

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: MOUNTAINVIEW - PENN NATIONAL CATEGORY 4 CASINO
LICENSE FOR YORK COUNTY

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HEARING

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BEFORE: LINDA S. LLOYD, Presiding Officer
David M. Barasch, Chairman
Kathy M. Manderino, Commissioner
Dante Santoni, Jr., Commissioner
Merritt C. Reitzel, Commissioner

HEARING: Thursday, November 1, 2018
10:00 a.m.

LOCATION: Springettsbury Township Municipal
Administration Building
1501 Mt. Zion Road
York, PA 17402

Reporter: Skyler Hope Wilson

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1 WITNESSES: John Finamore; Nelson Parker; Daniel Ihm;
2 Mark Swomley; Charles Wurster; Don P. Bishop; Kevin
3 J. Schreiber; Blanda Nace; Jon Meshel; Patrick
4 Hufnagle; Pamela Baum; Robert L. White; Bradley Eric
5 Culbartson; Lynn Mehring; Herbert S. Dixon; Duane
6 Patterson; Steven Wolf

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ALSO PRESENT:

STAN SAYLOR, REPRESENTATIVE

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

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3 PRESIDING OFFICER: Good morning,
4 everyone. My name is Linda Lloyd and I'm the
5 Presiding Officer assigned to conduct the public input
6 hearing addressing the Category 4 Casino proposed by
7 Mountainview Thoroughbred Racing Association, doing
8 business as Hollywood Casino at Penn National.

9 The proposed mini casino is to be
10 located in the Galleria Mall here in Springettsbury
11 Township.

12 So, before we begin, if everybody
13 could turn off or to vibrate their cell phones and
14 other electronic devices. I would like to remind
15 everyone that this proceeding is being recorded today
16 by a court reporter. And it's also being recorded on
17 video and simultaneously streamed live to our Board's
18 website.

19 As the Presiding Officer, I call this
20 hearing to order. The date is Thursday, November 1st,
21 2018.

22 The time is 10:02 and the location is
23 the Springettsbury Township Municipal Building,
24 located at 1501 Mt. Zion Road in York, PA. The
25 Pennsylvania Racehorse Development Gaming Act, as

1 amended, at Section 1305.1, created a new category of
2 Slot Machine Licenses referred to as Category 4
3 Licenses.

4 On January 10th, 2018 Mountainview
5 Thoroughbred Racing Association was the highest bidder
6 for the first Category 4 License Auction, with the
7 winning bidding of \$50.1 million, giving it the
8 opportunity to propose and build a facility within a
9 15-mile radius of the longitude and latitude
10 coordinates provided with its winning bid.

11 Springettsbury Township falls within
12 this proposed radius. This public input hearing is
13 held by the Board pursuant to the mandate found in
14 Section 1205(b)(1) of the Gaming Act, that requires at
15 least one public hearing to be held in the
16 municipality where the licensed facility is proposed
17 to be located, prior to the Board's consideration of
18 the Slot Machine Application.

19 The purpose of this hearing is to
20 provide the Applicant the opportunity to present its
21 plan for a Category 4 Casino to the Board and the
22 public, and to provide the public with the opportunity
23 to express their thoughts and share their concerns
24 about the proposed project with the Board.

25 This public hearing was advertised on

1 the Board's website, announced by the Board at public
2 meetings and advertised in local newspapers.

3 Today we have several members of the
4 Board present with us for the hearing today. To my
5 immediate left is Chairman Barasch and Commissioner
6 Reitzel. And to my right is Commissioner Santoni and
7 Commissioner Manderino.

8 The order of speakers today is as
9 follows. Penn National will have about 45 minutes to
10 make its presentation of its proposed project. We
11 will then hear from those who have registered to speak
12 today.

13 Elected officials will have 30 minutes
14 to speak, community representatives will have ten and
15 individuals will have three. Each speaker should
16 begin their remarks by stating and spelling their
17 name, and if speaking on behalf of an entity, the name
18 of the entity.

19 All public speakers will be sworn and
20 as a group before the start of the public comment
21 portion of the hearing.

22 While I do have a list of those that
23 have registered to speak today, there may be a few of
24 you in the audience that we're not aware that you
25 needed to register, but we will be allowing additional

1 Director Lloyd, Chairman Barasch, Commissioners. I
2 thank you very much for having us today. My name is
3 Michael Fabius, the law firm of Ballard Spahr,
4 representing Penn National Gaming.

5 We are very excited to introduce this
6 new project to the Board and to the - the township.
7 And we know that Penn National is not new to the
8 Board. But as we're talking about a new project, I
9 hope you'll indulge us as we give a little bit of - of
10 background about the company that may be familiar to
11 the Board, but may be new to the township.

12 With that, you know, with me today are
13 - are three representatives of Penn National. To my
14 immediate left is John Finamore, Senior Vice
15 President, Regional Operations. To his left is Nelson
16 Parker, Senior Vice President of Corporate
17 Development. And to his left, at the end of the row,
18 is Dan Ihm, Vice President and General Manager at the
19 nearby Hollywood Casino Penn National Race Course.

20 I have given the court reporter the
21 spellings of everyone's name, if that is helpful. And
22 with that, I'll turn it over to John.

23 MR. FINAMORE: Thanks, Mike. Mr.
24 Chairman, Commissioners, staff and Springettsbury
25 Township residents, good morning. My name is John

1 in the country.

2 With our recently completed Pinnacle
3 Entertainment transaction, today we operate 40 casinos
4 across the country. We - we project annual revenues
5 at - in excess of \$5 billion. And we have 30,000
6 employees throughout our system. In fact, we're -
7 we're essentially one transaction away from becoming a
8 Fortune 500 company.

9 So, again, from the humble beginnings
10 in 1972 here - nearby in Grantville, Pennsylvania,
11 this company has become a - a very large operator,
12 very large company. And we're - we're very - very
13 proud of that.

14 We're also very proud of the fact that
15 we are the largest operator of parimutuel facilities
16 in the country as well. The map in front of you just
17 shows our geographic diversity, which is absolutely a
18 strength of the company, and all the states in which
19 we're represented. And you can see our corporate
20 headquarters, to this day, remains in Wyomissing,
21 Pennsylvania.

22 And there it is, our home base. I'd
23 just like to run through our core values. These are
24 corporate core values that our - our properties also
25 adhere to. Obviously we focus first and foremost on

1 the - the guest experience. And we talk a lot about
2 working happy. And I think we - we've been recognized
3 with a number of awards for being a good employer.

4 I think one that we're most proud of
5 is - is this Bristol Associates Industry Award being
6 the employer of choice, which we have - we have won.
7 And that's an annual survey of casino executives
8 around the country.

9 We also have a commitment to diversity
10 and have been recognized in a number of our
11 jurisdictions for our success in that area.

12 Commitment to the community. We're
13 going to talk a lot today about our charitable efforts
14 and our involvement in our communities in which we do
15 business.

16 And of course commitment to
17 responsible gaming is a very big focus of our company.
18 Obviously our nearest property - our namesake property
19 is, again, as I mentioned, located in Grantville,
20 Pennsylvania. It's a \$400 million property, our total
21 investment. Just celebrated its tenth anniversary in
22 February of 2018.

23 Currently we have 917 members at that
24 property, just over 2,000 slots and 75 table games.
25 And then some of the data that I think is - is pretty

1 remarkable when you look at it, is over the ten years,
2 this property has generated \$1.6 billion in taxes and
3 fees for the Commonwealth, including \$156 million of
4 local share - our local share assessment.

5 In addition, this property over its
6 ten years has produced \$338 million in salaries, wages
7 and benefits for our team members and \$13 million in
8 annual local and state vendor spend.

