

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

IN RE: MT. AIRY TABLE GAMES \*

PETITION \* Docket No. 1284-2010

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\* \* \* \* \*

PUBLIC INPUT HEARING TRANSCRIPT

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BEFORE: Linda Lloyd, Presiding Officer

HEARING: Thursday, March 18, 2010

10:00 a.m.

LOCATION: Paradise Township Municipal Building

Routes 940 and 191

Cresco, PA 18326

WITNESSES: Donald P. Shiffer, Esquire, George Toth

Reporter: Kenneth D. O'Hearn

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## P R O C E E D I N G S

PRESIDING OFFICER:

Good morning. I'm Linda Lloyd and I'm the presiding officer assigned by the Board today to conduct this public input hearing regarding the petition filed by Mount Airy Number One, LLC, to conduct table games at its casino. Before we begin, if we could turn off or to vibrate our cell phones, Blackberries, et cetera, which are probably the only things working in the room right now. I apologize for the dark, but apparently there's a huge power outage and they have nicely supplied us at least with an extension cord for the electric that we have. So we're going to go forward and it's not too dark in here, so ---.

As the Presiding Officer, I call to order this public input hearing regarding the Petition for Approval of an Issuance of a Certificate to Conduct Table Games filed on February 12th at Docket Number 1284-2010. The date is Thursday, March 18th and the time is approximately 10:00 a.m. The location is Paradise Township Municipal Building located at the intersection of Routes 191 and 940, Cresco, Pennsylvania, 18326.

1                   This public input hearing is convened by  
2 the Pennsylvania Gaming Control Board pursuant to the  
3 authority found in Sections 1205(b) and 1343A(b) of  
4 the Gaming Act. This public hearing was advertised on  
5 the Board's website, announced at a previous Board  
6 meeting and advertised in local newspapers.

7                   The Board member present for the hearing  
8 today are, from my left to right, Commissioner Angeli,  
9 Commissioner Sojka and Commissioner Ginty. The Board  
10 and its staff would like to thank Paradise Township  
11 for making this space available to the Board for the  
12 hearing today and for their cooperation in finding us  
13 electricity. It really has been essential to holding  
14 the public input hearing today. The purpose of the  
15 hearing is to allow Mount Airy to present its plan to  
16 the public to operate table games at its casino and to  
17 allow individual members of the public or community  
18 groups and elected officials and representatives to  
19 express their thoughts and share their concerns about  
20 the proposed project with the Board.

21                   The order of speakers today is as  
22 follows. Mount Airy will make their presentation  
23 first and then we will hear from any legislators,  
24 local government representatives, community  
25 representatives and individual members of the public

1 who have registered to speak. Mount Airy will have  
2 approximately 20 minutes to make their presentation.  
3 Each government official will have ten community group  
4 representatives. You may have five minutes to speak  
5 and individual members of the public three minutes.

6           Each speaker should begin their remarks  
7 by stating his or her name, municipality where he or  
8 she resides, and if speaking on behalf of an entity,  
9 the name of the entity. And if you could spell your  
10 name for the court reporter he would be appreciative  
11 and we all need to remember to speak loudly because we  
12 don't have microphones in this room, but they wouldn't  
13 work anyway.

14           If you have written notes or testimony  
15 which you're reading from during the hearing, when  
16 you're finished, if you could give them to the court  
17 reporter, that would be helpful in his process of  
18 transcribing our hearing today. Again, this is an  
19 official administrative hearing so please treat this  
20 as if you were attending a court proceeding. All  
21 witnesses speak loudly and clearly so that we can hear  
22 what you have to say.

23           Let's begin by having each of you that  
24 has registered to speak today or will provide  
25 testimony on behalf of Mount Airy, if you could please

1 rise and raise your right to be sworn by the court  
2 reporter.

3 -----

4 WITNESSES SWORN EN MASSE

5 -----

6 PRESIDING OFFICER:

7 Before we begin testimony, I have several  
8 hearing exhibits to enter into the record. Hearing  
9 Exhibit Number One is the Notice of the Public Hearing  
10 sent to Mount Airy on February 16th, 2010. Exhibit  
11 Number Two are the written comments the Board has  
12 received by the deadline established addressing the  
13 petition filed by Mount Airy.

14 The first one is from Pinky Stensesky  
15 (phonetic) in support, the second from David Kasliner  
16 (phonetic) in support of the petition, the third from  
17 James Keen (phonetic) neither supporting or opposing  
18 but advertising a dealer school, one from Anthony  
19 Lombardo in support, one from Jim Rienhardt in  
20 support, one from Sister Mary Bonaventa (phonetic) in  
21 support, one from Dagmeris (phonetic) Cabezas,  
22 C-A-B-E-Z-A-S, in support, one from Mario Cavello,  
23 C-A-V-E-L-L-O, in support, one from Peter  
24 Derrenbacher, D-E-R-R-E-N-B-A-C-H-E-R, in support, one  
25 from Senator Jane Orié and Senator John Rafferty in

1 opposition and one from the Eastern Pennsylvania  
2 Citizens Against Gambling in opposition.

3 Does Mount Airy have any objections to  
4 those being entered into the record?

5 (Hearing Exhibits One and Two marked for  
6 identification.)

7 ATTORNEY SHIFFER:

8 No objection.

9 PRESIDING OFFICER:

10 Then we will begin with Mount Airy's  
11 presentation.

12 ATTORNEY SHIFFER:

13 Good morning, everyone, Don Shiffer,  
14 general counsel, Mount Airy casino. I'd like to  
15 welcome everybody this morning, Commissioners and the  
16 public. I would like to introduce our president and  
17 CEO, George Toth, who will be guiding you through a  
18 presentation via PowerPoint, our only power in here,  
19 about an overview of the table game construction and  
20 some of the meaningful impacts it will have on the  
21 community. Mr. George Toth.

22 -----

23 GEORGE TOTH, HAVING BEEN PREVIOUSLY SWORN, TESTIFIED  
24 AS FOLLOWS:

25 -----

1 A. Good morning everyone. I want to thank everyone  
2 for having us here and for coming out for the  
3 presentation for our table games. When I came here  
4 --- I was in Jersey and I'm used to Pacific Avenue and  
5 Atlantic Avenue. I guess I can't stand here. I'll  
6 sit. And when I came down that hill and I saw Mount  
7 Airy, I said, well, this is the greatest casino on the  
8 East Coast and probably a lot of them on the West  
9 Coast. I've been on both coasts, I've been in Las  
10 Vegas, and I said, you know, this place was built  
11 right. The money was spent right. We're the only  
12 casino with a hotel in Pennsylvania, a spa. Of  
13 course, if you look to your right-hand side there's a  
14 drive-in, we have a golf course. You'll never see  
15 that on Atlantic Avenue or Pacific Avenue. So Mount  
16 Airy is just poised to be the best casino, no  
17 question, on the East Coast and someday probably it  
18 will rival as a destination Las Vegas or Lake Tahoe is  
19 all I can say.

