



Category 4 License Hearing Presentation by the Mountainview Thoroughbred  
Racing Association to the Pennsylvania Gaming Control Board

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**PENN NATIONAL**  
GAMING, INC.

December 18, 2019

mychoice

HOLLYWOOD

AMERISTAR

Lauberge

HOLLYWOOD  
CASINO.COM

MORE CHOICES. BETTER REWARDS.

# INTRODUCTIONS

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- John Finamore
  - Senior Vice President – Regional Operations
- Chris Rogers
  - Senior Vice President – Corporate Development
- Dan Ihm
  - Vice President & General Manager –  
Hollywood Casino @ Penn National Race Course

# ABOUT PENN NATIONAL GAMING & HOLLYWOOD CASINO AT PENN NATIONAL RACE COURSE

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John Finamore

Senior Vice President – Regional Operations

# ABOUT PENN NATIONAL GAMING



CHARLES TOWN  
RACES & SLOTS

ARGOSY™

M  
RESORT · SPA · CASINO  
LAS VEGAS

MARGARITAVILLE.  
RESORT · CASINO  
BOSSIER CITY, LA  
Pinnacle  
Entertainment®

GAMING & LEISURE  
PROPERTIES, INC.

1972 1994 1997 2003 2005 2008 2011 2012 2013 2015 2018 2019

Nasdaq

HOLLYWOOD  
Casino

HOLLYWOOD  
Casino  
— AT PENN NATIONAL RACE COURSE —

HOLLYWOOD  
Casino  
AT KANSAS SPEEDWAY  
TOLEDO  
COLUMBUS  
ST. LOUIS

Tropicana  
LAS VEGAS™  
PLAINRIDGE PARK  
CASINO

GREEKTOWN  
CASINO-HOTEL

41 Properties  
(+2 in development in PA)  
19 Jurisdictions  
51,000+ Slots  
1,300+ Tables  
9,000+ Rooms  
28,000+ Employees

mychoice®

HOLLYWOOD

AMERISTAR

Lauberge

HOLLYWOOD  
CASINO.COM

# OVER 40 PROPERTIES NATIONWIDE



H	<b>HOLLYWOOD PROPERTIES</b>	M	<b>M RESORT</b>	B	<b>BOOMTOWN PROPERTIES</b>	C	<b>CACTUS PETES</b>
A	<b>AMERISTAR PROPERTIES</b>	L	<b>L'AUBERGE PROPERTIES</b>	G	<b>GREKTOWN</b>	R	<b>RIVER CITY</b>
A	<b>ARGOSY CASINO PROPERTIES</b>	P	<b>PLAINRIDGE PARK CASINO</b>	1	<b>1ST JACKPOT CASINO</b>	M	<b>THE MEADOWS</b>
T	<b>TROPICANA LAS VEGAS</b>	Z	<b>ZIA PARK CASINO</b>	M	<b>MARGARITAVILLE</b>	R	<b>RACETRACKS AND OTWS</b>

## COLORADO

- Ameristar Casino Resort Spa Black Hawk

## ILLINOIS

- Argosy Casino Alton
- Hollywood Casino Aurora
- Hollywood Casino Joliet

## INDIANA

- Hollywood Casino Lawrenceburg
- Ameristar Casino Hotel East Chicago

## IOWA

- Ameristar Casino Hotel Council Bluffs

## KANSAS

- Hollywood Casino at Kansas Speedway

## LOUISIANA

- Boomtown Casino & Hotel Bossier City
- Boomtown Casino & Hotel New Orleans
- L'Auberge Casino Resort Lake Charles
- L'Auberge Casino & Hotel Baton Rouge
- Margaritaville Resort Casino

## MAINE

- Hollywood Casino Bangor

## MASSACHUSETTS

- Plainridge Park Casino

## MICHIGAN

- Greektown Casino-Hotel

## MISSISSIPPI

- 1st Jackpot Casino
- Boomtown Casino Biloxi
- Hollywood Casino Gulf Coast
- Hollywood Casino Tunica
- Ameristar Casino Vicksburg

## MISSOURI

- Argosy Casino Hotel & Spa Kansas City
- Hollywood Casino St. Louis
- River City Casino & Hotel

## NEVADA

- M Resort Spa & Casino
- Tropicana Las Vegas
- Cactus Petes Resort Casino

## NEW MEXICO

- Zia Park Casino Hotel and Racetrack

## OHIO

- Hollywood Casino Columbus
- Hollywood Gaming Dayton Raceway
- Hollywood Gaming at Mahoning Valley Race Course
- Hollywood Casino Toledo

