

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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PUBLIC HEARING

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BEFORE: GREGORY C. FAJT, CHAIRMAN

James B. Ginty; Raymond S. Angeli; Jeffrey
W. Coy; Kenneth T. McCabe; Gary A. Sojka;
Kenneth I. Trujillo

David Barasch, Deputy Secretary of the
Department of Revenue, Representative;
Michael Dillon, representing Russell
Redding, Secretary of Agriculture

HEARING: Wednesday, April 7, 2010
10:01 a.m.

LOCATION: Temple University, Harrisburg Campus
Room 246/248 Lecture Hall
Harrisburg, PA 17101

WITNESSES: George Toth, James Tuthill

Reporter: Alicia R. Brant

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CHAIRMAN:

Good morning, everybody. I'd like to welcome everyone and please ask those who can to have a seat. Just as a standard housekeeping matter, I'd like to have everybody turn off their cell phones, blackberries and other electronic devices as they tend to interfere with our communications system here.

Joining us today is Michael Dillon, Executive Secretary of the Racing Commission representing Acting Secretary Russell Redding. Also we have Dave Barasch, the Executive Deputy Secretary representing Secretary of Revenue, Dan Castle. I don't see anyone here yet from the Treasurer's Office so we will announce them when they show up.

A quorum of the Board is present. I'd like to call today's proceedings to order and as the first order of business, please join me in the Pledge of Allegiance.

PLEDGE OF ALLEGIANCE RECITED

CHAIRMAN:

We have three items before the Board today by way of public hearing which will take place prior to our public meeting. By way of housekeeping

1 these public hearings pertain to Petitions for
2 Approval of Authorization to Conduct Table Games and
3 Issuance of a Table Games Operations Certificate.
4 Additionally in the case of Sands Bethworks, the
5 hearing will also address issues related to their slot
6 machine license renewal.

7 We'll first hear from Mount Airy
8 regarding their Table Games Petition. Upon hearing
9 the testimony from Mount Airy and the Office of
10 Enforcement Counsel (OEC), we will adjourn that matter
11 and immediately proceed to the second hearing on
12 Mountainview Thoroughbred Racing Association's
13 Petition for Authorization to Conduct Table Games and
14 Issuance of a Table Games Operations Certificate.
15 Then after Mountainview and the OEC are heard from
16 regarding their petition the Board will convene the
17 third and final hearing which as I noted is a hearing
18 on two different matters. First, Sands Bethworks
19 Gaming, LLC, renewal of their Category 2 License, and
20 second, Sands Petition for Authorization to Conduct
21 Table Games and Issuance of a Table Games Operations
22 Certificate.

23 At the conclusion of the Sands hearing
24 the Board will take a recess to conduct quasi judicial
25 deliberation on these matters before returning to

1 conduct our regularly scheduled meeting. I hope
2 everybody can follow that. Okay. Having explained
3 all that may I have --- I see the representatives for
4 Mount Airy come forward? Could you please provide
5 your presentation in presenting evidence? Anybody who
6 is a witness please stand to be sworn in.

7 -----

8 WITNESSES SWORN EN MASSE

9 -----

10 CHAIRMAN:

11 Thank you. Again, before we start I just
12 wanted to make sure that before anybody speaks today
13 please state your name and spell your name for our
14 stenographer. I also want to note for the record that
15 Mount Airy's public input hearing on the Table Games
16 Petition was held on May 18th, 2010, at the Paradise
17 Township Municipal Building in Crestville,
18 Pennsylvania. With that, Mount Airy, you may begin.

19 ATTORNEY SHIFFER:

20 Good morning, Mr. Chairman, members of
21 the Board. We'd like to thank you for the opportunity
22 to present our proposal this morning. With me on my
23 right I have Mount Airy CEO, George Toth. Immediately
24 behind me, Mount Airy's principal, Louis DeNaples,
25 Doctor Lisa DeNaples, CFO Ed Groncy (phonetic), and

1 our vice-president of table operations, Jim Tuthill.
2 With that I'm going to turn over the presentation to
3 Mr. George Toth.