20 We know that we commenced operations in October  
21 2007 and in February we filed our operation  
22 certificate for table games. Currently, we have over  
23 800 people employed in Mount Airy, almost 97 percent  
24 Pennsylvania residents, and we've generated \$216  
25 million in tax revenue. I'm at the bottom of that

1 list. But with the implementation of table gaming and  
2 the opportunity, sometimes in life you get some  
3 opportunities and for Mount Airy and for Pennsylvania  
4 this is a tremendous opportunity to have table games  
5 and be competitive with the landscape in Connecticut,  
6 Jersey and the rest of the country.

7 We're undergoing some renovations on the existing  
8 facility to put the table games in. The most  
9 important thing that these table games will do, reduce  
10 jobs and economic benefits for the community. Mount  
11 Airy has been, I feel, a very good citizen. We've  
12 assisted the state police in some programs in the  
13 schools, we threw a huge Veteran's Day celebration at  
14 the American Legion, the VFW, and we're going to  
15 continue to be a partner in the community and in the  
16 region.

17 This table game addition with these full-time jobs  
18 --- there we go. Even God must like it. With these  
19 full-time jobs, it's going to be a huge benefit to the  
20 region, not only in jobs that the hotels will see  
21 their capacity going up --- we're running at 95  
22 percent capacity right now so there's plenty of room  
23 for new product, but I think you're going to see other  
24 restaurants developed, other spin-offs of the vendors,  
25 people that supply us and work with us and work with

1 the other industry and the other recreational  
2 industries that'll really do well with this, so we're  
3 looking forward to a great relationship and I know the  
4 Chamber of Commerce just told me this morning they  
5 want to come over with their 1,500 members and have a  
6 meeting, and you're invited.

7       Every Wednesday night is senior citizen night, so  
8 ---. I'm a senior citizen, but we'd be glad to have  
9 you, and I think that it's going to have a very, very  
10 positive impact on the community and on the state.  
11 And by the way, our largest database and most of our  
12 customers come from north Jersey, so we're bringing  
13 revenue into the state out of north Jersey, not  
14 necessarily just the local population base.

15       And again, the benefits to the community, with the  
16 new jobs we're creating and what I just went through,  
17 currently we have almost 37 percent of our workforce  
18 made up of minorities, 50 percent women and the  
19 increased revenues for us give increased revenues to  
20 the state, to the township, to the county, but also to  
21 all the businesses, to all the businesses that are in  
22 the region and we want to partner with them in many  
23 ways and make this very successful because Mount Airy  
24 needs the Poconos to be a destination resort so we're  
25 looking forward to those partnerships.

1 In terms of the expansion itself, how can I get  
2 out --- this blue area which is right down the center,  
3 is the casino. Let me just orientate you, you come in  
4 the bus entrance this way, to the main casino entrance  
5 this way, so if you follow the terrazzo, if you've  
6 been to our property, you can kind of feel where you  
7 are. But as you walk in, you'll walk right in to the  
8 44 tables games which will made up of craps, roulette,  
9 BJ and three card poker, Caribbean stud, so that'll  
10 --- on the right here we're going to reconfigure if  
11 you have slots in here to make it easier. And just as  
12 you walk in to your left, there'll be a pit of 12  
13 Asian games, Pai Gow tiles, baccarat, and a couple of  
14 high end tables. So you're going to have 56 table  
15 games between these two areas.

16 We're also building new offices for the --- I  
17 always call them the Commission because I've spent so  
18 many years in Jersey, but these will be the new  
19 Commission offices right on the floor. If you follow  
20 the terrazzo around we'll have a high end slot area.  
21 We took Reggie's out or we're in the process of taking  
22 Reggie's out. That'll increase our slot product over  
23 there. Some modifications obviously to the cage and  
24 the count room. And on the third --- we want the  
25 third floor up there --- but this drawing exists back

1 there, too, so we'll go to the next one.

2 Offices again, a slot repair shop, more back of  
3 the house for a lavatory. And we built these offices  
4 for our table game personnel and our PD personnel,  
5 player development personnel. And now, we're back to  
6 the cage, the count room. We had to modify that to  
7 increase in size, and of course the Gaming Commission  
8 offices which will have some real nice offices right  
9 on the floor now. And this is the third --- is this  
10 the third --- no, this it back in the lobby again.  
11 I'm glad we didn't follow the terrazzo. We're back in  
12 the lobby where we moved Reggie's. Reggie's now will  
13 be a grab and go type outlet, fresh sandwiches and  
14 whatnot, as you come in and out of the casino in the  
15 bus waiting area. That's the old Reggie's with the  
16 new slot configuration that'll go into there, and this  
17 is --- the mark is the Asian pit. It's not the Asian  
18 pit, it's behind the slots where formerly we had a  
19 little store. And then this again we're going back to  
20 third floor expanded offices for the state police and  
21 for surveillance, and we're back to the middle of the  
22 table games. Running down the middle, 44 games here  
23 with that mix that I previously said. And this is the  
24 Asian pit once again which will be off to the --- now,  
25 we're onto the third floor which was vacant space for

1 us. We put in a couple of restrooms up there. This  
2 will be a poker room and more slots, so that will get  
3 us to, I think it's going to be, the way we see it  
4 now, a dozen table games, poker tables. So we'll go  
5 to 68 games altogether.

6 And that is our table game expansion, our  
7 objective to partner with the community and to keep  
8 our reputation where it is now. We've had some  
9 growing pains. Obviously, I would prefer not to have  
10 the Sands open in Bethlehem, but since it did, I've  
11 come out of some very tough areas where I know that  
12 you turn these things and around and about a year or  
13 two you'll have a huge opportunity. And this is going  
14 to be a real plus for Mount Airy, the community and  
15 the township, and everyone that's here. Thank you.

16 ATTORNEY SHIFFER:

17 I would just like to add that, you know,  
18 in the process of Mount Airy's petition before the  
19 Board the Board has responded to Mount Airy's petition  
20 and we're waiting for hearing date set for a formal  
21 consideration, but you know, as George just reiterated  
22 for the project, you know, as we move forward we're  
23 committed, Mount Airy is committed to full regulatory  
24 compliance and cooperation with the Board's mandates  
25 and regulations available to maintain integrity of

1 gaming in the Commonwealth. Thank you very much.

2 PRESIDING OFFICER:

3 I'll turn it to the Commissioners if they  
4 have questions for Mount Airy witnesses.

5 COMMISSIONER ANGELI:

6 Just a couple. How do plan on managing  
7 the smoking area in your table games area?

8 A. We're going to divide --- I don't know. Can you  
9 just flip that back up there?

10 COMMISSIONER ANGELI:

11 I have a chart here. I can see that.

12 A. I'll address it to everyone else that's in the  
13 room. These are pits, for those that aren't familiar  
14 with the lingo, and probably this end of this pit will  
15 be nonsmoking.

16 COMMISSIONER ANGELI:

17 Okay.

18 ATTORNEY SHIFFER:

19 Similar to the current configuration of  
20 our gaming flow which is approximately 50 percent  
21 smoking and 50 percent nonsmoking, the tables will be  
22 representative of that cross section as well.