9 I talked a little bit a moment ago
10 about charitable giving and our community involvement.
11 Here are just a few of the charities that we have
12 supported and worked with, primarily in Grantville,
13 but this is also true companywide in - in some of
14 these cases.

15 Our largest charitable endeavor has
16 been to support to the tune of \$3.75 million to the
17 IBD research at Milton Hershey Medical Center. But
18 you can see we've contributed \$1.3 million to local
19 and regional charities a hundred - and over \$100,000
20 to the local ACS Relay for Life, which has become a
21 company - a large companywide focus and charitable
22 partner for us.

23 Again, we're very proud of our record
24 in the communities and our charitable giving.

25 With that I'd like to turn it over to

1 Nelson Parker, our SVP of Corporate Development.

2 Thank you.

3 MR. PARKER: Thanks, John. Good
4 morning. So, I will start off by giving some brief
5 background about how we've gotten to this point and
6 then go into some more information about the project
7 itself.

8 As you've mentioned, obviously we won
9 the first auction back on January 10th for \$50.1
10 million, which we're very excited about.

11 We ultimately selected this 15-mile
12 radius, as you can see on the map, that centered on
13 the Borough of Yoe.

14 And we did that for a number of
15 reasons. As you can see, our property up in
16 Grantville is less than 30 miles away. And we tend to
17 cater to a market that is greater than excess of that
18 and be upwards of 120 minutes or so of driving time,
19 so customers all over the region.

20 For us we have guests that come from
21 this area. We know them very well. We know this
22 market very well. And it was important for us both
23 defensively and offensively to this location mainly
24 because we really like this 83/30 corridor because we
25 think it's such a strategic area for us, just given,

1 again, our current customer base, but also because we
2 think there's opportunity to grow this market.

3 And we think that there's opportunity
4 to grow the Lancaster market and particularly from
5 catering to folks that may ultimately go down to
6 Baltimore currently today into Maryland and driving
7 over into Pennsylvania instead and spending their
8 money here. Because we think there's an opportunity
9 potentially - excellent.

10 Is that better? Okay.

11 So, we think there's a great
12 opportunity in this area particularly.

13 So, beyond that, you know, I feel like
14 I've probably looked at every field and strip mall
15 and, you know, grocery store in this area for the last
16 four or five months. But we ultimately, you know,
17 chose the York Galleria. And we really like the story
18 around this - this particular location.

19 I mean, A - I mean, the location is
20 great and it's got great infrastructure, right along
21 30, which is a main, you know, artery that traverses
22 the county, if you will. The road system, which I'll
23 show you in a moment around the Galleria I think is
24 second to none. Visibility.

25 Certainly parking is a big thing we'll

1 talk about more. It has all the characteristics of
2 those things that we like to see for a facility. And
3 then there's an adaptive reuse story. And so you have
4 a mall that's arguably struggling.

5 We've seen them lose two of their
6 primary anchor tenants with the Bon-Tons and the Sears
7 very recently, loss of jobs. It could use a shot in
8 the arm.

9 And so, you know, we think instead of
10 building something from scratch, this is a good store
11 for us to come in and make an investment, which will
12 hopefully be a catalyst to reinventing this mall.

13 Which is not unique. It's not just
14 this mall. I mean, this mall's been around for a long
15 time and I think it's because of its location as to
16 why.

17 You see this all over the country, in
18 fact. And you see a lot of new entertainment uses
19 being, you know, brought into these types of malls.
20 And so we really think that we can help reinvigorate
21 that and bring in other development and reinvestment
22 for this township.

23 So, a little bit on the project
24 overview. We have \$120 million budgeted for this
25 project. That includes everything.

1 So, that includes the \$50.1 million
2 for the license fee that we - that we bid originally
3 in January. It includes the two-and-a-half million
4 that we will be paying for the Table Games License,
5 obviously construction fit-out, equipping the facility
6 and so on and so forth.

7 We - we've chosen what was formerly
8 the Sears anchor, again, I'll show you some more
9 information on it in a moment. We are using the lower
10 level of that facility. It's a two-story mall and so
11 it's 80,000 square feet in total that we have
12 identified here.

13 While we're - obviously have the
14 ability to - to open with more, 750 slot machines and
15 30 table games, we're only going to open with 500 slot
16 machines and 24 table games.

17 Again, I think we want to see how the
18 market receives the facility. We will build the
19 facility out, so that it can accommodate the full
20 gaming position count, but we intend to open with
21 something considerably less.

22 From a food and beverage standpoint, I
23 think Dan will talk a little bit more about this, but
24 a fairly straightforward program.

25 We're going to have a casual dining

1 type of venue, possibly a sports bar. We'll have an
2 entertainment lounge for live entertainment, quick
3 grab-and-go type of facility there as well.

4 We intend to have a sportsbook and a
5 racebook, a combined sportsbook, racebook. And
6 depending upon approvals, including when we would
7 receive a Gaming License, we think that it's likely
8 possibly open first half of 2020.

9 So, this is just context. I think we
10 all know where we are, hopefully, in this room. I
11 mean, we're sitting literally across the road from the
12 Galleria today.

13 But as you can see, I mean, the road
14 system, to me, is second to none. We're sandwiched in
15 between roads on all directions, two major
16 intersections along 30, which is, again, a main artery
17 that connects York and Lancaster. Lots of other
18 development in the area. So, there's a Hampton Inn,
19 there's restaurants.

20 Obviously the Galleria itself has got
21 a lot of promise. But for us, just outlined here in
22 pink, this is the area that we chose. This is the
23 Sears anchor. This sits furthest west of the - of the
24 - on the Galleria itself.

25 There's just some renderings. This is

1 kind of a before and after, if you will. So, this is
2 a view currently from the southwest, as if you were
3 standing, you know, towards 30 in the parking lot.
4 This is as it looks today.

5 Again, lower level, that's a retaining
6 wall on your right-hand side. It's the upper level of
7 the mall that we're not going to be occupying. We'll
8 be on the lower level itself.

9 This is an after vision, one of the
10 renderings that we have here. So, this would be
11 branded a Hollywood Casino.

12 Hollywood Casino I think we have 15
13 around the country. It's one of our higher-end
14 venues, higher-end brands. We have many brands that
15 we use.

16 This is going to be very compatible
17 with what we have in Grantville, which is also
18 Hollywood Casino, and also compatible with our
19 recently-announced Hollywood - Hollywood Casino in
20 Morgantown as well.

21 So, a lot of similarities with
22 Hollywood brand, particularly in the art-deco theming,
23 as you'll see. Color palettes are tan and beige; the
24 use of materials like stone, and brick and metal. So,
25 it'll be a very nice high-quality facility.

1 We intend to build an expansion, a
2 small expansion, onto the - onto the mall itself in
3 the front there where the sign area is. That
4 represents an expansion of the lobby area and also
5 vertical transportation. So, we would build - look to
6 build an escalator and maybe elevator, some stairways.
7 That way it'll allow our patrons to be able to access
8 the parking on the upper deck level.

9 So, we think this is a really good
10 idea and something that, again, will work very well
11 from this, operationally. It allows to, again, use
12 the parking to its fulfill - to its fullest.

13 Lastly I'll point out the use of the
14 port share. So, that's the overhang drive-through
15 area. We would look to construct something like this,
16 where people can drop off guests and so forth. If we
17 ever had valet parking one day, that would be the area
18 for that as well.

19 So, this is a view from the back end,
20 from facing towards 30 and from the northwest as it
21 stands today with the loading dock and - and entrance
22 and so forth.

23 This is what it would look like with
24 the redevelopment. So, minimum structural
25 modifications from this angle. Most of it would be

1 concentrate around the front door. But again, the
2 color palette, use of the loading dock, which was,
3 again, why we chose a lower level as being able to
4 obviously operate and utilize that. And then just to
5 the left of that we would have a dedicated employee
6 entrance.

