

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: GREENWOOD GAMING & ENTERTAINMENT, INC. -
PETITION FOR APPROVAL OF THE EXPANSION OF ITS GAMING
FLOOR (OP-15) AND CONFIDENTIALITY MOTION

PUBLIC INPUT HEARING

BEFORE: Gregory C. Fajt, Chairman
Raymond S. Angeli,
Jeffrey W. Coy, James B. Ginty,
Kenneth T. McCabe, Gary A. Sojka,
Kenneth Trujillo
Jorge Augusto, representing Russell
Redding, Secretary of Agriculture
Aviv Bliwas, representing State Treasurer's
Office

HEARING: Wednesday, October 27, 2010
3:00 p.m.

LOCATION: PUC Keystone Building
Hearing Room 1
400 North Street, Plaza Level
Harrisburg, PA 17120

Reporter: Cynthia Piro Simpson

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ALSO PRESENT:

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LEN DEANGELO

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CHAIRMAN:

The last hearing on the agenda today is Greenwood Gaming's petition to expand its gaming floor. The Office of Enforcement Counsel has requested a hearing be held. I see the parties for Greenwood Gaming are coming forward. And before you sit down, could anybody who's going to act as a witness who is not appearing as Counsel please stand and be sworn in.

WITNESSES SWORN EN MASSE

CHAIRMAN:

And also, just again to reiterate, before you begin your comments, if you could please state and spell your name for the stenographer. And Mr. Kohler, please begin.

ATTORNEY KOHLER:

Good afternoon, Chairman Fajt, commissioners. My name is Alan Kohler, K-O-H-L-E-R, with Eckert Seamans, representing Greenwood Gaming & Entertainment, Inc. I have with me this afternoon Tom Bonner, who you know well, General Counsel, and Len

1 Deangelo, who you know from the renewal hearing, who
2 is president and CEO of the operating company.

3 As an initial matter, I wanted to thank
4 the Board for your consideration of this matter today.
5 I know it was a full agenda. This --- what we call
6 OP-15 is an important business issue, and we certainly
7 are greatly appreciative that you were willing to hear
8 it on today's agenda.

9 With that said, I just want to give a
10 quick summary of the plan. OEC has actually requested
11 this hearing. And if I understand their reasons, they
12 want to go through the legality of what we're
13 proposing and then also some testimony from Mr. Bonner
14 and Mr. Deangelo as to the business reasons why we're
15 heading in this direction.

16 Essentially what we're proposing here
17 today is to establish a poker room on the third floor
18 of the grandstand, the racetrack grandstand. We
19 understand this is the first time this has been
20 proposed as part of a permanent facility rather than a
21 temporary facility. The OP-15, as we call it,
22 proposal would initially activate 24 poker tables on
23 the third floor of the grandstand. We would up that
24 number through future OPs as we add banking games, so
25 that we meet the 30 percent ratio in the statute ---

1 or 30 percent cap in the statute between banking and
2 non-banking games.

3 Go on to the next slide. And this won't
4 take long, as to the legal --- the legality of our
5 proposal. If I take you back a couple years to 2007,
6 when we submitted our master plan, which ultimately
7 became Parx Casino to the Board, this issue arose
8 because at the time we were considering putting
9 slot --- or proposing to the Board to put slot
10 machines in the grandstand, at that point in time
11 tables not being legal, of course. And there was a
12 lot of discussion about it at the time. Most of that
13 discussion was not about legality. It was whether it
14 was the right thing to do, if you will. And in fact,
15 I was trying --- if I recall, there were no objections
16 at that time to legality. What the Board ended up
17 doing was making the master plan subject to a specific
18 condition that if we decided to go ahead with slots in
19 the grandstand, we had to come back to the Board and
20 get specific regulatory approval on that, not to be
21 included in the regulatory approval on the general
22 master plan itself. So even at that time I don't
23 believe there was a legal issue. But to the extent
24 there's any doubt, we think that's been cleared up by
25 Act One of 2010, the Table Games Amendment. And for