23 COMMISSIONER ANGELI:

24 You had some issues with underage  
25 gambling. What provisions have you made really to

1 accommodate, you know, to be able to adjust table  
2 games and all the other things that are coming in  
3 because it does open up your floor a little bit.

4 A. Yeah. First of all, we've redone the way we  
5 handle our own internal controls and the notification  
6 of underage gaming. We put a podium on that main  
7 entrance where you come in through the casino so that  
8 we're basically stopping everyone as they come in  
9 where it was free flow before. And we really intend  
10 on managing the underage gaming to the highest level  
11 of cooperating with the Commission in that respect.

12 COMMISSIONER ANGELI:

13 What is your turnover rate for your  
14 employees now and what do you expect when you bring a  
15 different type of employee in as far as the table  
16 games are concerned.

17 A. I don't know the exact statistic on the turnover  
18 ratio, but it's not very high right now and I would  
19 expect that given the climate on the East Coast, and I  
20 don't mean the weather, but the gaming climate on the  
21 East Coast, that we won't experience very much of a  
22 turnover. These people that are coming in now we  
23 realize they have a pretty significant job and some  
24 job security, so I don't see that we're going to have  
25 a big turnover.

1                   ATTORNEY SHIFFER:

2                   And given one of the things as a  
3 consistent theme with our current employees and  
4 employees who have expressed interest in coming to  
5 Mount Airy is the fact that they're quality living  
6 wage jobs. Given the fact that they have a full array  
7 of benefits including 401(k), dental, vision, these  
8 are very impactful benefits for these folks, and it is  
9 certainly something we've always offered our employees  
10 from day one. We call it the Cadillac plan, but it  
11 really is, and I think that folks are sensitive to  
12 that and it's a huge incentive for retention.

13 A. Let me just add one thing to that. We expect that  
14 locally we have the school in conjunction with  
15 Northampton Community College teaching dealers right  
16 now, and there's approximately 125 dealers in these  
17 classes right now. We expect, if they have the right  
18 attitude and they learn how to deal the game, we'll  
19 hire 100 percent of those dealers, so they're all  
20 local people. We will be bringing in some experienced  
21 dealers, and the reason, of course, we want to get  
22 that mix, but I did think that I would get a higher  
23 turnout going to the school than I got initially  
24 overwhelming --- but I think that maybe the second  
25 class we'll hire a 100 percent.

1                   COMMISSIONER ANGELI:

2                   Just two issues with the --- not an  
3 issue, but two questions about --- you know, for the  
4 number of people you're going to have to control the  
5 table games, you're going to --- are you training ---  
6 how many are you training overall and do you ---  
7 expecting if there's a follow up from the training and  
8 do you wait --- are you waiting until they've gone  
9 through your school and you're picking from that group  
10 to ---?

11 A.    Good question. We have about 45 positions open  
12 from management in the pits, 33 of which are --- we  
13 have the letters of intent out to and they've accepted  
14 the letter of intent. And of course, we get --- we're  
15 not offering the job until we know that we've got the  
16 regulatory approval and everything in place.

17                   COMMISSIONER ANGELI:

18                   Sure.

19 A.    But the pit personnel coming out of the gate are  
20 going to be experienced personnel.

21                   COMMISSIONER ANGELI:

22                   I think that's critical. I mean, you  
23 know, the eyes of the world really are on all new  
24 table games, all new people doing the training. I'm  
25 not saying there are a lot of corrupt people out

1 there, but you're going to have --- you know, I'm sure  
2 there's going to be a few people who think they can  
3 come here to all of our casinos, really, and be able  
4 to take advantage of the grand openings and the first  
5 couple weeks, so I was glad to hear that you have  
6 some ---.

7 A. Yeah. We will have --- again, I've brought people  
8 in. My head of table games who has transitioned to  
9 the head of casino operations has about 35 years in at  
10 least four different jurisdictions, so he is well  
11 experienced and he has the ladies that he's bringing  
12 with him. They're also well experienced so we'll be  
13 well staffed in those pits.

14 COMMISSIONER ANGELI:

15 Thank you.

16 ATTORNEY SHIFFER:

17 And I'll also add, as it relates to ---  
18 you know, although there is a lesser turnout in the  
19 school as we would have expected, you know, Mount  
20 Airy's motto was intentional to make this school  
21 tuition based in partnership with Northampton. The  
22 folks who are there we've had extremely good feedback  
23 for and they're very serious and with the intent to  
24 learn. So I think that so far the quality of --- the  
25 quantity is lower, the quality of student is higher.

1                   COMMISSIONER ANGELI:

2                   Thank you.

3                   COMMISSIONER SOJKA:

4                   I've got a few. While we were talking  
5 about personnel, and you're talking about bringing in  
6 45 managers sort of managing the pit level. What do  
7 you consider to be sort of a normal low when you've  
8 got the casino up and running for a supervisor? Are  
9 they overseeing two games, three games? What's  
10 typical?

11 A. Well, it's going to break down to --- between the  
12 supervisors and the pit bosses probably two to four  
13 games and then you'll have a pit supervisor and a pit  
14 boss so we'll have ample personnel in there. We have  
15 not broken it down. You haven't given us the  
16 regulation so ---.

17                   COMMISSIONER SOJKA:

18                   We haven't, no. And there's reason for  
19 that question. We're trying to understand if the  
20 industry has a norm, if these things are driven  
21 formulaically or if it's simply a kind of seat-of-the-  
22 pants business decision based on what you think you  
23 need.

24 A. Well, I can tell you that it's no seat-of-the-  
25 pants business because there's a lot of money flowing

1 through those pits and we have to control it and we  
2 have to control the personnel, but in this meeting,  
3 until you --- you know, if you want to --- if we want  
4 to have a regulatory meeting on that, then I'll bring  
5 some pit personnel with me. You know, we have the  
6 Atlantic City model, we have the Las Vegas model.

7 COMMISSIONER SOJKA:

8 Well, we're not singling out Mount Airy.

9 A. I'm sure you aren't.

10 COMMISSIONER SOJKA:

11 We're looking --- we're trying to  
12 understand the industry.

13 A. I'm sure you are. And you know, opening up, we'll  
14 probably have more personnel in there than what we  
15 want.

16 COMMISSIONER SOJKA:

17 One of the things that might affect the  
18 need for that oversight personnel is the existence of  
19 what are sometimes called either I-games or electronic  
20 table games. Are you going to have any of those or  
21 will all your table games be strictly traditional,  
22 totally live games?

23 A. Well, we'll probably leave one row of roulette  
24 which is an E-game, which is a very successful game.  
25 And the rest of them will go away.

1                   COMMISSIONER SOJKA:

2                   Okay. So they'll disappear and you'll  
3 just have that ---.

4 A. Live games.

5                   COMMISSIONER SOJKA:

6                   Okay. So that does give you a slightly  
7 different supervisory mix than some of the others. In  
8 these conversions that you're doing, there's obviously  
9 construction involved. Do you have any idea of how  
10 many new construction jobs that's creating?