7 So, our floor plan, which I can walk
8 you through this. It is color coded, since it's
9 difficult without the pointer, but the yellow,
10 obviously, is the gaming floor area. This is
11 approximately 30,000 square feet. This shows the 500
12 slot machines and 24 table games. Again, easily
13 expandable.

14 The area designated in blue is our
15 food and beverage program. So, that area in the
16 middle there is our casual dining sports bar type of
17 concept.

18 Also integrated in with that would be
19 a center bar area onto the gaming floor, and then also
20 an entertainment lounge with a stage for live music.
21 Again, so our patrons can enjoy that while, you know,
22 playing.

23 To the right, by the front door, would
24 be the Grab N' Go Grill, maybe coffees shop, so
25 something if somebody wanted to grab some - a quick

1 bite to eat, they could do that.

2 The area to the left in orange would
3 be the sportsbook and racebook that we have
4 programmed. And then everything else in gray and
5 otherwise really represent support for the facilities,
6 the operations on the front of the house, as well as
7 the back of house area as well.

8 As I mentioned, from a parking
9 perspective, one of the key reasons why we like this
10 location was its ample parking. Just immediately
11 contiguous to our facility is over a thousand parking
12 spaces, which we feel is more than ample for what we
13 need.

14 There's even more, if you want to just
15 walk slightly beyond that, several hundred more
16 available to us. The good news is, you know, our peak
17 operating hours are not necessarily going to overlap
18 with those of the mall, so we have no concerns
19 whatsoever at the least of sufficient parking for our
20 needs.

21 From a transportation point of view,
22 we spent a lot of time looking at traffic in the area
23 and trying to understand it. Making sure that, you
24 know, what we were looking to develop wasn't
25 necessarily going to be an issue.

1 And so we retained a group called the
2 Transportation Resources Group, TRG. They have an
3 office here in York. They handle a lot of larger
4 projects, as we're aware, to do a level of service,
5 internally, analysis for us, full traffic study.

6 We met multiple times with the
7 township and consulted with them on which areas for
8 which we should focus our analysis. And we determined
9 ultimately there were 11 areas in total, as you can
10 see on the map, designated with the green dots.

11 We also came to an agreement on what
12 hours we would focus on. So, we ultimately chose a
13 Thursday p.m. peak hour, to show kind of we thought
14 would be the most conservative.

15 So, maximum amount of traffic as well
16 as Saturday a.m. as well as a p.m. type of time frame
17 as well. And then lastly, we chose to look at this
18 analysis on a very conservative basis, again, assuming
19 the maximum amount of gaming positions.

20 So, just for a reminder, we intend to
21 open up at 65 percent of what we actually studied for
22 the traffic analysis. So, I hope this is a very
23 conservative analysis and I think that we found that
24 to be - to be as such.

25 But ultimately, you know, TRG did

1 traffic count to determine the existing conditions.
2 They then calculated future traffic generated by the
3 project, as you would. They projected 3,750 average
4 daily trips per weekday, which is the equivalent of
5 only two-and-a-half cars per minute. And 5,500 trips
6 per weekend, which is only 3.8 cars per minute.

7 And just for context, that's
8 distributed throughout all the road systems.

9 So, that's not one road here or there.
10 It's all over the place, as we studied in this area.

11 And just to put things in perspective,
12 I mean, there are areas around here like Memory Lane,
13 for instance, has 16,500 average daily trips per day.
14 Mt. Zion Road has 14,000 trips per day.

15 So, we think that it's a real minimum
16 impact to this area.

17 However, TRG did make three
18 recommendations for - for the project that we will
19 look to utilize. The first of which is that southwest
20 corner kind of in the middle of the screen that's
21 along Whiteford Road. It's the southwest driveway to
22 the mall.

23 That would be very close to the casino
24 itself. So, we would look to make that either an exit
25 only or ride in, ride out.

1 Currently it's both in and out as it
2 is today. We would also look to fund an optimization
3 of the timing at two other intersections. The
4 westbound lanes right there at - off of 30 at Mt. Zion
5 and Whiteford and then also at Pleasant Valley and Mt.
6 Zion as well.

7 And with those recommendations, TRG
8 feels that there will be ample levels of service and
9 shouldn't cause any issues.

10 So, in addition, we also looked at
11 other possible negative impacts with respect to the
12 development. So, utilities, obviously, a big thing.
13 Want to make sure there's ample resources and
14 availability, capacity for any utilities we need. So,
15 we looked at everything from sewer service, which the
16 township provides. It appears there's ample capacity.

17 We understand we had to acquire some
18 EDUs, which we have budgeted for and we'll do so. We
19 may also have to enlarge certain service lines that
20 are immediately connected to the building. But again,
21 that's something we would pay for and budget for.

22 Same would go for water. Certainly
23 sufficient capacity. Again, some waterlines we may
24 need to increase, but again, something that we have
25 budgeted for.

1 Beyond that things like electricity,
2 or telecom or natural gas all come to the facility,
3 all very much adequate for our needs. So, no issues
4 there whatsoever.

5 Street maintenance, again, as we had
6 seen with our traffic, we don't anticipate any major
7 issues or - or traffic levels that would increase
8 anything like a street maintenance. It's already a
9 well-trafficked area.

10 And then lastly, things like
11 permitting or zoning, we recognize that, of course,
12 you know, we're going to be a little bit of a burden
13 to the township, particularly when we're going through
14 the permitting process with the development and so
15 forth. But we'll pay for any permits. And I think
16 it's short term in nature. So, that shouldn't be an
17 issue there at all.

18 And then lastly, from my perspective,
19 from a development perspective, we also analyzed, we
20 think, what would be the positive impacts.

21 And so we retained a group called
22 Econconsult out of Philadelphia, that does economic
23 impact studies I worked for in the past - worked with
24 in the past, rather. And conducted a study based on,
25 we think, 75 direct construction jobs we'll be

1 creating for this project with \$36 million of direct,
2 upfront construction expenditures.

3 And along with that, if you factor in
4 things like the direct, indirect and induced positive
5 impacts, which stems from the multiplier or ripple
6 effect, if you will, of purchased goods and services
7 in spending of earnings by employees related to this
8 project, you will see a project creating over \$40
9 million in economic activity for Springettsbury, 271
10 jobs, nearly \$60 million for the county, and 400 jobs
11 and nearly \$70 million for Pennsylvania and 440 jobs.
12 So, fairly substantial.

13 There's sundry other income taxes and
14 so forth that will also benefit the township to the
15 tune of close to another million dollars. And with
16 that, I will pass this on to my colleague, Dan.

17 MR. IHM: All right.

18 Thank you, Nelson. First off I would
19 like to - my name is Dan Ihm. I'm the Vice President,
20 General Manager for Hollywood Casino at Penn National
21 Race Course. Sorry about that.

22 So, I'd like to first say good
23 morning, Chairman, Board. So, I'd like to thank you
24 for the opportunity to present the operation plan for
25 Hollywood York.

1 So, first off I know Nelson talked a
2 little bit about the capacity of the floor. We will
3 be opening with 500 slot machines. So, approximately
4 74 percent of those slots will be reel. Our video
5 slots, I'm sorry, versus reel. So that would help if
6 I would change the slide.

7 So, we will have 74 percent video,
8 approximately 26 percent reel. That's very similar to
9 how we operate right now at the Hollywood Casino in
10 Grantville. We just had a horn.

11 Right?

12 Okay.

13 Someone's telling me to stop. So, we
14 will be operating with 24 table games. We will be
15 looking at a variety of carnival games, blackjack,
16 craps and roulette.