4 UNIDENTIFIED SPEAKER:

5 Do you want to state your name and spell
6 it?

7 ATTORNEY SHIFFER:

8 Yes, Don Shiffer, General Counsel, Mount
9 Airy Casino, S-H-I-F-F-E-R.

10 MR. TOTH:

11 Good morning, Chairman and members of the
12 Board. On behalf of Mount Airy Casino Resort I want
13 to thank you for the opportunity to present to the
14 Board specific details related to Mount Airy's
15 Petition to Approve its Table Game Certificate and
16 accompanying Table Game Expansion. Mount Airy was the
17 first stand-alone casino resort in Pennsylvania. To
18 date we spend very close to half a billion dollars in
19 construction since 2007. We currently have 2,451 slot
20 machines and electronic table games.

21 And Mount Airy, unlike some of its
22 competitors, offers a full range of resort amenities
23 including a luxury hotel, spa, fine dining
24 restaurants, an 18-hole golf course and night club
25 providing live entertainment. Since opening Mount

1 Airy has generated over \$216 million in tax revenue
2 for the Commonwealth.

3 In February 2010, Mount Airy sought and
4 secured financing for its table game expansion.
5 Financing was approved by the Board on March the 23rd,
6 2010. In order to accommodate the introduction of
7 table games into its existing facility Mount Airy is
8 currently undergoing significant renovations to its
9 facility. Currently we're at 62,000 square feet and
10 we're projected to come in at 69,000 square feet.

11 With the implementation of table games,
12 Mount Airy is seeking Board approval to add 68 gaming
13 tables to its facility including variants of Poker,
14 Blackjack, Craps, Roulette and various Asian games.
15 The type of games we list on this chart would be
16 Craps, Roulette, Blackjack, mini Bacc, Pai Gow,
17 Three-Card Poker, Let It Ride, and Pai Gow Poker.
18 There will also be 12 Poker tables for a grand total
19 of 68 games.

20 This is the new configuration of the
21 gaming floor. Okay. That is the location of the 44
22 table games which will include Craps, Blackjack and
23 Roulette, and a number of carnival games. We'll move
24 right across from that down to the bottom, Don, which
25 --- no, don't take me off of that, which will be the

1 Asian pit. That will be the 12 Asian games there.
2 And just to orientate yourself just to the right of
3 that, that is where you come in the main lobby, the
4 bus entrance. The new gaming offices are there shaded
5 in blue. Then as we walk around the terrazzo we hit
6 the Asian games. The middle of the floor would be the
7 tables. The additional slot areas at the top just to
8 the left which used to be a food outlet, Reggie's
9 which will now be additional slots. And there's also
10 a high-limit slot area which is further to the left
11 and down. There you go. That is the reconfiguration
12 of the floor and the proposed amendment.

13 Also in the garage area we constructed
14 new offices which will include player development, bus
15 sales, and some marketing functions. On the third
16 floor we are proposing additional slots and the poker
17 room. This is an unfinished space right now in Mount
18 Airy. So that will add to the gaming space on the
19 property. In the bus lobby area we moved the food
20 outlet which used to be on the second floor where the
21 additional gaming is going. And Reggie's is built and
22 operating today.

23 Okay. The economic impact, with the
24 creation of approximately 480 new jobs, 330 of those
25 full time, 150 part time spread out across the

1 property from additional security, surveillance, food
2 and beverage, credit, hotel, pretty well spread across
3 the property. The K Asian finance. We've also
4 created between 75 to 100 local construction jobs.

5 The organization chart for the table game
6 operation, as VP of casino ops with Jimmy Tuthill
7 sitting here in the back behind me, we have director
8 of table games, shift managers, pit managers,
9 supervisors, casino administration scheduler and
10 dealers.

11 Currently Mount Airy has a rather diverse
12 workforce. We employ over 800 people, 408 males, 409
13 females. Thirty-six (36) percent of our employees are
14 minorities and 50 percent of the total workforce are
15 females, 96.8 percent of the employees are
16 Pennsylvania residents. And with table game expansion
17 we will continue our commitment to diversity,
18 expanding to Asian and other minority groups.