11 A. No, I don't have that exact number on me, but as  
12 we're phasing in, and because I don't have a date that  
13 I'm shooting for, I have an imaginary date in my mind,  
14 but right now I think we've got probably 75 to 100  
15 people working on construction.

16                   COMMISSIONER SOJKA:

17                   Are they all basically employed by local  
18 construction firms?

19 A. Yes.

20                   COMMISSIONER SOJKA:

21                   One of the things we have to worry about  
22 statutorily is the impact of table games on slots, and  
23 maybe the numbers were in here and I didn't read fast  
24 enough. Can you tell me how many slots you've had  
25 going prior to the tables games and what the impact of

1 the table games would be on the number of slots?

2 A. Well, let me answer that two ways. We have 2451  
3 going in the slots. We're going to try to come out  
4 with 2451. It works much better operationally at  
5 about 2375, but from a revenue standpoint for the  
6 state your slot revenue is going to increase with the  
7 table game product, so your win per unit is going to  
8 go up, and I've been through this experience where  
9 we've pulled out table games, it happened to be in a  
10 casino that made a decision to take out table games  
11 and be a slot house and our slot revenue dropped about  
12 25 percent in the process. So six months after that  
13 we ushered back in table games, but you're going to  
14 see a rise in slot play, so it's not necessarily going  
15 to be dependent on how many machines you leave on the  
16 floor. Those machines will --- the win per unit will  
17 go up and you want to make the operation as smooth as  
18 possible on the floor itself.

19 COMMISSIONER SOJKA:

20 That's interesting, because you're aware  
21 that we have received various kinds of testimony from  
22 various groups about whether there things would go up  
23 or down. And basically you're saying there is a  
24 synergy between tables and slots, and if you hit the  
25 right niches, that's your sweet spot and that's when

1 things go best?

2 A. I worked my way up through an operation in casinos  
3 since 1982. I've worked for nine different presidents  
4 in different jurisdictions, all with different  
5 philosophies, but the one thing I saw was there's a  
6 definite synergy between table games and slots. And I  
7 believe it's going to increase and I think it's going  
8 to increase anywhere from ten to 20 percent. And in  
9 some jurisdictions where you have the huge population  
10 base, maybe Philadelphia, in that area, you'd probably  
11 see it go up even more. A table game is predominately  
12 male, maybe a little bit younger, not a whole lot  
13 younger, so don't expect all of a sudden you're going  
14 to be full of 20 year olds, 21 year olds.

15 COMMISSIONER SOJKA:

16 Thank you.

17 A. But you're going to see that I think the average  
18 age of a slot player is probably 55 and older, average  
19 age of a table game player would be 45 and older,  
20 where the real revenue is. And you know, you're going  
21 to see that that individual is usually attached to an  
22 individual that plays slots.

23 COMMISSIONER SOJKA:

24 I can understand that demographic. Okay.  
25 You mentioned your poker room that you're going to put

1 in. Are you anticipating any of those poker games  
2 will be bank stud games or anything or will these all  
3 be non-banked games where you're just operating off  
4 the grade?

5 A. Right now, I'm looking at non-banked games so, you  
6 know, as we get closer and we can see what the regs  
7 are ---

8 COMMISSIONER SOJKA:

9 So that --- yeah.

10 A. --- you know, we'll make adjustments.

11 COMMISSIONER SOJKA:

12 And that diminishes your need a little  
13 bit for personnel.

14 A. Yeah.

15 COMMISSIONER SOJKA:

16 Okay. Then finally, that brings me to  
17 the issue of the space that you've described as the  
18 Asian pit. I have to tell you, when I saw Pai Gow  
19 poker and Pai Gow tiles showing up in our potential  
20 regs and I was trying to figure out which casino  
21 wanted those, Mount Airy was not the first to pop into  
22 my mind given the demographic of the Poconos. Does  
23 that suggest that this is going to be a concerted  
24 effort between the hotel marketing and the presence of  
25 those games? Do you anticipate bringing in people

1 specifically to stay and play those games?

2 A. Yes. Well, I mean, the Asian population, it  
3 doesn't always stay. They come in, they go home early  
4 in the morning, but we do and we are building an Asian  
5 marketing team and we will have a very, very  
6 experienced Asian marketing team. We feel with our  
7 proximity to New York City and to Chinatown that we're  
8 going to have the ability to have a very, very  
9 profitable Asian business which will include Asian bus  
10 business.

11 COMMISSIONER SOJKA:

12 And the final thing, and this is not a  
13 question, but just something that I'm sure you're  
14 aware of. We certainly at our next to our last  
15 meeting made it very clear to you folks, but as we  
16 have new situations coming, for example, with underage  
17 people potentially sitting at a table, you have extra  
18 people now who might pick up an underage player or  
19 something of that sort. Reporting is going to be  
20 absolutely critical to us and we're going to be  
21 watching that extremely closely. I know you got that  
22 message, but I would just admonish you that if we move  
23 forward into table games that you really pay close  
24 attention to that.

25 A. I have the message loud and clear, and you know,

1 it's not something that in our level we ever intended  
2 on not reporting. There are things that happen on the  
3 floor that seem to slip by with certain levels of  
4 personnel, but I can tell you I don't make my money  
5 off underage games or underage drinkers, so it's not  
6 my intent to have any of them out there. Again, the  
7 demographic of the table game player on the revenue  
8 side is 45 and up and we all know what the slot side  
9 is, so it's not a revenue stream.

10 COMMISSIONER SOJKA:

11 We all want to be on the same side of the  
12 underage issue and the problem gaming issue. There  
13 should be no particular difference between you and us.  
14 A. Mount Airy is not a place that you would tend to  
15 come to and just drink and drive home. I think the  
16 general public realizes, look, I got to make a half  
17 hour drive. Forty (40) percent of my customers today  
18 are driving an hour or better. That's a pretty  
19 significant number. They're coming from Jersey.  
20 They're coming still from Bethlehem. We still have a  
21 large piece of that population down there. And to a  
22 lesser extent from Wilkes-Barre and Scranton, but  
23 people don't generally come to Mount Airy to get drunk  
24 because they know they've got to drive home an hour,  
25 and that's just a fact of life. So we're focused on

1 other things in Mount Airy, the ambience of Mount  
2 Airy, the entertainment in Mount Airy, you know, and  
3 just the general experience.

4 COMMISSIONER SOJKA:

5 Thank you, Mr. Toth.

6 PRESIDING OFFICER:

7 Okay. Does Mount Airy have any follow-up  
8 testimony or evidence to those questions? Anything  
9 else they'd like to present?

10 ATTORNEY SHIFFER:

11 We have nothing more to add.

12 PRESIDING OFFICER:

13 Okay. Then we'll move on to the public  
14 comment portion of the hearing. As I call your name,  
15 if you could please come forward, and I don't know if  
16 you want to stand off to that side or that side where  
17 you can see everyone and they can hear you. As a  
18 reminder, again, please state your name and spell your  
19 last name and speak up so we can all hear you. First  
20 on my list is Carl Wilgus from Pocono Mountain  
21 Visitors Bureau.