1 ease of reference, we've put the key provision on the
2 screen. In Act One of 2010, the legislature expanded
3 the definition of licensed facility to include what
4 appears as number one there. And as you see, it's the
5 area of a licensed racetrack, at which a slot machine
6 licensee was previously authorized pursuant to Section
7 1207.17. 1207.17 is the provision of the Act that
8 authorized temporary facilities to operate slot
9 machines prior to the effective date of this
10 paragraph. We think OP-15, it's squarely within
11 number one here. As I know the Board members are
12 aware, the temporary facility at the time,
13 Philadelphia Park Casino, was on the first and third
14 floors of the grandstand. This --- our OP-15 proposal
15 involves the third floor of the grandstand. It is
16 that --- the area where the poker room would go was
17 formally a portion of the temporary facility of the
18 Philadelphia Park Casino. So we have --- there's no
19 doubt here, we believe, that our proposal is legal.
20 It's been addressed by the Table Games Amendment, and
21 we fall squarely within the expanded definition of
22 licensed facility. With that said, we understand we
23 need Board approval regardless of that. And I'm going
24 to turn it over to Mr. Bonner and Mr. Deangelo to sort
25 of explain why we think it's important to head in this

1 direction from a business perspective.

2 ATTORNEY BONNER:

3 Good afternoon, Mr. Chairman and Board
4 members. Again, I'd like to repeat Mr. Kohler's
5 thanks for hearing us today. We know it's a busy day
6 for you. As Al indicated, we think what we're
7 presenting before you is authorized by the statute.
8 We are eager to commence poker gaming in Pennsylvania.
9 We're behind the curve compared to some of the other
10 operators with respect to this. We believe that
11 there's a demand for it. And as we've mentioned
12 before when we've been before you, unlike slots, which
13 didn't show much of a crossover between the racing
14 customer and the slots customer, we believe that
15 there's a good synergy and there will be an effective
16 crossover between the poker player and the racing
17 player. Placing the poker machines in the existing
18 grandstand building adjacent to our racing
19 operation --- by the way, our upgraded and refurbished
20 and expanded racing operation on the third floor, as
21 well as on the first floor, we think is a good
22 location and will help improve the performance of the
23 racing operation and provide for a fully viable poker
24 operation. So the synergy is an important item that
25 pushes us to put these tables in the existing

1 grandstand. In addition, we are also working on an
2 expansion of the existing casino. I'm sure you feel
3 there is no end to the OPs coming at you from Parx,
4 and you'll have yet another one pending after this.
5 But this is a way to establish the poker operation
6 much more quickly than we could if we had to wait and
7 expand the existing main Parx building, yet do it in a
8 high-quality environment with appropriate finishes for
9 the poker customer. The gentleman running our poker
10 operation believes that this will be the nicest poker
11 facility that he's ever seen, and we tend to agree
12 with that. So they're the basic reasons that we bring
13 this request before you, we get it done quickly, we
14 get it done in the right place and we get it done in
15 accordance with the statute.

16 CHAIRMAN:

17 Mr. Bonner, can you just explain this ---
18 the sheet that's on the screen now? I mean, I see the
19 yellow section to the left side on my screen and then
20 the white section to the right. And I also notice on
21 the left side that it looks like some of the tables
22 are light gray and some of them are black. So could
23 you walk ---

24 ATTORNEY BONNER:

25 Yes, ---

1 CHAIRMAN:

2 --- us through that, please?

3 ATTORNEY BONNER:

4 --- we can. As you know, Mr. Chairman,
5 we're limited by the statute to a certain ratio of
6 poker tables to total tables. We have 57 non-banking
7 games that --- we have 57 banking games that we
8 operate in the Parx Casino. Using the statutory
9 formula, we're permitted to operate 24 non-tournament
10 poker tables under the statute. So there are 24
11 tables shown in the darker color that are in the lower
12 right quarter or so of that yellow area. The poker
13 tables to the top of the yellow area and the five
14 poker tables below that horseshoe-shaped bar are
15 tables that we are not going to put into operation
16 until we increase the banking game count and are then
17 permitted by statute to increase the number of poker
18 tables that we can use on a non-tournament basis. And
19 we have no present plans to conduct tournaments with
20 the other tables, but of course, that's an option that
21 we could pursue.

