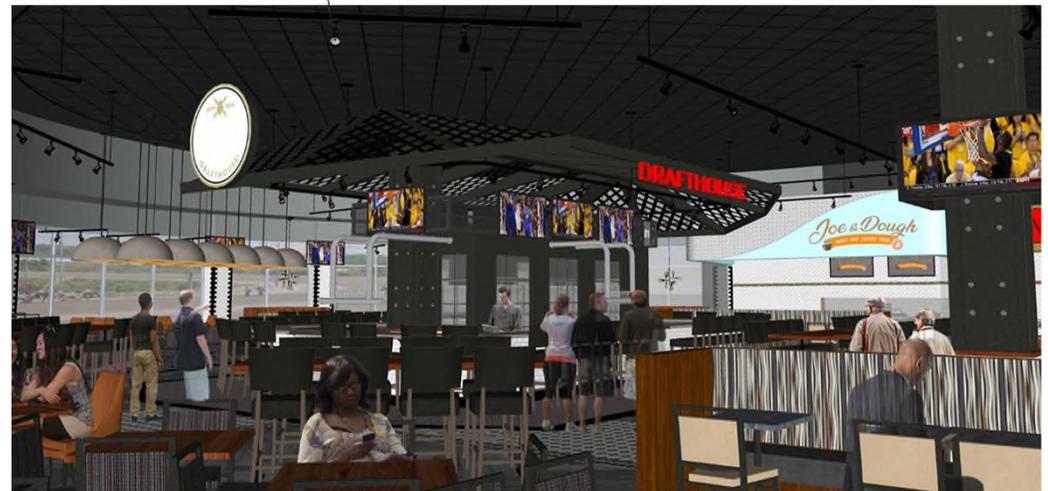
- **TONY FRABBIELE, VICE PRESIDENT AND GENERAL MANAGER**
- **BENJAMIN BAUGH, DIRECTOR OF SLOT OPERATIONS**



THE NEW MEADOWS



Fabio Viviani



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HEADLINERS ENTERTAINMENT



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INVESTMENT / PROMOTION



SLOT INVESTMENTS

- **2018 SYSTEM UPGRADE**
- **2019 SLOT PRODUCT CAPITAL INVESTMENTS**
 - **126 NEW CABINETS**

MARKETING PROMOTION

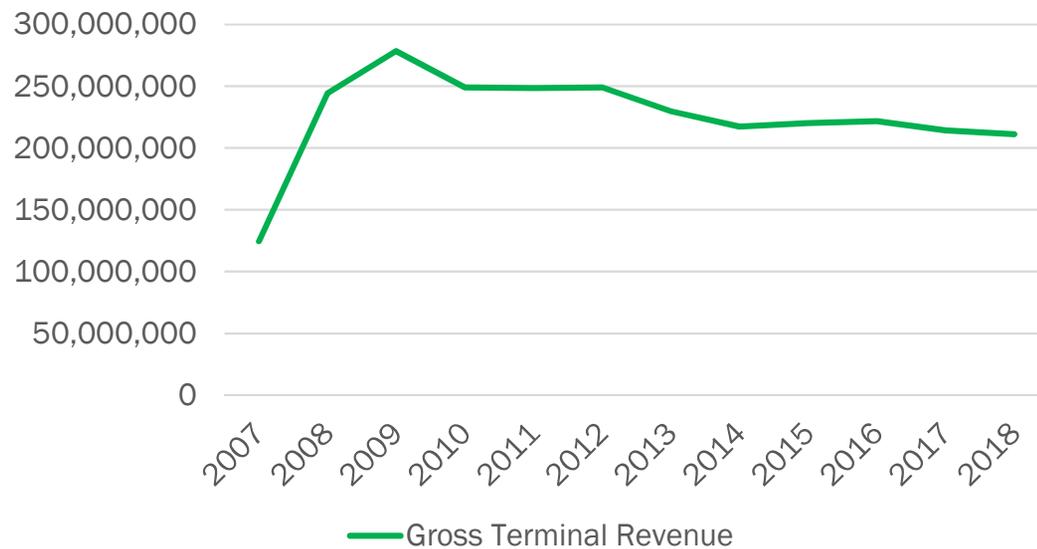


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HISTORY



GROSS TERMINAL REVENUE



SLOT MACHINE COUNT

- **2,991** [CURRENT SINCE 6/12/19]
- **485** [REQUESTED REDUCTION: (508) + 23]
- **2,506** [AFTER MODIFICATION]