17 We will be looking at approximately a
18 \$5 to a \$100 minimum wager, which, again, is very
19 similar to how we operate at the Grantville facility
20 today.

21 On the slot side as well, we are
22 looking at one penny to a \$100 denom. And probably
23 the floor will - will have approximately 70 percent of
24 the denom being a one-penny denom. And particularly
25 those games generate about 70 percent of the revenue

1 on the floor. So, we will probably be - also stick
2 with that.

3 Parimutuel wagering, sportsbook,
4 Nelson showed on the map earlier. We will be allowing
5 that as well. Sportsbook should be opening in the
6 next few weeks at the Grantville property. So, we
7 should have a much better understanding of the
8 sportsbook's operations when we do open up Hollywood
9 York.

10 We will have a casual restaurant and
11 bar. The casual restaurant will be about a 136-seat
12 restaurant. It'll be very - it'll be a
13 sports-bar-type theme restaurant, very similar to the
14 Skybox, if - if you've gone to the Hollywood
15 Grantville property.

16 So, we'll have a lot of televisions.
17 There'll be a lot of different types of opportunities
18 for food, from pizza to sandwiches, hamburgers,
19 et cetera. We will have a bar as well, which is -
20 will be located also adjacent to the restaurant and
21 next to the lounge and a small stage.

22 The stage, we will be offering local
23 and regional type free entertainment. That
24 entertainment will probably be on Fridays and
25 Saturdays. A Grab 'N Go restaurant, which is also

1 similar to a Hollywood and Grind that we have at a lot
2 of our Hollywood-branded facilities. And we will
3 offer coffee, hot, cold offerings to go, as well as
4 lunch favorites.

5 And when we look at employment
6 opportunities, John mentioned one of the core values
7 was working happy. And I can tell you that the team
8 members at the Hollywood Grantville, that is
9 definitely the case.

10 In fact, the Hollywood Grantville
11 property, we do engagement surveys every year,
12 companywide. And the Hollywood Grantville property,
13 who was - had the second highest engagement scores
14 from our team members of all of the Penn National
15 gaming family properties.

16 So, we're very proud of that. So, we
17 hope to transition that, obviously, into Hollywood
18 York facility.

19 We're looking at 200 direct full-time
20 team members. We'll have a range of positions and
21 experiences.

22 In fact, you know, that process has
23 already started. We've met with local workforce
24 organizations to discuss opportunities.

25 A few weeks back we actually

1 participated in a job fair within York, so we know the
2 labor market as it is today. We're trying to get a
3 head start, get people educated on some of the
4 different opportunities and offerings that we'll have
5 at the casino.

6 So, on the right-hand side, when you
7 look at the staffing, that just gives you some
8 opportunities to - to see what type of positions we'll
9 have offered. You'll see gaming, which is the highest
10 percent, which is a little over 42 percent. That will
11 offer positions in table games as Dealers, slots as
12 Techs, as Ambassadors, as well as the next biggest is
13 22.7 percent, which is food and beverage.

14 That will be frontline staff,
15 including cocktails (sic), cashiers, servers. And
16 we'll also have culinary staff involved.

17 So, that's kind of the general makeup
18 of the positions that we'll be looking - looking for.

19 The average salary at Hollywood York
20 will be approximately \$45,000. That's including
21 benefits. So, if you look down, you can see some of
22 the benefit offerings that we have within the company.
23 Those benefits are 401(k), medical, dental, paid time
24 off.

25 We do have a bonus program that we

1 offer throughout the casino for the team members.
2 Most of that program is focused on customer service
3 initiatives. So, we put a lot of emphasis into
4 customer service. And our team members are rewarded
5 based on providing that service.

6 Tuition reimbursement, professional
7 development. And then which is also very important is
8 we offer a free table game Dealer training and that is
9 a six-week course. It allows people an opportunity to
10 get into a very well-paying position without having
11 any Dealer experience at all.

12 So, it's a very intense, it's a very
13 educational program.

14 So, we also - when looking at
15 diversity of the workforce, we've looked at the
16 demographics and the census facts at York. I guess I
17 can give you an idea of where we are right now in
18 Grantville, which really emulates what is happening in
19 that market, as far as the census facts. So, we
20 believe York will be very similar.

21 So, just to give you an idea. At the
22 Grantville property, the Hollywood property, we have
23 907, approximately, team members. Forty-one (41)
24 percent of those are female, 19 percent are racial
25 minority, 99 percent of our team members are PA

1 residents and 72 percent reside in Dauphin and
2 Lebanon, County residents.

3 And we do have five percent at our
4 Grantville property that are York - York County
5 residents. And we will be utilizing some of that.

6 So, one of the - one of the keys to
7 employment at Hollywood Casino is advancement
8 opportunities. So, there are synergies between the
9 Grantville property, as well as the York property.
10 So, we believe there'll be a lot of advancement
11 opportunities for people to move from one property to
12 another, to get into management, supervisory
13 positions, but actually extends well beyond that.

14 John talked about we have 40
15 properties in 18 different jurisdictions. So, there's
16 an opportunity for all of our team members that if
17 they chose to move on to a different jurisdiction or
18 try to move on and advance their careers, whether it's
19 in the same skillset or learn new skillsets, there's
20 opportunities within those 40 properties, throughout
21 those 80 jurisdictions for our team members to advance
22 and to grow.

23 So, looking at operational, our social
24 responsibility, one of the foundations to our
25 operations is our social responsibility. And we do

1 take that very seriously. So, responsible gaming, it
2 really starts with training and education.

3 So, we talked about the 200 team
4 members that we're looking at onboarding. Training is
5 provided upon new hire for every single individual
6 that comes on board. We also have annual training
7 thereafter.

8 We conduct quarterly roundtable, which
9 are knowledge checks. Those quarterly roundtables are
10 done throughout all of our departments, as well as
11 daily preshift discussions. So, most of our team
12 members have preshifts - preshifts before going onto
13 the gaming floor. And these are great opportunities
14 for us to discuss and continue the education process
15 on responsible gaming.

16 We have a state-of-the-art ID
17 verification system, which is used at all of our main
18 entrances, which is the Veridocs.

19 Mainly that system is used to check
20 IDs for underage and look for false IDs. We do check
21 anybody's ID who's - who looks to be under the age of
22 30.

23 And one of the programs that we
24 offered in Grantville that we'll continue to offer,
25 because it's been very successful for us, is the 100

1 for 100 days program. And what that program is, is
2 it's really our commitment to monitor and keep
3 underage people off the gaming floor.

4 So, for every hundred days we go
5 without having a minor that enters the floor, each of
6 our officers are given a hundred dollars. And so far
7 from that program we've paid out over \$95,000 to our
8 officers. So, it's a nice incentive, nice bonus, to
9 make sure that they - they watch those front doors.

10 And then you'll see, Know Your Limit.
11 Well, part of our self-excluded program, the State has
12 approximately 12,000 statewide self-excluded
13 individuals. So, the philosophy for Hollywood Casino
14 and Penn National is if you are self-excluded in any
15 jurisdiction throughout - throughout the U.S., you
16 will be self-excluded from the Hollywood Casino York,
17 as well as any of our properties.

18 And really the philosophy is, is once
19 you self-exclude or you identify that you have a
20 gambling problem, it doesn't automatically disappear
21 when you cross state lines.

22 We're very proud of providing direct,
23 indirect contributions to the township, county and the
24 Commonwealth. Nelson showed you a slide earlier and
25 talked a little bit about the development, economic

1 impact. So, you can see up on the screen, this is the
2 operational economic impact. This is for direct and
3 indirect one-time impacts, as well as upon
4 stabilization.

5 So, I'll just give you a moment -
6 without having to read through every one of those, but
7 give you a moment to take a look and see the
8 significant amount of dollars that'll be impacting
9 Springettsbury Township and the - the county.