## PENNSYLVANIA

- Hollywood Casino at Penn National Race Course
- The Meadows Racetrack & Casino

## WEST VIRGINIA

- Hollywood Casino Charles Town

## RACETRACKS AND OTWS

- Sam Houston Race Park
- Freehold Raceway
- Favorites of Gloucester
- Favorites of Toms River
- Off-Track Wagering Lancaster
- Off-Track Wagering York
- Retama Park
- Sanford Orlando Kennel Club
- Valley Race Park

## COMING SOON IN PENNSYLVANIA

- Hollywood Casino Morgantown
- Hollywood Casino York (pending approval)

# HOLLYWOOD CASINO AT PENN NATIONAL RACE COURSE

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- ~\$400 million property opened in 2008
- 907 Team Members
- 2,002 slots & 75 table games
- Paid \$1.7 billion in taxes and fees;  
\$171 million to Local Share Assessment
- \$364 million in salaries, wages, & benefits
- \$12 million annual local/state vendor spend



# OUR CORE VALUES

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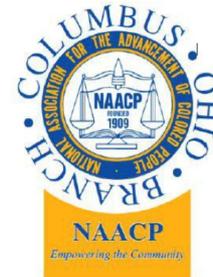
Provide an Unparalleled Guest Experience

Work Happy

Commitment to Diversity

Commitment to Community

Commitment to Responsible Gaming



Corporate Champion of Diversity



NATIONAL CENTER FOR RESPONSIBLE GAMING

# COMMUNITY INVOLVEMENT



- ~\$4.15 million for IBD research @ Milton Hershey Medical Center
- ~\$1.42 million to local and regional charities
- ~\$72,000 in 2019 to local ACS Relay for Life

**HOLLYWOOD**  
*Casino*<sup>®</sup>  
— YORK —

**DEVELOPMENT**

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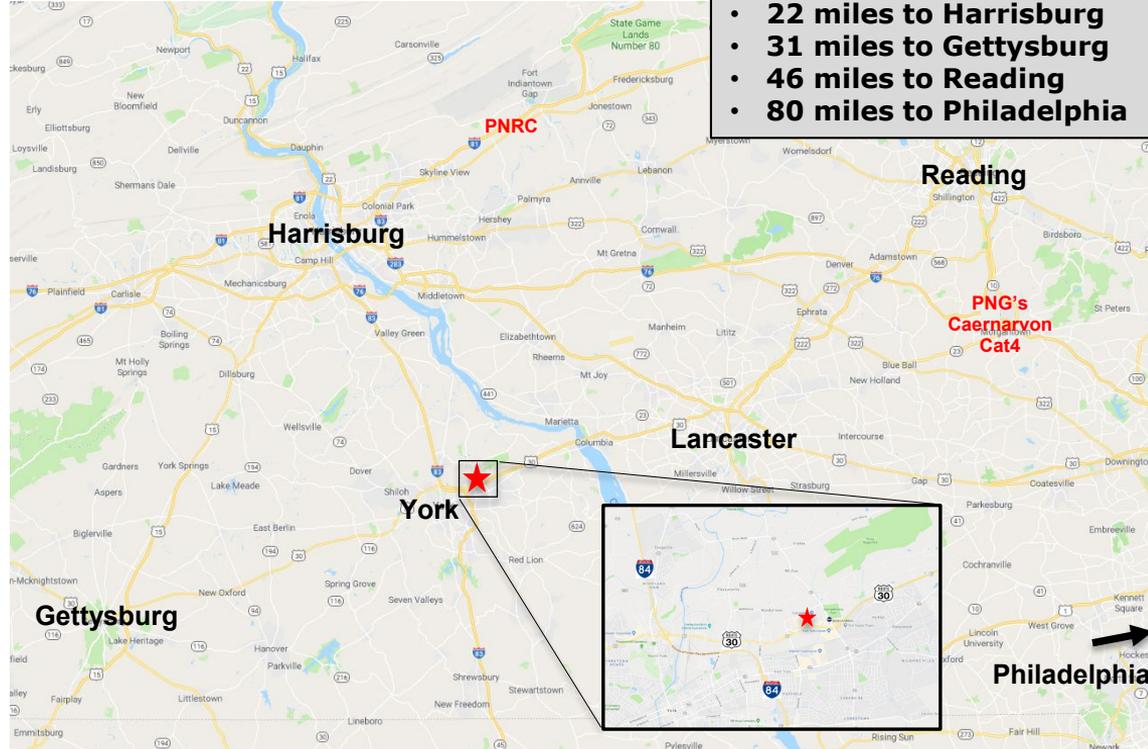
Chris Rogers  
Senior Vice President – Corporate Development