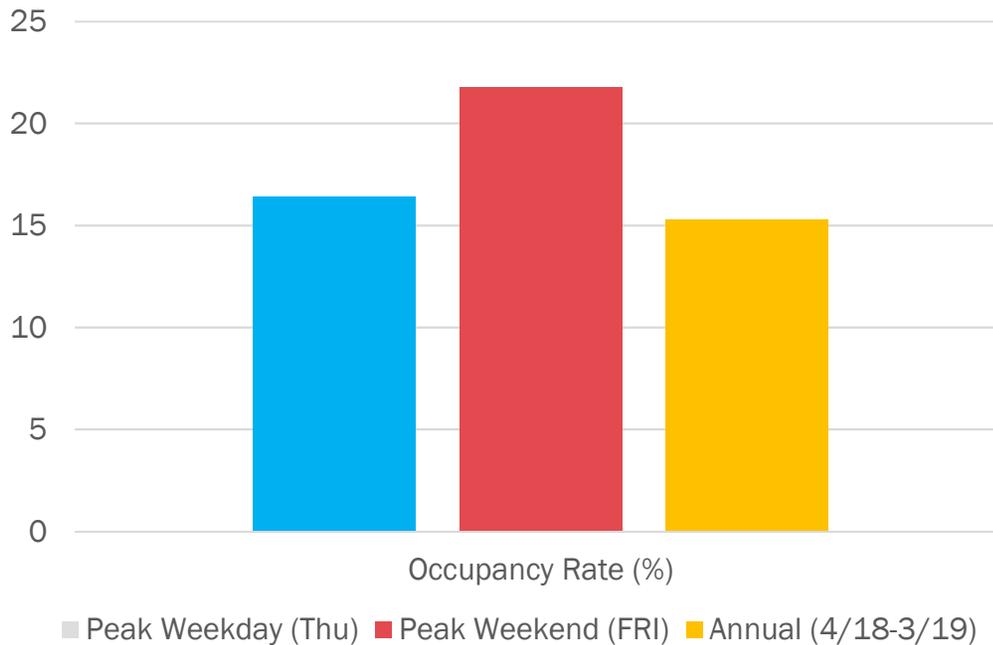
TABLE GAMES COUNT

- **88** [CURRENT]
- **3** [REQUESTED REDUCTION]
- **85** [AFTER MODIFICATION]

OVER-SUPPLY / UNDER-UTILIZATION



AVERAGE OCCUPANCY



- **HIGHEST OCCUPANCY HOUR**
 - **62.52% OCCUPANCY** (12/30/18 AT 9PM)
- **HIGHEST HOURLY MACHINES IN PLAY**
 - **1817** (12/30/18 10PM)
- **HIGHEST VOLUME HOUR**
 - **58.43% OCCUPANCY** (4/28/18 AT 8PM)



REQUESTED REDUCTION



SLOT MACHINES

- **OUTDATED**
 - **10.82 YEARS (AVERAGE)**
- **LACK OF DEMAND**
 - **4.45% OCCUPANCY (AVERAGE)**
- **SUB-PAR PERFORMANCE**
 - **VAST MAJORITY ARE IN BOTTOM QUARTILE**

EFFECT

- **POSITIVE IMPACT TO GUEST EXPERIENCE**
- **NO ASSUMED IMPACT TO GTR**
- **NO CHANGES TO STAFFING / SURVEILLANCE**
- **REMAIN THE 3RD MOST SLOT MACHINES AMONG PA CASINOS**
- **SIGNIFICANT COST SAVINGS** (ELECTRICITY, MAINTENANCE AND REPAIR)

	CURRENT OCCUPANCY RATE	CURRENT SQUARE FOOTAGE / %	PROPOSED SQUARE FOOTAGE / %	CURRENT SLOT MACHINES / %	PROPOSED SLOT MACHINES / %
SMOKING	20.45%	65,973 SF / 50%	63,155 SF / 49%	1,391 / 47%	1,366 / 55%
NON-SMOKING	9.96%	66,093 SF / 50%	65,123 SF / 51%	1,600 / 53%	1,140 / 45%



GAMING FLOOR (BEFORE)



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GAMING FLOOR (AFTER)



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MEADOWS STANDARDBRED OWNERS ASSN.



“The MSOA Board of Directors has viewed the changes to The Meadows Casino floor and new amenities.

The MSOA Board was very impressed and fully approves the changes proposed by The Meadows Casino and Racetrack.”



**MEADOWS
STANDARDBRED OWNERS
ASSOCIATION**

"Horsemen Helping Horsemen"

July 29, 2019

Anthony Salerno
State Horse Racing Commission
2301 N. Cameron St, #304
Harrisburg, PA 17110

Tony,

The MSOA Board of Directors has viewed the changes to The Meadows Casino floor and new amenities.

The MSOA Board was very impressed and fully approves the changes proposed by The Meadows Casino and Racetrack.

Respectfully,


Kim Hankins
Executive Director

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QUESTIONS?



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