10 So, the next slide is really what I
11 wanted to focus on. And that is the local economic
12 impact.

13 So, the local economic impact upon
14 stabilization to Springettsbury Township is a little
15 over a million dollars annually in net revenues. So,
16 this is a significant amount of money that can benefit
17 the township and benefit the citizens.

18 Public safety. So, as far as
19 operationally, we really have two, I guess, lines of
20 defense, I say, on public safety. So, - and that's,
21 obviously, one of our responsible - social
22 responsibilities is public safety.

23 So, we have surveillance and we have
24 onsite security. So, looking at surveillance, just to
25 give you a little idea of - of how surveillance would

1 look. We have surveillance and will have surveillance
2 here at the York facility throughout the parking area.

3 So, it really starts when you first
4 enter or drive up in your car. There's surveillance
5 throughout the parking. We have surveillance located
6 at the main entrances and throughout the gaming
7 facility.

8 So, to give you a little bit of an
9 idea of the magnitude of - of surveillance coverage,
10 in Grantville we have a little over 900 surveillance
11 cameras at the property. So, we are observing and
12 watching everything, because public safety is such an
13 important aspect to - to our facility.

14 We also have onsite security. So, let
15 me give you just a little idea about onsite security
16 and how that process works. So, onsite security and
17 surveillance, they both run 24 hours a day, seven days
18 a week.

19 Our onsite security are EMT-trained.
20 Each - each officer is licensed by the Pennsylvania
21 Gaming Control Board and they have an extensive
22 background check.

23 We have a program called 40 Hour
24 Training Academy. And in that academy we identify
25 training for fraudulent IDs, impaired training, safety

1 hazard identification and underage identification.

2 Emergency evacuations or emergency
3 preparation (sic) plans are also part of that training
4 for our security. We have security officers that are
5 at every location. We have security officers that
6 roam throughout the facility.

7 And even as important, there'll be
8 security officers roaming the parking lots within the
9 York facility, as part of our Public Safety Program.

10 Public safety, as relates to
11 Springettsbury Township. We've had the opportunity to
12 already meet with Police Chief Stump and Fire Chief
13 Hoff in Springettsbury Township. And we discussed
14 some of the public-safety issues as it relates to
15 police, fire and EMS.

16 We also conducted, through ESI, a
17 study. And the study shows that there's very minimal
18 impact as relates to any economic impact related to
19 police, fire or EMS.

20 So, to give you some ideas, the study
21 indicates that approximately - the police can expect
22 four additional calls per month. Fire is expected to
23 receive approximately 1.5 additional calls per month.
24 And EMS also 1.5 additional calls per month.

25 When looking at existing tourism,

1 we've also had the opportunity - our Penn National
2 gaming staff as well as our corporate office has the
3 opportunity to meet with the York County Convention
4 and Visitors Bureau, York Revelation and York Expo, to
5 discuss opportunities.

6 And we look forward to discussing more
7 opportunities as partnerships to drive visitation to -
8 to both Springettsbury and York County.

9 We also look forward to partnering
10 with marketing opportunities and initiatives as we
11 start looking at whether it's car giveaways or - at
12 the Grantville property we just gave away a Harley
13 Davidson. So, those are also other opportunities to
14 partner with the local economy.

15 So, in summary, Penn National has been
16 based in PA since 1972. We've grown to the largest
17 regional gaming operator in the U.S. We've operated
18 the Hollywood Casino Grantville since 2008, for ten
19 years, and have been in York since 1995.

20 We are making a direct investment, net
21 of gaming license fees, in the York Galleria of
22 approximately \$70 million. That will drive tens of
23 thousands of new visits to the mall and will hopefully
24 become a catalyst for redevelopment and additional
25 investments in the mall.

1 We talked about creating approximately
2 200 jobs, well-paying jobs, and benefits, and - and
3 the opportunity that I talked about earlier, about
4 advancement.

5 Throughout the presentation we've
6 discussed the positive impacts resulting from the
7 project, including traffic and including public
8 safety. All of those should have a minimal
9 incremental cost to the township.

10 And last but not least, when
11 stabilized, the project is projected to create an
12 excess of \$1 million per year in tax revenue paid
13 directly to Springettsbury.

14 This is a significant amount of new
15 revenue that can be used for a wide variety of
16 projects to benefit the township and its citizens.
17 So, with that, that is the end of the presentation.
18 So, I'd like to turn it back to Mike.

19 ATTORNEY FABIOUS: Thank you, Dan.
20 With that, we'd, as a housekeeping measure, just -
21 just ask that the presentation and the transcript from
22 today be included as part of the application in the
23 record. And that - that concludes our presentation.

24 PRESIDING OFFICER: I believe we might
25 have one question from one of the Commissioners.

1 MS. MANDERINO: Thank you. Questions,
2 but I'll try to be brief. With regard to your traffic
3 recommendations that you came to, what was not clear
4 to me is whether those recommendations were the
5 consultant's recommendations or the consultant's
6 recommendations confer - discussed and agreed upon
7 with the local municipality.

8 MR. PARKER: I can address that. It's
9 Nelson Parker. In fairness, those are our
10 consultant's recommendations.

11 We have consulted with the township,
12 but to be honest, we need to probably have a further
13 discussion around what ultimately, you know, they have
14 ideas around, based on those findings.

15 MS. MANDERINO: With regard to the
16 entrances, when I looked at the floor plan it - there
17 was a lot of focus on the front entrance from the
18 lower level.

19 And maybe I misunderstood the
20 discussion about the escalator, but is there an
21 intention for there to be some sort of entrance or
22 some sort of access that gets you down to - from the -
23 from the mall end of the building?

24 MR. PARKER: So, - so we - again, so
25 we intend to construct vertical transportation, if you

1 will, escalator that will get you from the exterior of
2 the upper level to the lobby of the casino itself. We
3 have intentionally not created a direct access to the
4 mall. Because we wanted one central area for security
5 purposes as its primary entrance. And particularly
6 because of, you know, minors and so forth.

7 We're very focused on that. So, we
8 have an entrance that's specifically for employees and
9 then the primary entrance for our guests.

10 MS. MANDERINO: But if I am a business
11 in the mall, for lack of - or a potential business in
12 the mall, the ability for ingress and egress at some
13 point to feed off of each other is there is what you -
14 I understand?

15 MR. PARKER: You have to go outside,
16 but for sure. And I mean, the idea is that we're -
17 again, we're going to be driving a ton of traffic,
18 people, if you will, to the mall. So, it's going to
19 spill over.

20 They're not just going to come to the
21 casino and leave. They're going to, obviously, enjoy
22 other types of entertainment or stores or retail,
23 restaurants or whatever it may be at the mall itself.

24 MS. MANDERINO: And then my last
25 question was on the - one of the last slides. It

1 talked about local impact.

2 And Mr. Ihm, I think you concentrated
3 on all but the one that I was like, how do you impact
4 housing? What were you imagining when you talked
5 about the local impact of positive things that were
6 going to be affected and housing was one of the three
7 in that list or whomever?

8 MR. PARKER: I think the housing
9 reference is usually with respect to these kind of
10 studies. You know, is there going to be a need for a
11 significant amount of new housing as it pertains to
12 new employment that you're creating?

13 And I think our study has found
14 there's sufficient housing in the marketplace. The
15 200 jobs we're creating, you know, we expect to employ
16 within the local economy. And so therefore, we do not
17 be a burden on, you know, housing market, if you will.

18 MS. MANDERINO: Thank you. Thank you,
19 Madam Chair.

20 CHAIRMAN: Just one follow-up
21 question. Talking about egress and ingress from the
22 mall. Where the existing internal entry point would
23 be into Sears, into the rest of the mall, that's going
24 to be blocked?