22 -----

23 CARL WILGUS, HAVING BEEN PREVIOUSLY SWORN, TESTIFIED  
24 AS FOLLOWS:

25 -----

1 A. Carl Wilgus, C-A-R-L, W-I-L-G-U-S, president and  
2 CEO of Pocono Mountain Visitors Bureau. I want to  
3 thank the Pennsylvania Gaming Control Board for the  
4 opportunity to come before you today to speak in  
5 support of a Table Gaming License for the Mountain  
6 Airy Casino and Resort. I also want to welcome you to  
7 the Pocono Mountains. It might be of interest to you  
8 to know that you're being counted as part of the more  
9 than 24 million visitors who annually visit our four  
10 county region encompassing Carbon, Monroe, Pike and  
11 Wayne. But unlike 93 percent or about 22.3 million of  
12 these visitors who are here for leisure/travel  
13 purposes, you are more likely part of the four percent  
14 or about a million people here strictly for business  
15 purposes.

16 I'll return to that point shortly, but first I'd  
17 like to say that I've been in my position as the CEO  
18 of the Bureau for about two and a half years, and I've  
19 come to appreciate this portion of the Commonwealth as  
20 a great place to live, work and play. And that while  
21 it's true my comments this morning represent those of  
22 an organization whose mission is to enhance the  
23 economic and environmental well being of our region  
24 and our members through the promotion of tourism and  
25 comprehensive marketing of our destination, I too am a

1 resident of this community. And as a father and now  
2 grandfather I'm just as concerned about the quality of  
3 life and the opportunities for the next generation and  
4 beyond. It is therefore comforting, at least for me,  
5 to come before you this morning with a dual purpose, a  
6 dual role, as both a business person and a parent and  
7 be able to offer you both a professional and personal  
8 recommendation for table gaming, the Table Gaming  
9 License being requested by the Mount Airy Casino.

10 From a professional perspective, please note that  
11 the Mount Airy Casino, unlike the other casino  
12 operations currently in the Commonwealth is undeniably  
13 a standalone resort destination. It has a rich  
14 assortment of amenities to offer guests, including  
15 full service overnight accommodations, a golf course,  
16 state of the art spa and fitness club, in addition to  
17 all the traditional offerings of a similar facility,  
18 such as nightclubs, retail and dining operation.

19 It's also the legacy of the many years of brand  
20 marketing and the fact that its location in the heart  
21 of the Pocono Mountains, a destination for more than  
22 24 million visitors annually, comes as close as  
23 possible to guaranteeing success. The new Mount Airy  
24 casino and resort have become an incredibly important  
25 partner, an incredibly important element of the Pocono

1 Mountains Bureau's marketing efforts.

2       Our visitors, by and large, come from the mid-  
3 Atlantic urban areas looking to escape their hectic,  
4 frenetic pace of their daily lives for some recreation  
5 and relaxation, but at the same time they want all the  
6 creature comforts of their current lifestyle, a  
7 comfortable bed, a good meal, a nice glass of wine or  
8 microbrew, and some evening entertainment. Mount Airy  
9 delivers in all of these areas and as such has become  
10 an important asset to our hospitality based industry.

11       I do speak for our more than 500 member businesses  
12 when I say that granting the Table Gaming License will  
13 only continue to improve the positioning of the Pocono  
14 Mountains as a favorable destination for leisure  
15 travelers and will improve the business climate for  
16 not only the Mount Airy casino resort, but also other  
17 businesses within --- throughout our region.

18       As I said earlier, my testimony would not only  
19 represent my position as a professional perspective  
20 but also as a resident. The Mount Airy casino resort,  
21 much to their credit, has had many --- it has had, in  
22 my estimation, strongly downplayed their philanthropic  
23 and charitable efforts. Their support to the military  
24 has been a great source of pride to this community,  
25 from providing free concerts with the Marine Corps

1 band to its salute to the troops events that it holds  
 2 on Veteran's Day holidays. The Mount Airy casino  
 3 resort appears to always be looking for ways to give  
 4 back. As someone who's attended these events and  
 5 brought my family to them, I've come to appreciate  
 6 what I've experienced and grateful that I've had this  
 7 ability to use these events as an opportunity to share  
 8 with the next generation the importance and value  
 9 those who serve in uniform provide to us. That's only  
 10 one small example of Mount Airy's commitment to the  
 11 area. I assure you there are many other examples.

12 I know my time at the podium is limited, so allow  
 13 me to finish by saying the good people of Mount Airy  
 14 casino resort have proven to be great partners with  
 15 the hospitality institute in the Pocono Mountains.  
 16 They've been good neighbors with the businesses that  
 17 surround them and wonderful friends to the residents  
 18 in the area. I therefore enthusiastically encourage  
 19 you to approve the table gaming request being made by  
 20 the Mount Airy casino. Thank you.

21 PRESIDING OFFICER:

22 Thank you. Next, Patricia Stys. I hope  
 23 I pronounced your name correctly.

24 -----

25 PATRICIA STYS, HAVING BEEN PREVIOUSLY SWORN, TESTIFIED

1 AS FOLLOWS:

2 -----  
3 A. You did, wonderfully well. My name is Patricia  
4 Stys, S-T-Y-S, and I am the cofounder and a recent  
5 retired director of the Shepherd's Maternity House  
6 located in East Stroudsburg, actually right up the  
7 street here. But through the grace of God the  
8 DeNaples --- okay --- family --- sorry, was  
9 financially instrumental in helping us open the doors  
10 to the Shepherd's Maternity House. Okay. They helped  
11 us fulfill our mission which is to provide shelter,  
12 care, counseling and education to pregnant women in  
13 need.

14 From what I understand, Mount Airy casino resort  
15 currently employs about 900 workers, which is about 97  
16 percent of Pennsylvania residents. It's very  
17 important in our area. There are various forms of  
18 games at present times available to the public at  
19 Mount Airy so now the question is table games or not?  
20 Table games --- and I'm going to be optimistic, when  
21 approved, will be an added attraction for those who  
22 enjoy these games. The approval will also benefit  
23 another 450 to 500 people because of job openings that  
24 will become available. The DeNaples family has been  
25 very generous to many local nonprofits including the

1 Shepherd's Maternity House. There outpouring love,  
2 care, concerns and involvement with the Pocono  
3 Mountains community has been outstanding and  
4 recognized by many. The potential increased revenue  
5 from table games will allow the DeNaples to continue  
6 with generosity to those in need and for those who are  
7 seeking employment.

8       Sorry that I got a little emotional at the  
9 beginning, but Sister Marion Reiersen and I, who are  
10 both here, we worked diligently for seven, eight  
11 years, to open the maternity house. And once we had  
12 the house up and ready to open we hit a snag and that  
13 snag was we needed some money to open the doors to  
14 hire on staff and to get the residents in who were  
15 pregnant. And I just had a flashback to that time  
16 when we were filled with joy and got the news that the  
17 DeNaples were coming forward to help us open the  
18 doors.

19       And I do have a couple of photos here to show you  
20 the grand opening of the Shepherd's Maternity House  
21 and you will see here dignitaries from the area,  
22 elected officials and there is also Lisa DeNaples and  
23 Betty Jo --- Betty Young (phonetic), sorry, in the  
24 photos.