19 We're currently in a training process
20 with Northampton Community College. We've partnered
21 with them on a dealer training. There are about ---
22 the first BJ dealers are approximately halfway through
23 the course. We have about 125 people at that
24 location, so we're anticipating hiring 100 dealers
25 coming out of that school. After June the 1st the

1 training will be conducted at the Northampton College
2 in Bethlehem.

3 To address our security and surveillance,
4 first of all, surveillance. We'll add additional
5 personnel. They will also be attending the school
6 starting Monday. They have a four-week program at the
7 school to acclimate them with table games. The minor
8 prevention and identification, we have put in new
9 procedures and training for the security staff on how
10 to proceed with identification checks throughout the
11 property. We currently have the use of hand stamps.
12 We have handheld identification scanners, escorts are
13 provided for individuals under 21 to get to the dining
14 establishments. Procedure on minors on the casino
15 floor including proper notification to the PGCB. And
16 we have now installed a bus lobby podium so that
17 everyone has to go through it.

18 Mount Airy has been very beneficial to
19 the community. Adding table games to the operation
20 will further enhance the positive economic and social
21 benefits that Mount Airy has brought. Building 3,000
22 square foot facility for the Paradise Township
23 Emergency Management Services, that's open and
24 running. We provided economic support to St. Joe's
25 Center, the Friendship House, Boys and Girls Clubs of

1 Lackawanna and Monroe Counties, annual food drive both
2 in Philadelphia and in Monroe County. Proud sponsor
3 of numerous local and charitable organizations. And
4 we have a major commitment to veterans all over the
5 state. We held a major veterans weekend, and we
6 continue that support for veterans. The increased
7 revenues that we'll be seeing through table games will
8 result in more gaming tax paid to the Commonwealth for
9 projects and initiatives state wide.

10 And that concludes my presentation, short
11 and sweet to keep the meeting rolling. But one thing
12 I'd like to say is that Mount Airy needs the table
13 games but the Poconos need them just as well. That
14 region, the northeast region needs a catalyst to get
15 it moving and get that recreation facility back up and
16 running. So that's why we're here today. Thank you.

17 CHAIRMAN:

18 Thank you. And we appreciate the
19 brevity. Any questions or comments from OEC?

20 ATTORNEY DAVENPORT:

21 Yes, Chairman. Nan Davenport, Deputy
22 Chief Enforcement Counsel for the OEC. Mr. Toth, does
23 Mount Airy expect to temporarily remove or move any
24 slot machines either from the gaming floor or around
25 on the gaming floor during the renovations?

1 MR. TOTH:

2 Yes, we expect to relocate games and in
3 the process they'll be temporarily removed.

4 ATTORNEY DAVENPORT:

5 Okay. And I believe you testified that
6 Mount Airy plans to expand the gaming floor to
7 approximately 69,247 square feet. Do you realize that
8 you'll have to petition the Board and ask for approval
9 with respect to the expansion plans?

10 ATTORNEY SHIFFER:

11 With respect to the Petition for
12 Expansion Mount Airy intends to file that petition
13 tomorrow morning.

14 ATTORNEY DAVENPORT:

15 Okay. And if you plan to temporarily
16 remove or to move machines around we also have to be
17 notified.

18 ATTORNEY SHIFFER:

19 Yes.

20 ATTORNEY DAVENPORT:

21 Okay. In your petition and in your
22 testimony you noted that the approximately 330 new
23 full time and 150 part-time employees may work in
24 other areas of the licensed facility other than the
25 table game area. Approximately how many will be

1 working on table games?

2 MR. TOTH:

3 We expect close to full and part time,
4 about 325.

5 ATTORNEY DAVENPORT:

6 According to the petition, 96.82 percent
7 of Mount Airy's current employees are Pennsylvania
8 residents. Of the new employees that will be hired
9 for not only the table game operations, but also the
10 expansion how many will be Pennsylvania residents?

11 MR. TOTH:

12 We won't know the answer to that question
13 until we have a hiring coming out of the school,
14 because of the 125 students in the school I think that
15 is just about 100 percent Pennsylvania residents. We
16 anticipate hiring at least 100 of them, and continuing
17 to run the school.