25 MR. PARKER: The mall itself that's

1 currently there, where you can pass through the -
2 what's - the existing Sears or was Sears into the
3 mall, correct, there'll be no physical connection.

4 CHAIRMAN: So in other words, just
5 looking at this in terms of restaurants or things that
6 might feed off of you. If somebody wanted to put a
7 restaurant in the mall, to get to the casino, they
8 wouldn't be able to walk through the mall and in
9 through the former opening of Sears into your mall.

10 They have to go outside and around?

11 MR. PARKER: And again, that was
12 deliberate out of concern over security, and again,
13 minors in the area.

14 From an operations point of view,
15 obviously it's more efficient to have less points of
16 entry. So, yes, you would physically have to walk
17 outside, either on the lower level or on the upper
18 level and into the mall itself.

19 CHAIRMAN: What is on the second
20 floor? Not the parking, but the retail space that's
21 above you, what - what's there?

22 MR. PARKER: Presently nothing. It's
23 vacant. It was - the Sears itself was two stories.

24 CHAIRMAN: Yeah, that's what I
25 thought.

1 So, when I call your name, if you
2 could come up to the podium here to speak. I will
3 remind you to speak into the microphone and state and
4 spell your name for the record, before you begin.

5 Our first commenter is - and I - I
6 apologize ahead of time if I mispronounce your name.
7 I am from York County, so most of these are familiar,
8 but Mark Swomley is the Chairman of the Board of
9 Supervisors in Springettsbury Township.

10 MR. SWOMLEY: Good morning. My name
11 is Mark Swomley. I provided the spelling to the lady
12 over here, so that they have that. I am Chairman of
13 the Board of Supervisors here at Springettsbury and
14 reside in the township at 3366 Barwood Road.

15 I would like to thank the Pennsylvania
16 Gaming Control Board for the opportunity to give
17 testimony at this hearing this morning.

18 I'd like to start with an overview of
19 the process that has taken place here in the township
20 over about the last year since the press has gotten it
21 wrong every time on the foregoing issue and I'd like
22 to clarify things.

23 The vote originally was three to two
24 to opt out of the State's plan for a Category 4
25 Casino. And while there were many different thoughts

1 expressed by the members of the Board about why there
2 should or should not be a casino in Springettsbury,
3 one of the reasons for opting out at the time was the
4 fact that we did not have gaming defined in any of our
5 limits.

6 If we had opted in at that time,
7 gaming would have been allowed in any or all zoning
8 district, by some people's definition, or at least in
9 any zoning that allows entertainment. And also just
10 as the laws changed to permit Category 4 Casinos, the
11 laws can change again to permit other uses.

12 So, at the end of 2017, one of our
13 supervisors on the Board had fulfilled his term and he
14 stepped down. And there was a new elected official
15 that - that took his place.

16 The desire was expressed to revisit
17 the whole issue of the casino and to take a look at
18 possibly opting back in. I stated at that time that I
19 could not support a change to opt in unless and until
20 we defined gaming in our zoning limits.

21 So, our staff, community development,
22 undertook that effort. And to the Board's
23 satisfaction developed a - a reasonable plan for
24 defining gaming in districts that would be allowed.

25 So, in February of this year, we

1 reversed our position from opt out to opt in by a four
2 to one vote. What the press leaves out of this story
3 is that there was a change in membership in the Board.
4 So, the dynamic of the Board changed.

5 And they also leave out the efforts
6 undertaken by the community development staff to
7 define gaming and to select zoning of commercial
8 highway for its location.

9 Also, just so that everybody
10 understands, we did not change our zoning to allow
11 gaming as the press continues to say. Instead we
12 changed it to limit it to the zones that we had
13 control over.

14 The media also reports that Supervisor
15 Nace resigned from the Board shortly after the opt-in
16 vote.

17 The truth is, his resignation came
18 almost seven months after the vote, because he had
19 sold his house and moved out of Springettsbury
20 Township. And he was required by law to resign from
21 the Board on the day that - that he signed on his
22 house sale.

23 The media also reports that
24 communications went dark between Penn National and the
25 township, as if something nefarious was happening.

1 My understanding was that Penn
2 National was in their due diligence period during that
3 time. And we had no expectation of communications.
4 At least I had none.

5 During this time we held hearings on
6 the zoning changes that we had proposed and held
7 public comment. While some people turned out in the
8 township to attend the hearings, many of them not from
9 Springettsbury itself, but from the surrounding area
10 and were vocal against the casino, I received mostly
11 positive comments.

12 In fact, almost every one that
13 approached me outside of the township, out in my daily
14 life, whether it's in the grocery store or telephone
15 calls at my home or whatever, were all positive for
16 the casino.

17 So, when I take a look at the - at the
18 position that I present, I take a look at the
19 interests of the constituents that I am representing.

20 We ultimately voted for the zoning
21 changes that staff recommended. So, my reasoning for
22 speaking in support of the casino today largely
23 reflects and echoes the sentiments of the majority who
24 have approached me who favor the casino.

25 The casino, as we've seen from the

1 earlier presentation, will bring construction jobs
2 over the 12 to 18 months that that will be in effect,
3 somewhere in the range of 75, I think we saw in the
4 slides. The casino will bring in a full-time
5 workforce upon opening that will employ a couple
6 hundred people.

7 The mall has been losing businesses
8 and customers over the last number of years. The
9 casino will spur economic growth that will revitalize
10 the mall and the area surrounding the mall.

11 As the township, we just sat through
12 several planning sessions to take a look at our
13 future. We spent quite a bit of time on strategic
14 planning, a lot of hours on budgeting, several more on
15 stormwater management and the unfunded mandates that
16 we've received from federal and state government. And
17 we've taken a look at our facilities.

18 We have police facilities that are in
19 need of renovation or complete rebuild, millions of
20 dollars in stormwater management that will need to be
21 spent over the next few years, required by the
22 Chesapeake Bay Authority and others. And the
23 continual increase in State-mandated pensions and
24 other costs, just to name a few.

25 With these initiatives facing the

1 township, we cannot afford to ignore the benefits that
2 the positive economic growth that the casino has the
3 potential to bring to our community will yield.

4 One of my platform principles when I
5 ran for office five years ago was to support
6 appropriate development and redevelopment. And this
7 is a prime example of appropriate redevelopment. This
8 is the kind of redevelopment that I envisioned and
9 that I believe is necessary for the long-term growth
10 of our community.

11 In closing, I believe that the Board
12 of Supervisors here at Springettsbury Township have
13 undertaken their due diligence to protect the
14 community while providing an environment for it to
15 thrive and prosper. Thank you.

16 PRESIDING OFFICER: Thank you.
17 Charles Wurster, the Secretary, Treasurer of the
18 Springettsbury Township Board of Supervisors.

19 Mr. Wurster.

20 MR. WURSTER: Good morning. I am
21 Charles Wurster. And I have provided the stenographer
22 a correct spelling of my name.

23 I'm a member of the Board of
24 Supervisors at Springettsbury Township and I reside
25 here at 418 - 4-1-8 Grant Drive in York.

1 Good morning, members of the
2 Pennsylvania Gaming Control Board. Thank you for
3 convening this hearing here in Springettsbury Township
4 today.

5 As an elected municipal official, I
6 find it important that you hear from members of the
7 community on this matter of granting a new Category 4
8 Mini Casino License in York County.

9 Thank you for this opportunity to
10 speak to you today on behalf of the citizens of
11 Springettsbury Township. I point out that the
12 thoughts expressed and follow are my own. That is to
13 say I speak as a member of the Board of the township,
14 Board of Supervisors, not on behalf of the five-member
15 Board collectively.