25       And with that, I close and I say, yes to table

1 games. Thank you.

2 PRESIDING OFFICER:

3 Thank you. Next on my list, Robert  
4 Phillips.

5 -----

6 ROBERT PHILLIPS, HAVING BEEN PREVIOUSLY SWORN,  
7 TESTIFIED AS FOLLOWS:

8 -----

9 A. Good morning distinguished members of the  
10 Pennsylvania Gaming Control Board. Welcome to Monroe  
11 County and it's a beautiful day here in the Poconos  
12 and we appreciate you giving us the opportunity to  
13 address this crowd. My name is Robert Phillips,  
14 P-H-I-L-L-I-P-S. I am the president and CEO of the  
15 Greater Pocono Chamber of Commerce representing over  
16 1,500 members here in the Pocono Mountain region. I  
17 was involved in the first hearings back in --- when  
18 they were going to --- for the Gaming License and I'm  
19 a --- for example, in Scranton, I have known the  
20 DeNaples family probably 40-some years. Mrs. Louis  
21 DeNaples, in fact, babysat me when I was a child so we  
22 go back a long time. However, we're here to talk  
23 about the gaming, the new gaming tables. And of  
24 course, this type of service is going to attract a  
25 different type of clientele. We all know that.

1 Something we've been missing here in Pennsylvania  
2 because of that, meaning the slot machines were fine  
3 to open up the doors and get that going, but certainly  
4 to be competitive, as any business would want to be,  
5 you want to compete with the surrounding states around  
6 us who have table games. And people who come into  
7 this area, and I meet a lot of them of course, when  
8 they come to the Chamber we're certainly going to do  
9 our Main Street type of grass roots organization, and  
10 they would ask if there was table games available at  
11 Mount Airy. It's a --- I believe they're coming and  
12 the phase that they were talking about, it's a great  
13 start for us.

14 I think it's just going to make them more  
15 competitive and that's the key area. It's going to  
16 bring obviously more revenue certainly but my job is  
17 to develop prosperity, commerce, create jobs, start  
18 new businesses and retain the ones we have, very  
19 important that we do our mission. I've been doing it  
20 now for 11 years. What we see here as far as the  
21 Chamber is concerned is that it's going to make Mount  
22 Airy a full service casino, full service, which is  
23 important, I think, to the person who's into the  
24 gaming, who loves to go to casinos, as we've seen it  
25 throughout the country, how they're expanding into the

1 gaming business because it certainly is an industry, a  
2 very vital industry, very important in a lot of  
3 communities. I like the idea of the new jobs. When  
4 you start talking hundreds of new jobs, above  
5 sustainable wages, people who can afford it live here  
6 in Monroe County or throughout the Pocono region  
7 because they're making a good living here. Critical  
8 to what we have now in the Poconos. A lot of times we  
9 hear the fact that people can't afford to live here  
10 because they're not making sustainable wages, but this  
11 is going to provide that basis as far as we're  
12 concerned and make people come here and live here and  
13 work here and make a living and raise a family.

14 Of course, it's going to increase the local wage  
15 tax. The municipalities are now happy about that, I'm  
16 sure, the one percent. People, more people working,  
17 more people making more money are going to pay more  
18 taxes. We're going to increase the local tourist  
19 trade. I'm going to --- I repeat what Carl mentioned  
20 earlier that it certainly is going to have a  
21 tremendous impact on the traffic count and also to  
22 bring people into this area. We are a four-season  
23 destination. And provide additional gaming revenue  
24 sharing from what's provided throughout the county and  
25 the region. We've seen the effects, we've seen the

1 impact of what the gaming revenues has helped in  
 2 projects that we've had on the books that without that  
 3 money would not have been possible without Mount Airy  
 4 being here. Critical to both infrastructure, to the  
 5 programs, to additions, to everything that the gaming  
 6 money has helped us over the last year. It's a  
 7 tremendous impact back to our community. And of  
 8 course, table games is going to offer this new  
 9 amenity. I believe it will attract the additional  
 10 visitors to our region and to me that makes all good  
 11 business sense and that's what it's all about.

12       Personally, I think that the table games is a sure  
 13 bet for both Mount Airy, the Poconos and the  
 14 Commonwealth of Pennsylvania and so I'm here to  
 15 support that effort. Thank you.

16                   PRESIDING OFFICER:

17                   Thank you.

18 A. All I have is notes.

19                   PRESIDING OFFICER:

20                   Next speaker, John Pocius and I apologize  
 21 if I mispronounced your name.

22 -----

23 JOHN POCIUS, HAVING BEEN PREVIOUSLY SWORN, TESTIFIED  
 24 AS FOLLOWS:

25 -----

1 A. It was perfect.

2 PRESIDING OFFICER:

3 Okay.

4 A. Good morning. My name is John Pocius. I'm from  
5 Scranton, Pennsylvania. I'm employed as the vice  
6 president, engineering director and quality  
7 improvement manager for Ceco Associates, Incorporated,  
8 consulting engineers. I'm also a registered  
9 professional engineer and professional land surveyor  
10 in the Commonwealth of Pennsylvania, and I'm also a  
11 registered professional engineer in the State of New  
12 Jersey.

13 Besides our normal realm of projects, Ceco  
14 Associates, Inc. was designated by Mount Airy, number  
15 one LLC, the owner, Mr. DeNaples, in January of 2005  
16 to be the overall project manager for a \$350 million  
17 casino resort and associated infrastructure. He  
18 alternately directed Ceco to create a facility that  
19 would be a world class destination, foster pride for  
20 the entire Pocono Mountain region, be environmentally  
21 sensitive, complement but not compete with the local  
22 business community, reinvigorate the Pocono Mountain  
23 tourism hospitality industry and be on budget, and  
24 open by October of 2007.

25 In response, we multi-tasked numerous issues

1 simultaneously, too. We obtained qualified  
2 architectural, engineering, gaming security,  
3 construction management, financial and legal  
4 professionals. We relayed the owners directives to  
5 each professional and assigned time and budget  
6 constraints to accomplish our directives. We  
7 conducted weekly meetings with professionals, holding  
8 each accountable for accomplishing items on a formal,  
9 to-do list prior to next week's meeting. We empowered  
10 the professionals to make sound decisions to meet the  
11 weekly requirements and we addressed all issues raised  
12 by representatives and residents of surrounding  
13 municipalities. And we incorporated operational  
14 management into the initial design development.