# CATEGORY 4 LICENSE TIMELINE



- **20 miles to Lancaster**
- **22 miles to Harrisburg**
- **31 miles to Gettysburg**
- **46 miles to Reading**
- **80 miles to Philadelphia**

- Won the first auction on January 10<sup>th</sup>, 2018 for \$50.1M
- Selected 15-mile territory centered in the Borough of Yoe
- York Galleria
  - Revitalizing struggling retail mall
  - Significant capital investment underway to re-purpose former department store
- Submitted gaming application to PGCB on September 12th, 2018
- Public input hearing held on November 1st, 2018

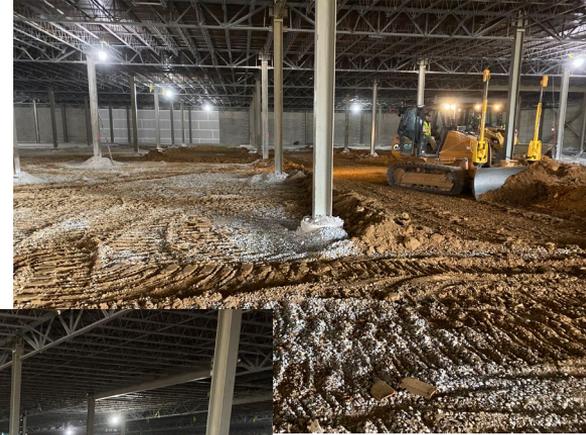


# PROJECT OVERVIEW

- \$120M total budget
  - Inclusive of \$50.1M gaming license fee
- 80,000 SF in a single phase
- 500 slots & 24 tables
  - Expansion capability to 750 slots & 40 tables
- Sports and race book
- Casual dining & bar
- Bar and entertainment stage
- Coffee venue
- Construction expected to be completed in ~12 months