18 ATTORNEY DAVENPORT:

19 Will those new employees have healthcare
20 benefits?

21 MR. TOTH:

22 They'll be entitled to all the full-time
23 benefits that anyone else at the casino's entitled to.

24 ATTORNEY DAVENPORT:

25 With respect to the managers that will be

1 employed in Mount Airy's table game operations, I
2 believe you testified that approximately 12 pit
3 managers and 40 supervisors. How did Mount Airy come
4 up with that number of the number of supervisors that
5 it would need for their table game operations?

6 MR. TOTH:

7 We came up with that number through what
8 we've done in other jurisdictions over the 20 to 30
9 years of practice.

10 ATTORNEY DAVENPORT:

11 What additional types of procedures does
12 Mount Airy plan to use to prevent underage individuals
13 from entering the gaming floor and playing table
14 games?

15 MR. TOTH:

16 Well, as I said, we installed the podium
17 which all customers have to go through. IDs are now
18 scanned. We will add additional security, and it is
19 the focus of the company to prevent underage gaming
20 and drinking. So beyond that, you know, we're looking
21 at some systems that will identify these patrons as
22 they come out of the restaurants, because our biggest
23 problem is we escort them to the restaurant, and when
24 they leave we don't --- we're not notified of an
25 escort. So we're looking for a wrist banding solution

1 that will --- similar to how you would go out of a
2 retail store. It will sound off.

3 ATTORNEY DAVENPORT:

4 Are your restaurant employees being
5 trained with respect to spotting and preventing
6 underage individuals from leaving the restaurant and
7 entering the gaming floor?

8 MR. TOTH:

9 Yes, our restaurant employees are also
10 being trained in food and beverage, and at any outlet
11 that we have that's a non-gaming outlet.

12 ATTORNEY DAVENPORT:

13 And the new employees or the potential
14 employees that are in training right now for the table
15 game operations, are they being trained with respect
16 to spotting and preventing underage individuals from
17 playing?

18 MR. TOTH:

19 They will be trained upon completion of
20 their courses in all aspects of the operation from
21 underage gaming to customer service.

22 ATTORNEY DAVENPORT:

23 You testified that the table game project
24 has resulted or will result in 75 to 100 local
25 construction jobs?

1 MR. TOTH:

2 Yes.

3 ATTORNEY DAVENPORT:

4 Are any of these maybe we the contractors
5 minority or women business enterprise contractors?

6 MR. TOTH:

7 The answer to that is no.

8 ATTORNEY PITRE:

9 One follow-up question. I think my
10 biggest concern is previously on different occasions
11 this Board has had to approve loans for Mr. DeNaples
12 in various forms either to Holco or to a trust in
13 order to give --- basically present cash infusions to
14 the casino. What can you tell this Board to alleviate
15 any concerns with regard to the operations of the
16 casino as it relates to table games?

17 MR. TOTH:

18 Well, if I have the question right I
19 believe you were asking me for the financial status of
20 the company?

21 ATTORNEY PITRE:

22 Right, basically.

23 MR. TOTH:

24 The financial status of the company is
25 very sound. We've just refinanced I know with JP

1 Morgan. I believe the closing's scheduled for
2 tomorrow. The impact of table games is going to add
3 about 30 percent additional revenue to the company.
4 You know, we're in a very unique situation unlike some
5 of the other casinos in the state. We're not sitting
6 in the middle of a population base so we're A
7 destination, a true destination casino in the spirit
8 of the law. We have a hotel. We have a spa. We have
9 a golf course. But you know, we have a region that as
10 you well know because you operate in this state is a
11 fairly depressed region in northeast, the Poconos.
12 And you know, together in collaboration with the
13 Poconos Visitors Authority we're doing everything we
14 can to make that a more viable area which will
15 increase our business and their business. But the
16 state of the company is very good.

17 ATTORNEY PITRE:

18 And basically you anticipate table games
19 to increase your clientele and give you a better
20 clientele in order --- that would fit basically the
21 status of the casino operations at Mount Airy?