22 CHAIRMAN:

23 Thank you. OEC, do you have any
24 questions for Greenwood?

25 ATTORNEY PITRE:

1 With regard to the poker tables that will
2 be in the grandstand area, is Greenwood committed to
3 making that particular floor plan no more than 50
4 percent smoking and non-smoking or 25 percent
5 initially and then 50 percent going forward? Because
6 we don't want --- I don't think it's the position that
7 there should be an aggregate count with regard to the
8 two floors in the two separate facilities. I'd like
9 to know if you're committed to doing that today?

10 MR. DEANGELO:

11 This is Len Deangelo, D-E-A-N-G-E-L-O.
12 Thank you. Our plan right now today is for all of the
13 poker tables to be non-smoking. And the only smoking
14 area in that space is the designated area directly
15 around the barn.

16 ATTORNEY PITRE:

17 And is it your understanding or is it
18 your position today also that you're not going to
19 exceed in the main area --- more than 50 percent of
20 the floor in the main area alone?

21 ATTORNEY BONNER:

22 You mean in the Parx Casino building?

23 ATTORNEY PITRE:

24 The Parx Casino building.

25 MR. DEANGELO:

1 At this time, under OP-15, that is
2 correct.

3 ATTORNEY PITRE:

4 Okay. The other thing, we've had a lot
5 of problems with underage children in cars. Are you
6 committed today to comply with the condition that you
7 will install surveillance cameras on the outside of
8 the facility as deemed reasonable by Board staff?

9 ATTORNEY BONNER:

10 Chairman, you and the Commissioners will
11 certainly recall our discussions on this. We had
12 committed to you that one of the three proactive
13 measures we were taking included the installation of
14 additional surveillance cameras in the parking lot
15 areas of our facility. When we opened in December we
16 had 15. We had told you --- the number moved a little
17 bit. We said 31. We ultimately came back and said it
18 would be 29. We presently have 27 cameras operating,
19 whatever the math is, 12 added since we opened in
20 December. One of the cameras is being repaired now
21 and is expected to be back in operation any day. We
22 would then have 28 cameras. There is a 29th camera
23 that originally was placed --- was designed to be
24 placed in operation. But since we've begun the
25 preliminary phases of our expansion work, we've had to

1 take that camera out of service. So we've gone from
2 15 cameras to 28 cameras, 27 of which are presently
3 operating. The 28th will soon be back in service. We
4 believe that that installation is fully responsive to
5 exactly the condition that Mr. Pitre is talking about.
6 However, we're willing to review the camera plan with
7 Board staff and make adjustments as might be
8 reasonably required, based on the review.

9 ATTORNEY PITRE:

10 I believe that Greenwood is correct, that
11 they are legally able to have tables in a separate
12 facility. However, that comes with a Board
13 authorization. OEC is of the position that basically
14 it's the Board's decision if they want to authorize
15 that to take place, to have gaming tables or gaming
16 equipment in two separate buildings. With that, we'd
17 only ask that if the Board does approve this, that it
18 be subject to the specific conditions outlined in our
19 response, with one additional condition, that we would
20 like --- Dale Miller will address to the Board.

21 CHAIRMAN:

22 Go ahead, Dale.

23 ATTORNEY MILLER:

24 This is a condition with regard to
25 security cameras on the grandstand to monitor the

1 outside of the facility. And the condition we'd like
2 to add is that prior to the commencement of table
3 games operations in the Philadelphia Park grandstand
4 facility, Greenwood shall install surveillance cameras
5 to cover the outside of the grandstand facility in
6 sufficient numbers and quality so as to ensure the
7 safety of the public and the patrons of the facility.
8 The Director of the Bureau of Casino Compliance shall
9 approve the security and surveillance measures before
10 Greenwood may make available for play any table games
11 in the Philadelphia Park grandstand facility. That
12 would be the condition.

13 CHAIRMAN:

14 Thank you. Questions from the Board?
15 Commissioner McCabe?

16 MR. MCCABE:

17 Yes. I have a few concerns and
18 questions. One is I'm kind of looking at this as
19 possibly a new opening, so one of my concerns is your
20 internal controls for this new facility, new building.
21 Have we received a copy or has our casino compliance
22 people received a copy of the internal controls for
23 this building?