15       Consequently, Ceko obtained over 30 approvals and  
16 permits from Paradise Township, Monroe County  
17 Conservation District, PA DEP, PennDOT, the Delaware  
18 River Basin Commission, within 17 months.  
19 Construction began in July 2006 and by October 19th,  
20 2007 Mount Airy resort, casino resort, opened as  
21 Pennsylvania's first stand-alone gaming facility.  
22 While achieving the owner's success, our oversight  
23 provided also social and economic benefits including  
24 increased traffic safety and improved traffic flow on  
25 Woodland Road and six PennDOT highway intersections, a

1 new emergency management facility servicing the  
2 surrounding region, preservation of the surrounding  
3 515 pristine acres through a greenway conservation  
4 easement with a 5.31 mile walking trail providing the  
5 core of Monroe County's regional trail network,  
6 increased local taxes to Paradise Township, Pocono  
7 Mountain School District and Monroe County, an annual  
8 revenue for Pennsylvania of approximately \$100 million  
9 and \$800,000 for Paradise Township, permanent  
10 employment of 800 individuals, in addition to the  
11 hundreds upon hundreds of construction trade jobs that  
12 created this magnificent facility known as Mount Airy  
13 casino resort.

14 I'd just like to take just a moment here to dwell  
15 on one issue. The EMS facility, officials of Paradise  
16 Township also expressed a need for local emergency  
17 services who could promptly respond to the potential  
18 fire and medical support issues associated with the  
19 demands of the casino resort and the planned future  
20 development of the adjacent lands. Architects for the  
21 casino were retained by Ceco to incorporate the  
22 suggestions of regional fire and ambulance company  
23 officials to allow the best access into the casino  
24 resort property. Based on discussions with these  
25 officials, it was evident that a new emergency

1 management facility was required in the vicinity of  
2 the casino resort. Through the innovative philosophy  
3 of meeting the needs of everyone involved and affected  
4 by the development of the casino resort, we brought  
5 together the need for improved emergency services to  
6 the owner. And Mount Airy Number One agreed to build  
7 a 3,021 square foot facility costing \$800,000 along  
8 Woodland Road and convey ownership to the building to  
9 Paradise Township which has happened. The facility  
10 not only serves the needs of the casino resort and any  
11 of its potential and future development, it also  
12 services the regional residents of the Pocono Mountain  
13 School District. In order to achieve the goals for  
14 the owner, which was Mount Airy, it was essential that  
15 Paradise Township, the host community, be our partner  
16 in the design, development, regulatory approval and  
17 construction process.

18 The commitment of the Paradise Township elected  
19 and appointed officials was a major reason why this  
20 complex project was successfully completed on time, on  
21 budget, and stands as a credit to all the parties  
22 involved. The Mount Airy casino resort received the  
23 ACECPA which is the American Council of Engineering  
24 Companies of Pennsylvania 2009 Diamond Award for  
25 special project at its annual banquet at Hotel

1 Hershey. In conclusion, I request the Pennsylvania  
 2 Gaming Commission Board to look favorably upon and  
 3 grant Mount Airy's Petition for Installation of Table  
 4 Games at the casino resort. This addition will  
 5 certainly bring the Atlantic City or Las Vegas  
 6 atmosphere to this marvelous facility. In addition,  
 7 the benefits to the economy will be substantial. Not  
 8 only would the additional casino employees to be added  
 9 but also because of the construction and trades jobs  
 10 that will be needed to facilitate the introduction and  
 11 the installation of the tables. I thank you and if  
 12 there are any questions on my testimony I will  
 13 certainly attempt to answer them.

14 PRESIDING OFFICER:

15 Thank you. Dr. Robert D'Alessandri.  
 16 Have you been sworn in? I think we might have missed  
 17 you.

18 DR. D'ALESSANDRI:

19 I have not.

20 -----

21 DR. ROBERT D'ALESSANDRI, HAVING FIRST BEEN DULY SWORN,  
 22 TESTIFIED AS FOLLOWS:

23 -----

24 A. Thank you and thank you all for the opportunity to  
 25 speak to you today. My name is Dr. Robert

1 D'Alessandri, D apostrophe capital  
2 A-L-E-S-S-A-N-D-R-I. I am president and dean of the  
3 Commonwealth Medical College and I'm here today to  
4 support Mount Airy casino's Petition for Table Games.  
5 The Commonwealth Medical College will benefit from a  
6 portion of the table game revenues. The income is  
7 essential to supporting our mission.

8       There have been questions raised about why the  
9 table game should support a medical school and I am  
10 here to respond to those questions. In the next  
11 decade almost 50 percent of the physicians currently  
12 taking care of people in this county and the  
13 surrounding counties will retire. Pennsylvania has  
14 the third oldest population in the nation.

15       As we age, we need more healthcare services and  
16 the burden of chronic illnesses grows more intense and  
17 yearly over a billion dollars of healthcare leaves our  
18 region for New York, Philadelphia and other areas.  
19 Parts of Monroe County are classified by the federal  
20 government as either health professional shortage  
21 areas or medically underserved.

22       Monroe County is the second fastest growing county  
23 in Pennsylvania which will exacerbate the pressure on  
24 current physicians even more. We were created, the  
25 Commonwealth Medical College was created, by a grass

1 roots effort of the community leaders to address many  
2 of these problems. Our primary focus is on training  
3 physicians to serve the people of northeastern  
4 Pennsylvania and to attract high quality physician  
5 faculty to serve the people of this area as well.

6 We've started with our students who we chose to  
7 make up our charter class beginning this August, this  
8 last August. Over 78 percent of our students are from  
9 Pennsylvania and this is more than any other medical  
10 school in the state. Our curriculum model is  
11 different as well. If we want our students to bond  
12 with the region they have to train in the region.

13 We have an affiliation with Pocono Medical Center  
14 and on our faculty are 29 physicians from Monroe  
15 County. These physicians will provide our students  
16 with patient experiences, the opportunity to shadow as  
17 they work and to provide lectures to our students.  
18 Not only do our students learn in the community we  
19 want them to practice in physicians have improved  
20 satisfaction with their profession as medical school  
21 faculty. This will enhance retention of those  
22 physicians in the area.

23 In the next decade hundreds of students will train  
24 right here in Monroe County. We are also working with  
25 Pocono Medical Center on developing residency programs

1 to continue their training after graduating medical  
2 school. The likelihood of staying and practicing in  
3 the region after finishing the residency program in  
4 the area is greatly increased. In addition, we are  
5 developing a continuing education program for  
6 physicians to allow them to keep up on medical  
7 advances and maintain the high quality of medical care  
8 in the area. TCMC's model is community based  
9 education and that means training and educating  
10 students in Monroe County.

11 We're also working with East Stroudsburg  
12 University on a joint MD and MBH degree so our  
13 students in this program will be spending time in this  
14 county as they learn about public health and get  
15 involved in public health projects. We are working  
16 with East Stroudsburg on teaching health professionals  
17 to work in teams by providing training opportunities  
18 for nursing students and medical students.

19 We are committed to pipeline programs to encourage  
20 young people from the area to develop the academic  
21 strengths necessary for one day and throughout medical  
22 school. We've had discussions with East Stroudsburg  
23 university and Northampton Community College about  
24 these pipeline programs and have started discussions  
25 about developing programs with elementary and

1 secondary schools in north Pocono and Monroe school  
2 districts. TCMC is developing a research program  
3 which will focus on the needs of the community. It  
4 has already completed a regional health assessment  
5 assisted by a Community Health Advisory Board and many  
6 local partners. The study documents the overarching  
7 needs of the community in mental health access,  
8 prevention and provider shortage as well as disease  
9 specific conditions such as diabetes, cardiovascular  
10 disease, asthma and substance abuse. TCMC will work  
11 with others to address the community's healthcare  
12 issues while serving as an economic magnet for  
13 healthcare and research related businesses.