22 MR. TOTH:

23 All clientele is good to me as long as
24 they come funded. But I believe that 40 percent of
25 our customers are out-of-state customers. They drive

1 more than an hour to get to our casino. This is
2 definitely going to increase our business in Jersey
3 and New York, and we look forward to it.

4 ATTORNEY PITRE:

5 Okay. I have no further questions.

6 CHAIRMAN:

7 Does the OEC now have a presentation of
8 their own?

9 ATTORNEY DAVENPORT:

10 The OEC has reviewed Mount Airy's
11 Petition for Approval of Authorization to Conduct
12 Table Games and Issuance of a Table Game Operations
13 Certificate. With the Board's Bureaus of
14 Investigation and Enforcement, Licensing, Gaming
15 Operations, Gaming Laboratory Operations, Casino
16 Compliances, and the Offices of Racetrack Gaming and
17 Compulsive and Problem Gambling as well as Diversity
18 in order to determine whether Mount Airy has complied
19 with the statutory requirements and whether there were
20 any objections to the issuance of a Table Games
21 Operations Certificate.

22 The financial investigation unit has
23 completed its review of Mount Airy's Table Game
24 Petition and the attachments, and FIU's findings are
25 contained in the confidential FIU report which is

1 attached as Exhibit One to the Answer. On April 1st,
 2 2010, OEC filed an Amended Answer and attached as
 3 Exhibit Two to the Amended Answer, an Addendum to
 4 FIU's report. The OEC has no objections to the Board
 5 approving Mount Airy for a Table Game Operation
 6 Certificate and recommends that the Board impose
 7 conditions as set forth in our March 15th, 2010 Answer
 8 with the exceptions and conditions number three and
 9 four as it relates to conditional licensure.

10 In addition, OEC recommends that the
 11 Board impose a condition that Mount Airy shall not
 12 relocate any slot machines currently on its gaming
 13 floor to a new or different location unless it has
 14 received approval pursuant to 58PA Code Section 467
 15 A(1)(c). Thank you.

16 CHAIRMAN:

17 Does Mount Airy have any questions for
 18 Enforcement Counsel?

19 ATTORNEY SHIFFER:

20 Not at this time.

21 CHAIRMAN:

22 Any questions from the Board?
 23 Commissioner Sojka?

24 MR. SOJKA:

25 Just one quick one, and that is, it was

1 heartening to hear the increased effort to protect
2 against underage gaming and drinking, but there is one
3 other group that's of concern to us and that is the
4 problem gamer and particularly the self-excluded
5 gamer. With the addition of table games you have one
6 more potential line of surveillance. At the moment,
7 do you have any plans to educate or train dealers or
8 table game managers to be on the lookout for people on
9 the self-excluded list?

10 ATTORNEY SHIFFER:

11 I can answer that, Commissioner. Mount
12 Airy as part of its table game initiative has
13 revisited its compulsive and problem gaming training
14 program as well as compulsive and problem gaming plan.
15 It has brought in additional trainers and intends to
16 fully retrain in some cases and initially train all of
17 its personnel to be able to identify and to be able to
18 approach those who have potential gaming problems.

19 MR. SOJKA:

20 So all personnel would then include
21 dealers, table managers, and so on?

22 ATTORNEY SHIFFER:

23 Yes, that's correct.

24 MR. SOJKA:

25 Thank you.

1 MR. MCCABE:

2 Commissioner Sojka stole one of my
3 questions. That's what I want to know. Do they have
4 to put their players' club card in when they do --- on
5 the table games? Are you going to have a ---?

6 ATTORNEY SHIFFER:

7 Yes.

8 MR. MCCABE:

9 So that will help with the identification
10 of self-excluded?

11 ATTORNEY SHIFFER:

12 Yes.

13 MR. MCCABE:

14 My next question is, can you give us a
15 little bit of an overview of the economic impact on
16 the local community, how much money and how much funds
17 have you spent buying local and how has the hotel and
18 the facility helped the local community, monetary?
19 Has business gone up at the local restaurants, local
20 hotels when you're full?

21 MR. TOTH:

22 I don't know that we're prepared today to
23 discuss exact amounts, but I can tell you that because
24 our hotel runs at 97 percent year round we are buying
25 rooms and supplying rooms to all the local hotels.