24 ATTORNEY MILLER:

25 We on the staff have been working with

1 Philadelphia Park during the pendency of this petition
2 to make sure that any changes to the internal controls
3 necessitated by this opening, as you say, are taken
4 care of. One of the conditions is that prior to the
5 opening or the commencement of the poker parlor, they
6 must submit those internal controls. And that will be
7 monitored by our Bureau of Gaming Operations.

8 MR. MCCABE:

9 My next concern is the security cameras,
10 and I want a yes or no answer. Will you, in fact, put
11 in the cameras that our compliance people say are
12 needed?

13 ATTORNEY KOHLER:

14 I think our only issue with that --- I
15 mean, we certainly, within reason, will.

16 MR. MCCABE:

17 Because I'm going to base my vote on
18 whether --- if I say yes or no based on your answer
19 here. Because if you're not willing to put in the
20 amount of cameras that we deemed as necessary for the
21 safety of the public, the safety of the patrons, I
22 don't know if I'm going to go with this. You guys
23 always push the envelope and --- you know, because
24 we're not a new board anymore. We've been here ---
25 I've been here for six years. I want to get a

1 commitment from you you will cooperate with us and do
2 what our casino compliance people think is necessary
3 to protect the public.

4 MR. DEANGELO:

5 First of all, we will do everything that
6 we possibly can to protect the public.

7 MR. MCCABE:

8 That's a yes. On the record, it's a yes.

9 MR. DEANGELO:

10 Well, we don't know what the request is
11 at the moment. We've not been notified. We have
12 no --- we have no knowledge of the request. We've put
13 out 29 cameras voluntarily into our parking lot for
14 that very purpose, to protect the public. We've been
15 successful with that plan. We've got roving security
16 guards, as we've promised. We're doing everything we
17 possibly can, and we will continue to cooperate. We
18 just don't know what the standards are at the moment,
19 so it's hard for me today to commit.

20 MR. MCCABE:

21 One of the concerns is people being
22 followed away from the facility to be robbed. As an
23 investigator, one of the first things we always go to
24 is let's go to the cameras. Let's get the
25 surveillance cameras. Sometimes some of the best

1 pictures are from the outside cameras as the
2 perpetrators, suspects or whatever you want to call
3 them are coming out.

4 MR. DEANGELO:

5 Uh-huh (yes).

6 MR. MCCABE:

7 That's one of my concerns, is can --- I
8 want to be able to get pictures of the people coming
9 out and going in. That's a concern of mine.

10 ATTORNEY BONNER:

11 We get them all the time, Commissioner,
12 with the camera setup that we currently have.
13 However, I didn't want to ---.

14 With respect to the specific condition, I
15 spoke with Cyrus before this proceeding. I spoke with
16 Jerry Stahl (phonetic), who will be your
17 representative who approves it. Jerry has always been
18 reasonable. Our concern is, on the record, agreeing
19 to an unlimited condition, and I'm sure we can work
20 around that.

21 But Commissioner, secondly, with response
22 to the specific language, as proposed by Dale, if we
23 have to add cameras, it requires cutting up the
24 asphalt in the parking lot to run cabling to poles
25 that might not currently have cameras. The cameras

1 that we just installed took us probably six weeks to
2 get installed. So if we agree to a condition, and I'm
3 certain we will, we'd like that to be not prior to
4 commencement of table games that cameras have to be
5 installed but we have an approved plan by BCC that we
6 will work to implement.

7 MR. MCCABE:

8 Let me put it simply. If Jerry Stahl is
9 happy, I'm happy.

10 ATTORNEY BONNER:

11 And we will be, too, Commissioner.

12 MR. MCCABE:

13 I guess that's the bottom line. And the
14 other thing is the concern I know that we all have
15 about the safety of the children in the parking lot.
16 From my recollection, isn't there parking lots off to
17 the side --- are you going to be using that for the
18 grandstand? Because at the track, people are going to
19 bring their kids. They're encouraged to bring that.
20 Do you have any plans to try to safeguard where the
21 grandfather, the father, the mother, doesn't sit the
22 child out in front to watch the horses as they then go
23 inside to gamble?