16 After serving Springettsbury Township
17 as a member of the Parks and Recreation Board and
18 Planning Commission, I was elected to the Board of
19 Supervisors in 2017.

20 It was late in my campaign for
21 Supervisor that Governor Wolf signed House Bill 271
22 into law, which authorized the creation of ten
23 Category 4 Slot Machine Licenses.

24 Up to that moment, Springettsbury
25 Township Zoning Ordinance did not provide any guidance

1 for a casino within township borders. I understand
2 the decision of the previous Board of Supervisors to
3 opt in December 2017 was in part because there was no
4 zoning provisions for casinos in the township.

5 Up until this new legislation became
6 law, a casino in Springettsbury Township was not
7 legally possible. After the law, the township was not
8 ready, from a zoning ordinance perspective, to open
9 the door to a new casino.

10 As I took office in 2018, the major
11 question before me was, do the residents of
12 Springettsbury Township want a casino? Relatedly, I
13 needed to understand for myself the pros and cons of
14 such an establishment in our community.

15 Where would it be located? What were
16 the social and economic impacts of a mini casino
17 locally?

18 I thus began my own two-prong effort
19 to research the impact and learn what the people of
20 Springettsbury Township thought about a casino here in
21 their municipality. I began research on the social
22 and economic impacts of a - on a community by a
23 casino.

24 My efforts led me to two important
25 monographs that significantly shaped my position. The

1 first was an article titled Casinos and Cities, Can
2 They Live Together by Allen Mallach of the Brookings
3 Institution, printed in the community and banking
4 periodical of the Federal Reserve Bank of Boston.

5 This article shows how successful the
6 Pennsylvania casino strategy has been to draw casino
7 visitors from outside the Commonwealth.

8 This article also realistically
9 presents a casino model that is most beneficial to
10 communities and one less so. Mallach writes, putting
11 a casino on an unused site outside the city center
12 near an interstate highway exit may minimize traffic
13 and crime effects on a city, but at the cost of
14 essentially eliminating the possibility of positive
15 economic spinoff effects.

16 Conversely he notes, casinos can still
17 bring benefits to their host communities if local
18 government and other local stakeholders take the
19 opportunity to become active partners in citing and
20 planning of a casino to ensure that it is integrated
21 into the community's physical and economic fabric and
22 that the residents of the community share in the jobs
23 and the other opportunities that it brings.

24 I derive the notion that a casino that
25 delivers inferior social and economic effects is one

1 built far from town with no connections to the local
2 economy, hires workers from outside the areas, but
3 derives revenues exclusively from those local
4 residents who then have less spending power to support
5 existing businesses.

6 A casino that contributes to the
7 economic well-being of a community is one located
8 close to other businesses, attracts visitors from
9 outside the community and state and one that hires
10 from the local workforce.

11 I consider this latter model the
12 positive casino.

13 During the few days before Christmas
14 2017, I had the opportunity to visit the Galleria
15 Mall. I quickly noted more vacant spaces in this
16 regional shopping center that I recall from past
17 visits.

18 2018 has seen notable impacts to the
19 mall's occupancy rate, as Bon-Ton has closed their
20 store and Sears has filed for bankruptcy protection.
21 The significant real estate asset is suffering the
22 challenges of the Amazon Prime retail world.

23 Soon before taking office, I learned,
24 through township staff, that the owner of the mall's
25 representative had approached the township regarding

1 the possibility of the Board opting back in, in order
2 to accommodate one of the proposed mini casinos as a
3 tenant.

4 The Galleria Mall as a location for
5 the mini casino, in my mind, is an element of that
6 positive casino (sic). Locating at the Galleria Mall
7 maximizes the potential for casino patrons to visit
8 established businesses within and proximate to the
9 mall.

10 The Galleria is part of the township's
11 retail core. The casino, as tenant, within this
12 retail core, is better positioned to offer its patrons
13 close access to other retail and hospitality
14 businesses in the township than an out-of-town site.

15 By locating at the Galleria Mall,
16 existing vacant space may become occupied and other
17 retail and hospitality businesses may reconsider
18 locating their businesses to the Galleria, thereby
19 bringing new vitality into a retail center facing
20 notable vacancies.

21 Additionally, due to closure of
22 Bon-Ton in the York area, there are retail employees
23 seeking other employment. A casino, as an employer,
24 brings with it local jobs to the York community. As
25 proposed, the mini casino at the Galleria Mall is

1 positioned to deliver the positive economic effects to
2 Springettsbury Township in York County.

3 But what are the sociological impacts
4 in the community?

5 Again, I found research on the matter
6 in the federally funded study titled Effects of Casino
7 Gambling on Crime and Quality of Life in New Casino
8 Jurisdictions, written by Grant Stitt. The study
9 surveyed crime and court records in the areas of
10 suicide, divorce and bankruptcies in eight communities
11 that in the 1990s welcomed new casino establishments
12 to their communities.

13 The study was concluded in April of
14 2001. None of the community studies were located in
15 the Commonwealth of Pennsylvania.

16 The researcher in this study concludes
17 these following points in his executive summary. The
18 examinations of the study results indicate that there
19 can be no conclusive statement regarding the effect
20 that casinos have on crime.

21 And based on the findings of the
22 present research, it is difficult to generalize about
23 the effect of casino gambling on suicide and divorce.
24 And the results indicate that casino gambling is
25 associated with an increase in personal bankruptcy in

1 seven of the eight communities.

2 In those communities that have had
3 casinos the longest, tended to have the greatest
4 increase in bankruptcy.

5 This study, as does the Mallach report
6 cited earlier, suggests that any increase in crime is
7 not necessarily associated with gambling, but rather a
8 function of the increased tourism as the result of the
9 casino being a tourism magnet.

10 It also notes that the community
11 opinion on whether a casino is favorable or not is
12 divided over time.

13 In addition to servicing the people of
14 Springettsbury Township, I am also a community banker
15 with over 20 years of experience in the industry.
16 Professionally speaking, I'm not excited to see the
17 study's correlation between a casino and increased
18 bankruptcy cases.

19 Still, the study did not demonstrate
20 any distinct connection between a casino and ill
21 social effects such as crime and divorce.

22 I continue to ponder the prospect of a
23 casino at the vacant space in the Galleria Mall when I
24 started to notice the billboards on Interstate 83 in
25 York, which advocated for help with gambling

1 addiction. The Commonwealth of Pennsylvania is
2 proactive in mitigating the negative social impacts of
3 gambling addiction with this advertising assistance.

4 I hope that such action shall prevent
5 any addiction-related bankruptcies here in
6 Pennsylvania.

7 Considering all the factors from the
8 academic research, I concluded that the mini casino in
9 the Galleria Mall would be a net positive for
10 Springettsbury Township.

11 Concurrently with my research, I began
12 to reach out to the community as best as possible to
13 determine public opinion.

14 Through social media conversations
15 with friends, outreach to recently active campaign
16 committee members, and talking to fellow churchgoers,
17 industry professionals, service club members, fellow
18 employees and acquaintances, I uncovered a surprising
19 level of passion on this issue. Many of the people I
20 spoke with were ardent supporters of a casino in
21 Springettsbury Township.

22 While all the feedback I obtained
23 ranged from this ardent support to some uncertainty,
24 to some opposition, it was it clear that the most
25 vocal persons I encountered supported or strongly

1 supported the casino, while fewer wanted more
2 information or did not support hosting this type of
3 business.

4 I firmly believe that the four to one
5 vote by the current Board of Supervisors earlier this
6 year to opt in is representative of the opinion of the
7 community relative to the casino coming to
8 Springettsbury.

9 Since then I continue to personally
10 receive positive support for the decision to welcome a
11 casino to the Galleria Mall.