1 Our restaurants also are operating at capacity. I
2 noticed the --- I don't know if anybody's been up
3 there but there's a fairly substantial restaurant
4 across the street called Sheero (phonetic). Sheero
5 has now expanded and also offering entertainment, so
6 they're doing well. You know, the Poconos is a tough
7 region. It's a region not similar to Atlantic City,
8 but even given the challenges I can see new
9 construction. I can see enthusiasm of the people up
10 there, that table games are going to prompt them to a
11 new level. And I think that this is not only for
12 Mount Airy. This is for the region, and you know, we
13 have seasons up there. This is something I didn't
14 know about until I got there, but you have everything
15 from what they call a mud season to a skinny season.
16 I'm real familiar with the mud season at this point,
17 but you know, it's a challenging market and we have to
18 cooperate with the visitors' bureau, with all the
19 local hotel operators to bring the Poconos back into
20 the forefront of a destination resort, and I think
21 that's happening.

22 ATTORNEY SHIFFER:

23 In addition, Commissioner, as it relates
24 to secondary vendors and local vendors, local
25 businesses, wherever possible Mount Airy gives

1 preference to these businesses first and tries to do
2 as much --- provide these local businesses with as
3 much of our --- of our network as we can.

4 MR. MCCABE:

5 And my final question is, how do you plan
6 --- how do you plan on marketing and where do you plan
7 on marketing having table games?

8 MR. TOTH:

9 With the Sands sitting behind me I can't
10 answer that question definitively. But I will tell
11 you that we'll be --- we will be rolling out a new
12 brand somewhere around June the 1st. And I know that
13 a lot of us are concentrating our opportunities on
14 North Jersey and New York.

15 MR. MCCABE:

16 Thank you.

17 CHAIRMAN:

18 Commissioner Trujillo?

19 MR. TRUJILLO:

20 I have a couple of questions, one on ---
21 I didn't hear anything about the whoever's going to be
22 in charge of the table games, who's going to be the
23 manager of the table games. Can you tell me a little
24 bit about the experience of that person?

25 MR. TOTH:

1 Yes, in fact, I can introduce him to you
2 if you like. It's James Tuthill. Jimmy, stand up.
3 Would you like him to give his background?

4 MR. TRUJILLO:

5 Just briefly, and just a quick ---.

6 MR. TUTHILL:

7 Good morning, everyone. My name is James
8 Tuthill. T as in ---.

9 CHAIRMAN:

10 I'm sorry. Can you stand to be sworn,
11 please?

12 MR. TUTHILL:

13 I'm sorry.

14 CHAIRMAN:

15 Since you are testifying.

16 -----
17 JAMES TUTHILL, HAVING BEEN FIRST DULY SWORN, TESTIFIED
18 AS FOLLOWS:

19 -----
20 A. T as in Thomas, U, T as in Thomas, H-I-L-L.

21 CHAIRMAN:

22 Thank you.

23 A. Good morning, again. My name is James Tuthill. I
24 broke into the business in 1973 in Las Vegas as a
25 dealer, dealt all the games in Las Vegas. Became a

1 casino supervisor at the MGM, the original MGM in Las
2 Vegas in 1978. 1979, moved to Atlantic City and took
3 a job with Caesar's when Caesar's opened as a
4 supervisor and worked as a supervisor, pit manager, a
5 shift manager, and an assistant casino manager, casino
6 manager, director of operations, and have been a
7 vice-president of casino operations since 1992.

8 MR. TRUJILLO:

9 That's fine. Thank you. That's all I
10 have on that issue. I have a couple more questions of
11 Mr. Toth. I'm concerned about your testimony that
12 even though you've had about a half a billion dollars
13 of construction project costs that you have no
14 minority or women-owned businesses in your current
15 plan. I would like to know what you have in terms of
16 a plan to increase or to utilize minority and
17 women-owned businesses going forward?