14 U.S. medical schools and teaching hospitals are  
15 substantial economic engines in terms of jobs, state  
16 tax revenues and economic growth. This is according  
17 to a recent national study performed by the  
18 Association of American Medical Colleges. For every  
19 dollar spent at a medical school an additional \$1.30  
20 is generated.

21 TCMC has already created 150 permanent jobs in  
22 this region as well as 300 construction related jobs.  
23 The permanent jobs will grow as our classes and  
24 programs expand. TCMC is good for Monroe County and  
25 we intend to serve the healthcare needs here. Many of

1 our programs will be located in this community. We  
2 have a stake in improving the healthcare in Monroe  
3 County and we want to work collaboratively with the  
4 hospital and physicians as well as the community to  
5 improve the health of the people in this region. We  
6 want to improve quality and access to care and we want  
7 the people in this region to be healthier and  
8 understand their health choices. The income we will  
9 receive from table games is seed money which will help  
10 us to develop our programs and serve both the physical  
11 and economic well being of this community. We  
12 strongly support the table games at Mount Airy and  
13 again I thank you very much for the opportunity to  
14 speak to you.

15 COMMISSIONER SOJKA:

16 Doctor, if I may, one quick question?  
17 You mentioned resources coming from the table games to  
18 the Commonwealth Medical Center. Will that come  
19 primarily in the form of student support or  
20 facilities?

21 A. Will it go to student support of facilities, is  
22 that what you're asking?

23 COMMISSIONER SOJKA:

24 Well, where will it go or is it going to  
25 the general fund and can simply be used wherever it's

1 needed?

2 A. Really the latter, what we are developing is not  
3 specifically a facility, but programs that will serve  
4 the needs of the community. And our goal within the  
5 next two to five years is to establish a clinical  
6 campus in this region and we've already started to  
7 work with Pocono Medical Center to do that.

8 COMMISSIONER SOJKA:

9 So that those dollars then coming from  
10 the tables games really will go immediately directly  
11 to these things you're talking about because they'll  
12 go to building the system in the communities, not just  
13 to student support in the hopes that those students  
14 will ---.

15 A. That is correct. That is correct.

16 COMMISSIONER SOJKA:

17 Okay. Good. Thank you.

18 PRESIDING OFFICER:

19 Jim Rienhardt?

20 -----

21 JIM RIENHARDT, HAVING BEEN PREVIOUSLY SWORN, TESTIFIED  
22 AS FOLLOWS:

23 -----

24 A. Good morning, Madame Chair and Board. Welcome to  
25 the Poconos. This is a great place here and we all

1 are here because we love it and there's going to be  
2 some really significant enhancements. My name is Jim  
3 Rienhardt, R-I-E-N-H-A-R-D-T. I'm the former CEO  
4 Executive Director for the Pocono Environmental  
5 Education Center. However, today --- and I was there,  
6 by the way, from 2001 to 2009, know very well the  
7 support and what Mount Airy initially provided after  
8 they got up and running to the give back of the  
9 community.

10 I also had 25 years of leadership and senior  
11 management experience in the national park service,  
12 currently a professional consultant and a national  
13 leader in leisure and tourism. If I may, I'd like to  
14 read my formal remarks which you have before you.  
15 Tourism, second largest revenue producer in the  
16 Commonwealth. We already know that.

17 Pennsylvania, fourth most visited state in the  
18 entire United States, impact destination tourism all  
19 come together. I wholeheartedly support the Mount  
20 Airy County/Mount Airy Number One, LLC slots facility  
21 to be approved for table games expansion.

22 I respectfully ask that the Pennsylvania Gaming  
23 Control Board approve the Mount Airy Resort Table  
24 Games Application and subsequently be granted a permit  
25 accordingly. During these challenging economic times,

1 businesses constantly have to face tough difficult  
2 decisions relative to spending and investment  
3 priorities.

4       Mount Airy's leadership and management team has  
5 already accomplished just that. They also have a  
6 proven track record in just a short period of time in  
7 offering a superior multifaceted tourist destination  
8 with award winning amenities for the greater seven  
9 county Pocono region in the Commonwealth of  
10 Pennsylvania.

11       It was spoken to by the leadership of Mount Airy,  
12 it was brought up by Carl and Bob of the respectful  
13 business organizations and the tourist --- as well as  
14 the tourist organization. By approving and granting  
15 the Mount Airy table games permit, it will obviously  
16 generate additional tax revenues for property tax  
17 relief and as well as increase the amount of dollars  
18 to be dedicated to community-based economic  
19 development projects.

20       These additional tourism dollars will also have a  
21 direct positive impact on generating many new jobs for  
22 the greater Pocono region. Perhaps equally as  
23 important Mount Airy's leadership has already  
24 developed a track record of financial giving to many  
25 nonprofit community-based organizations throughout the

1 Pocono region.

2       Some, no doubt you have already heard from or will  
3 hear from more today. PEEC, where I had the  
4 opportunity to be with them for nine years, was an  
5 early recipient of financial contributions as part of  
6 the Mount Airy give back to the community program. As  
7 such, thousands of schoolchildren from New York City,  
8 New Jersey and Pennsylvania were provided a program  
9 that otherwise wouldn't have taken place.

10       The Mount Airy casino resort is the best  
11 positioned casino in northeast Pennsylvania to  
12 increase tourism dollars to this region from New York  
13 City, northern New Jersey and Pennsylvania. It is now  
14 time for them to be allowed to expand their venue to  
15 include table games so the citizens of Pennsylvania  
16 and the Commonwealth could reap the benefits. Thank  
17 you for your time and diligence in rendering this very  
18 important decision.

19                   PRESIDING OFFICER:

20       Thank you. That was the last name I had  
21 on my list. Is there anyone here today who believes  
22 they were registered to speak but I didn't call their  
23 name? No? Okay. The record created here today,  
24 including the transcript of the proceedings, any  
25 exhibits and all our written comments received by the

1 deadline will be forwarded to the entire Board for its  
2 consideration. The Gaming Act requires that the Board  
3 act on Mount Airy's petition within 60 days of its  
4 deemed complete date, so the Board will be taking up  
5 and considering the petition very soon at a public  
6 Board meeting.

7 I would like to thank you all for coming  
8 today and for your cooperation. The public input  
9 hearing is now concluded and adjourned. Thank you.

10  
11 \* \* \* \* \*

12 HEARING CONCLUDED AT 11:05 A.M.

13 \* \* \* \* \*

14 CERTIFICATE

15 I hereby certify that the foregoing  
16 proceedings, hearing held before Presiding Officer was  
17 reported by me on 03/18/2010 and that I Kenneth  
18 Dominic O'Hearn read this transcript and that I attest  
19 that this transcript is a true and accurate record of  
20 the proceeding.

21  
22   
23 \_\_\_\_\_  
24 Court Reporter  
25