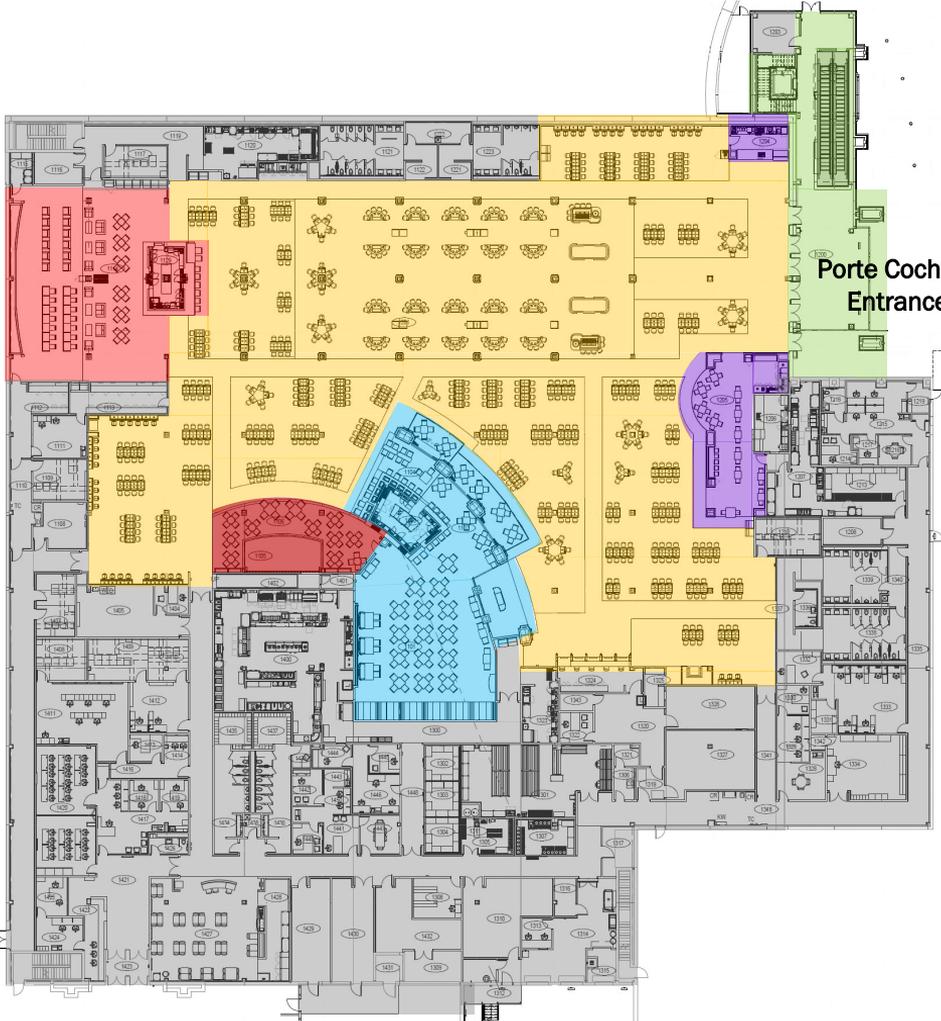


# CURRENT CONSTRUCTION PROGRESS



# CURRENT FLOOR PLAN

- Slot & Table Gaming Area
- Racing & Sportsbook with Bar
- Restaurant & Bar
- Entertainment Lounge
- Coffee Venue & Grab 'n Go
- Entry, Stairs & Escalators
- Back of House & Restrooms



Porte Cochere  
Entrance

Primary  
Parking  
Lot  
→

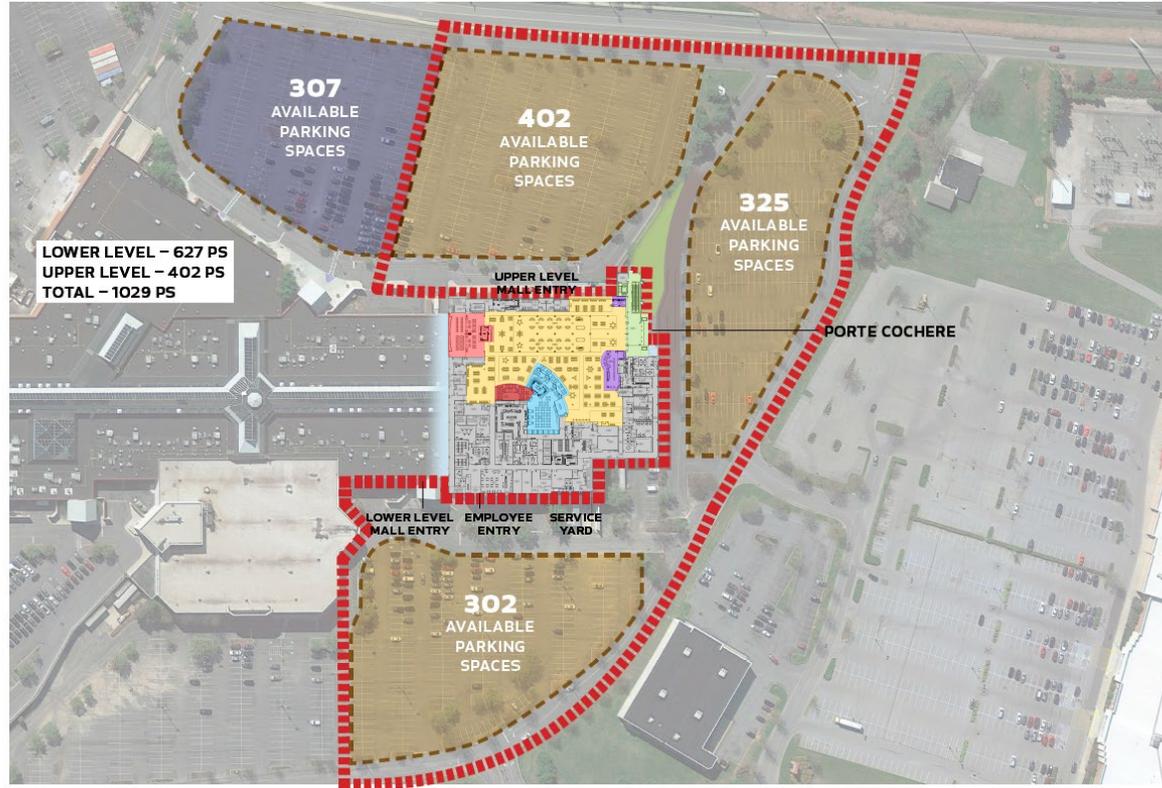
Rest of Mall  
←

# CURRENT DESIGN CONCEPTS

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# PARKING SITE PLAN



# TRANSPORTATION IMPACT ANALYSIS

- Transportation Resources Group conducted a comprehensive level of service and turn-lane analysis for the proposed project
- 11 intersections were studied in total
- Thursday and Saturday peak hours were analyzed
- Trip generation assumed the maximum build-out of 750 slots and 40 tables
- Level of service found acceptable with recommendations for modest improvements