18 MR. TOTH:

19 Well, the answer that Don gave that was
20 in the current construction project which is --- the
21 number's probably about \$8 million on hard
22 construction, we do not have a minority firm working
23 on this piece. That's not to say that the original
24 \$450 million construction project did not. It's to
25 say that this piece did not. And however, we are ---

1 we have great participation on both female-owned,
2 women-owned businesses and minority-owned businesses
3 in the regular operation.

4 MR. TRUJILLO:

5 In terms of your suppliers and the like?

6 MR. TOTH:

7 Yes.

8 MR. TRUJILLO:

9 Okay. Could you provide those numbers to
10 us? If you have them now that would be great, but if
11 not I'd like to hear those.

12 ATTORNEY SHIFFER:

13 We don't have exact statistics regarding
14 minority members, but we do have some significant
15 women-owned and minority companies that participate in
16 such areas as benefits administration, food
17 purchasing, and it runs the gamut. Drug testing
18 services. We're in a network of Philadelphia minority
19 vendors that we can RFP any types of services. We
20 move forward. Obviously we're a little geographically
21 limited as it relates to certain areas of diversity,
22 but we do make every effort on an operational level to
23 reach out and to do business with those folks. We can
24 certainly provide exact numbers to you, Commissioner,
25 immediately following the meeting.

1 MR. TRUJILLO:

2 That would be helpful. And the last
3 issue on that is I'd also like to hear what your
4 numbers are with respect to charitable giving in the
5 community as well if I could. It doesn't have to be
6 here, but if you can provide those after the meeting?

7 ATTORNEY SHIFFER:

8 Certainly. And from both the perspective
9 of Mount Airy as well as I can tell you the DeNaples
10 family principals, there's been very, very significant
11 amounts of money expended into the community.

12 MR. TRUJILLO:

13 Thank you very much.

14 CHAIRMAN:

15 Commissioner Ginty?

16 MR. GINTY:

17 Brief question, Mr. Toth. What do you
18 expect the effect on slot revenues to be with table
19 games?

20 MR. TOTH:

21 I believe that the effect on slot revenue
22 is that actual slot revenue will increase. We have to
23 take out the E table game revenue from that equation,
24 but the actual slot revenue will increase.

25 MR. GINTY:

1 Thank you.

2 CHAIRMAN:

3 Mr. Pitre.

4 ATTORNEY PITRE:

5 I have one quick follow-up to
6 Commissioner McCabe, and we've asked other operators
7 to provide us with the same information on the
8 participation of local businesses in your operation,
9 the amount of money you expend on an annual basis,
10 could you provide that to the Gaming Board for
11 contiguous counties in Pennsylvania that you do
12 business with, and then Pennsylvania as a whole. So
13 give us two numbers on a monthly basis you spend, you
14 know, \$20,000 a month with businesses in the
15 contiguous counties to your operation, and you know,
16 \$25,000 a month for Pennsylvania as a whole just so we
17 know the impact of what you're spending on local
18 businesses. Because one of the things that we don't I
19 think adequately monitor is that. And I know the
20 casinos are spending a lot of money out there to help
21 local businesses. And we're trying to get that from
22 all of our operators throughout Pennsylvania.

23 MR. MCCABE:

24 And just to add to that why I asked that
25 question is I think it was the Chamber of Commerce in

1 Washington County put together some of their findings,
2 and they were able to show the economic impact of
3 having the casino, the Meadows casino in their area.
4 They had over \$1 billion in economic growth around
5 that area just in one year after it opened, so we
6 think that's pretty significant.

7 ATTORNEY SHIFFER:

8 We'll provide those details.

9 CHAIRMAN:

10 Thank you. Any other questions? Thank
11 you very much.

12 ATTORNEY SHIFFER:

13 Thank you.

14 CHAIRMAN:

15 That will conclude our first hearing.

16 * * * * *

17 HEARING CONCLUDED AT 10:34 A.M.

18 * * * * *

19 CERTIFICATE

20 I hereby certify that the foregoing
21 proceedings, hearing held before the Pennsylvania
22 Gaming Control Board, was reported by me on 04/07/2010
23 and that I Alicia R. Brant read this transcript and
24 that I attest that this transcript is a true and
25 accurate record of the proceeding. Alicia Brant

Court Reporter