24 ATTORNEY BONNER:

25 The racing operation is fairly well

1 removed from the --- it's 700 feet away from the Parx
2 Casino. But if you're referring to ---.

3 MR. MCCABE:

4 Going into the poker room.

5 ATTORNEY BONNER:

6 In the poker room? We have ---
7 Commissioner, we have security everywhere on the
8 property, including out on the racing apron. And
9 we'll certainly have it inside both the casino area
10 and the pari-mutuel area. So we believe that we would
11 be readily alerted to any circumstances like that.
12 And there were occasions when we were running the
13 original building and we had a large lobby area where
14 we readily noticed children unattended inside the
15 lobby area and were able to locate the parents.

16 MR. MCCABE:

17 Thank you. And just remember, keep Jerry
18 happy. He keeps me happy.

19 ATTORNEY BONNER:

20 Understood, Commissioner.

21 CHAIRMAN:

22 Commissioner Sojka?

23 MR. SOJKA:

24 Yeah, that last part helped me a great
25 deal because, as you understand, I'm in a somewhat

1 conflicted position right here because I've been
2 consistently encouraging you to do things to integrate
3 the racing and gaming activities. The movement of
4 poker tables in there does that. But also I've
5 frequently, I think, come to your aid talking about
6 the fact that we want young people to be able to
7 attend racing. And now I realize that I'm caught in
8 this complex issue in which the grandstand, again,
9 becomes a gaming facility. So I'm not only concerned
10 about those cameras in the parking lots. I'd love to
11 be comfortable about the fact that you know who's
12 coming in off the picnic area and all sorts of ingress
13 into that area to make sure that we're not getting
14 youngsters --- or younger people that we're
15 encouraging to come to racing and not getting them
16 into the gaming areas. It's a push/pull thing. I'm
17 going to just ask you. It's an easy answer. Are you
18 confident that you'll be able to do that? You say you
19 have security inside at several levels. Will you have
20 that on the outside, around the picnic area in the
21 apron, that will allow you to see who's going in?

22 MR. DEANGELO:

23 Well, first of all, you can't enter the
24 poker area from ---

25 MR. SOJKA:

1 From there.

2 MR. DEANGELO:

3 --- the outside. This is on the third
4 floor of the grandstand. It's not adjacent to the
5 ground level space in any way, shape or form.

6 MR. SOJKA:

7 But they get in the building.

8 MR. DEANGELO:

9 They can get in the building. And
10 they're free to enter the building because it's ---
11 that is the racing area. That whole first floor of
12 the right side of the building is free for them to
13 enter, as it is on this floor, which is the clubhouse
14 floor. It's free for children to enter into the space
15 designated as white on that blueprint as well. That's
16 a family area. The horsemen bring their families and
17 they have dinner and so forth in that area. Where
18 we've put up the demarcation line as it relates to
19 protecting the gaming space is that the poker room, as
20 you can see, is really the other half of the floor.
21 It's surrounded on three --- almost three and three
22 quarter sides by walls. There's only one way in, and
23 there's one fire exit out. And the fire exit is
24 alarmed and locked from the stairwell so no one can
25 enter from the stairwell side of the space. And the

1 front area is fairly constricted in its entryway, and
2 that will have 24-hour security right there. So it
3 will be very difficult.

4 MR. SOJKA:

5 And that's a good choke point where you
6 have 24-hour ---.

7 MR. DEANGELO:

8 Very good choke point. Very good choke
9 point.

10 MR. SOJKA:

11 Well, that helps me. Could I ask one
12 other related thing, and that is --- well, we get
13 caught in this business of our ratios, what drives
14 what, and you've got a max at the moment. Given your
15 number of banked table games, you have an opportunity
16 to put in 24 non-banked, non-tournament tables, but
17 you certainly have capacity for a lot more. Are we
18 going to see one side driving the other? Are you
19 likely to come back to us at some other point and say,
20 well, now we could have more poker tables, because
21 poker is a big deal for us and therefore that's a
22 reason for why you should give us more banked games in
23 other places, or are you willing to deal with this as
24 every time totally separate arguments?