# OTHER LOCAL IMPACTS

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- Other potential development-related local impacts were identified and studied
  - Utilities
  - Street Maintenance
  - Permitting / Zoning / Planning
- In each instance, the impacts of the proposed development were deemed negligible
- Conditional use application received unanimous approval from the Board of Supervisors of Springettsbury Township on August 22, 2019
- Development Agreement with the Township (addressing roadway and site improvements) approved on November 13, 2019

- ~260 direct construction jobs and \$36.2 million in direct upfront construction expenditures
- One-time direct, indirect and induced positive impacts to the economy include:
  - **Springettsbury** - \$41.1 million, supporting 271 jobs and \$14 million in earnings
  - **York County** - \$59.9 million, supporting 400 jobs and \$19.8 million in earnings
  - **Pennsylvania** - \$68.8 million, supporting 440 jobs and \$22.2 million in earnings
  - **Other** - \$930,000 in personal income, sales, and business taxes



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— YORK —

**OPERATIONS**

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Dan Ihm

Vice President & General Manager

# EXPECTED GAME MIX & AMENITIES

- 500 slot machines: reel & video, various denominations
- 24 table games: variations of blackjack, craps, and roulette
- Pari-mutuel wagering and sports book
- Casual restaurant & bar
- Lounge with small stage
- Grab 'n go, quick-serve grill
- Coffee venue



# EMPLOYMENT



- 200 direct Full Time Equivalent (FTEs) positions, once stabilized
- Benefits
  - 401k
  - Medical
  - Dental
  - Paid Time Off
  - Bonus Programs
  - Tuition Reimbursement
  - Professional Development
  - Free Table Games Dealer Training
- Representative of the Community

STAFFING	
FACILITIES/HOUSEKEEPING	6.7%
FINANCE/CAGE	11.8%
FOOD & BEVERAGE	22.7%
GAMING	42.1%
HR/ADMIN	1.0%
IT	1.0%
MARKETING	1.0%
SECURITY	8.9%
SURVEILLANCE	4.8%

# SOCIAL RESPONSIBILITY

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- Training provided upon hire and annually thereafter
- Quarterly roundtable knowledge checks
- Daily pre-shift discussions
- State-of-the-Art ID verification system
- \$100,000+ paid to Security Officers – \$100 for 100 Days Program



• • • **KNOW YOUR LIMIT** • • •

### One-Time Impacts

- **Springettsbury** - \$50.9 million, supporting 220 jobs and \$6.7 million in earnings
- **York County** - \$72.2 million, supporting 370 jobs and \$12.0 million in earnings
- **Pennsylvania** - \$77.9 million, supporting 400 jobs and \$13.6 million in earnings
- **Other** - \$800,000 in personal income, sales, and business taxes

### Upon Stabilization

- **Springettsbury** - \$63.9 million, supporting 256 jobs and \$8.4 million in earnings
- **York County** - \$90.6 million, supporting 450 jobs and \$15.1 million in earnings
- **Pennsylvania** - \$97.8 million, supporting 480 jobs and \$17.1 million in earnings
- **Other** - \$990,000 in personal income, sales, and business taxes



**SPRINGETTSBURY**  
**TOWNSHIP**



- ~\$1 million annually in new revenues for Springettsbury Township upon stabilization
- Public Safety
  - Police
  - Fire
  - EMS
- Anticipated to enhance existing tourism



# SUMMARY

- Penn National is a highly reputable entertainment company that creates and operates high-quality facilities
- Proven record of civic and philanthropic involvement in Pennsylvania
- Significant investment at the York Galleria
- Creation of approximately 200 permanent jobs & 260 construction jobs
- Negligible impacts and costs
- ~\$1 million annually in new tax revenues for Springettsbury
- Strong local support from Board of Supervisors



# Thank You

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