25 ATTORNEY KOHLER:

1 Maybe I misunderstood at the end, but ---
2 let me take a shot at it. And I meant to address this
3 earlier. We are actually installing 61 poker tables.
4 We're only operating 24. We already have before you
5 OP-16, which this is OP-15, which will propose to
6 increase the number of banking games. Assuming that
7 that effort is successful, ---

8 MR. SOJKA:

9 Then it's more poker tables.

10 ATTORNEY KOHLER:

11 --- then it's more poker tables. The
12 reason that we've broken it up is for a couple
13 reasons. We felt that by breaking it up, we could get
14 these 24 tables up and running more quickly. There
15 would be less for staff to review, so forth and so on.
16 In discussions with OEC, they've shown a preference
17 for breaking it up into smaller pieces. And the
18 reason that we propose to get approval of all 61 now
19 rather --- even though we're only activating 24, is so
20 we only have to do the construction once, so that we
21 don't have to go in and tear it up again as the number
22 of banking tables increases, therefore allowing us to
23 activate more non-banking games.

24 MR. SOJKA:

25 What I'm getting to get at is do you

1 think it will always be the banked games, the number
2 of banked games leading the number of poker tables or
3 do you see this situation turning around at some
4 point, where you want more poker tables and you will
5 then come to us with that as a rationale for why you
6 have to have even more bank games?

7 ATTORNEY BONNER:

8 Commissioner, I'm not sure what's going
9 to drive what, but we know right now that what drives
10 this is the statutory requirement. We must add
11 banking games ---.

12 MR. SOJKA:

13 Well, you can't uncouple that.

14 ATTORNEY BONNER:

15 Right. We must add banking games in
16 order to add poker games. As we sit here today, the
17 market tells us that they want us to have more banking
18 games. So we are going to add the banking games in
19 response to market pressures. We feel that 57 just
20 aren't enough. And if you've seen our numbers, it
21 indicates that. And then in connection with that, we
22 will also increase poker because we believe at our
23 facility 24 tables will not --- poker tables will not
24 supply the demand --- will not meet the demand.

25 ATTORNEY KOHLER:

1 As you know, if you've looked at OP-16,
2 if OP-16 is approved in its current form, we'll be up
3 to 203 table games, which is a pretty substantial
4 table game operation. I think what drives what at
5 that point is really completely dependent on the
6 market.

7 MR. SOJKA:

8 Okay. All right. We'll just cross those
9 bridges when they come. Thank you.

10 CHAIRMAN:

11 Commissioner Trujillo?

12 MR. TRUJILLO:

13 I am assuming that the security includes
14 the roving patrols and the signage that you have in
15 the other areas with respect to underage children?

16 ATTORNEY BONNER:

17 Yes, it does, Commissioner. Yes.

18 MR. TRUJILLO:

19 That's all I have.

20 CHAIRMAN:

21 Thank you. OEC --- any other questions
22 from the Board? OEC, do you have a presentation?

23 ATTORNEY PITRE:

24 No.

25 CHAIRMAN:

1 We're going to close this hearing. We're
2 going to take a break for executive session, and we'll
3 return in approximately 15 minutes before convening
4 with our regularly-scheduled meetings. In 15 minutes
5 we'll be back.

6 * * * * *

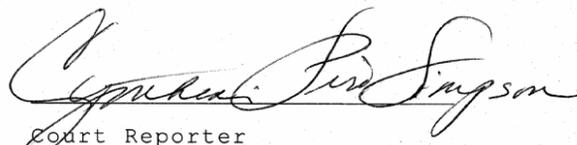
7 HEARING CONCLUDED AT 2:52 P.M.

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CERTIFICATE

I hereby certify that the foregoing proceedings, hearing held before Chairman Fajt, was reported by me on 10/27/2010 and that I Cynthia Piro Simpson read this transcript and that I attest that this transcript is a true and accurate record of the proceeding.


Court Reporter