12 I do recognize that there are citizens
13 opposed to this project. At the township's public
14 hearing relative to the proposed zoning changes
15 necessary to accommodate a casino, certain citizens
16 expressed their concerns. I've considered these
17 concerns and their comments as well.

18 However, I perceive there's a majority
19 of community support willing to welcome a mini casino
20 to the Galleria Mall.

21 The township moved forward with
22 adopting the needed zoning change as necessary to
23 accommodate a casino in a manner we felt best for the
24 citizens of Springettsbury Township.

25 In late summer, Penn National Gaming,

1 Inc. announced that it would locate a Category 4
2 Casino in the former Sears location at the Galleria
3 Mall. Since the announcement I continue to receive
4 positive support for the casino as a member of the
5 Springettsbury business community.

6 This publicly-traded company has taken
7 the first major step by locating a casino in a
8 location where its visitors can visit existing
9 businesses at the mall and in Springettsbury Township.

10 Due to the departure of Sears and the
11 closing of a few Bon-Ton stores in York County, there
12 is a retail-orientated workforce seeking new
13 employment opportunities. I am hopeful that Penn
14 National, indeed, brings new job opportunities to all
15 of York Countians.

16 Longer term, I am also hopeful that
17 Penn National's community engagement enriches
18 Springettsbury Township's community.

19 I also expect the continuation by the
20 Pennsylvania Gaming Control Board and their proactive
21 campaigns to combat gambling addiction and mitigate
22 any addiction-related bankruptcies.

23 I also hope that the General Assembly
24 will take pause for many years before advancing
25 further state gaming legislation, as continued

1 expansion of Gaming Licenses may undermine the
2 positive effects that this mini casino should bring to
3 our municipality.

4 With Penn National Gaming as a tenant,
5 the Galleria Mall has new economic vitality. With the
6 mini casino, it will provide direct revenues to
7 Springettsbury Township. It is those economic
8 multiplier effects of new jobs, the attraction of new
9 patrons, additional tourism benefits and the
10 attraction of a new entertainment and retail
11 businesses in the township that will be the biggest
12 economic benefits to the township and to York County.

13 I, therefore, support the proposed
14 investment by Penn National Gaming, Inc. in
15 Springettsbury Township. Thank you.

16 PRESIDING OFFICER: I have reached the
17 end of my list of registered government
18 representatives. Are there any other elected
19 officials here today that might want to add comments
20 to the record today? If so, would you raise your
21 hands?

22 Okay.

23 Seeing none, we will move on to the
24 community groups that have registered today. And our
25 first speaker is Don Bishop from Affinigent, Inc.

1 Mr. Bishop.

2 MR. BISHOP: Thank you very much. My
3 name is Don Bishop, B-I-S-H-O-P. And I'm here
4 representing the Springettsbury Business Association.

5 I've been associated with the
6 Springettsbury Business Association since its
7 inception about 23 years ago. And first of all, the -
8 the Springettsbury Business Association has never
9 taken a position on any specific project in the
10 township and that's not going to change today.

11 But - but I will tell you a few things
12 about our - our position on economic development and
13 the kinds of things that - that we are in favor of in
14 Springettsbury Township and the kinds of things that
15 we're opposed to.

16 Just by way of background, I
17 personally have been a resident in this township for
18 over 30 years, raised my family here. My son and my
19 grandson lived here - currently live here. And I do
20 own a business in the township and have for over 20
21 years.

22 The Springettsbury Business
23 Association, our primary mission is to promote
24 economic development in the community in any way that
25 we can.

1 We generally are - are very active in
2 working with the local government to decrease local
3 government's involvement in business as much as
4 possible. But in the case of regulated industries,
5 that situation's a little bit different.

6 And we do work very closely with -
7 with the local government here to - to make sure that
8 we have local regulations that encourage business and
9 encourage the right kinds of businesses.

10 I would note that businesses and
11 especially small businesses, but all business tend to
12 be agents of change in our community. And that's
13 something that - that we encourage.

14 We're generally out in front doing new
15 things. And I think what you're discussing here today
16 represents one of those. I know that there are great
17 - there's a great bit of discussion in the community
18 about some of the social issues related to this
19 particular - this particular application.

20 I've been around this community for a
21 long time and we've had opposition to a great many
22 things over the years. Even, I'm reminded today, the
23 Galleria Mall itself was the subject of significant
24 opposition when it was originally built.

25 In this specific situation, when I

1 listened to - to the conversations that I hear about
2 this facility coming here, I'm reminded of the
3 situation a number of years ago when Springettsbury
4 Township was asked by York County to be the home of a
5 methadone clinic in this community.

6 And we heard significant opposition to
7 that as something that was unknown, and confusing and
8 scary to a great many people. And nobody else in York
9 County wanted it in their community.

10 But Springettsbury Township stepped up
11 at that point in time. And that facility located in
12 Springettsbury. And I think it's fair to say that for
13 the most part nobody heard anything about it again.

14 It was a very well-run facility, did
15 not cause problems - any problems that we're aware of,
16 in terms of police and other things.

17 And I think the - one of the points of
18 that is that from my point of view, Springettsbury
19 Township is an extremely well-run community.

20 You know, you heard from some of the
21 elected officials, the - the deliberate way in which
22 they approached this particular project. So I know
23 you'll hear a great deal of - of - of consternation
24 from some people, along with a great deal of support
25 from strictly business point of view.

1 You know, we are, as an association,
2 in favor of all reasonable economic development. And
3 specifically, from what I've heard today, this appears
4 to be a very reasonable economic development project
5 that - that I personally am in favor of. Thank you
6 very much.

7 PRESIDING OFFICER: Thank you. Kevin
8 Schrieber from the York Economic - York County
9 Economic Alliance.

10 MR. SCHREIBER: How is everyone doing
11 today? Good morning. Thank you, Commissioners.
12 Again, my name is Kevin Schreiber, K-E-V-I-N,
13 S-C-H-R-E-I, B as in boy, E-R. I didn't have to look
14 at that to spell it.

15 I want to thank the Commissioners for
16 joining us in York County. I'd like to thank the
17 township for hosting and certainly the members from
18 Penn National Gaming for their testimony. I'd like to
19 thank all the members of the public and the media for
20 coming out today.

21 Wouldn't be doing my job if I didn't
22 say thank you for visiting York County and encourage
23 all of you to stick around after the hearing and spend
24 some money in York County. We would appreciate that.

25 I'm here today on behalf of the York

1 County Economic Alliance, as President and CEO, to
2 lend support to Penn National Gaming's proposed
3 Hollywood Casino York Category 4 facility in
4 Springettsbury Township.

5 York County Economic Alliance drives
6 York County's economic growth by leveraging the
7 collaboration, resources and expertise needed to
8 create sustained prosperity in our county. And this
9 project will have, both at one time, and long-term
10 economic impact to our local economy.

11 Penn National Gaming is certainly no
12 stranger to York County. And Penn National reached
13 out to the York County Economic Alliance shortly after
14 securing the first auction for the Category 4 Facility
15 here in the Commonwealth.

16 They have actively engaged with our
17 staff since January regarding potential locations,
18 workforce development and community partnerships. And
19 the YCEA appreciates their willingness to forge these
20 relationships within the community well in advance of
21 opening this proposed location.

22 We're confident that Penn National
23 Gaming will be a beneficial partner in our community
24 well into the future.

25 Evidence that you've heard here today

1 from them and our primary interest today with respect
2 to our testimony is centered and with respect to the
3 economics of this proposed casino.

4 As indicated - and I won't belabor a
5 lot of the numbers, as you've seen them and heard them
6 repeatedly, but as indicated in the economic impact
7 statement, this project is expected to create \$41
8 million in one-time economic impact to Springettsbury
9 Township, supporting 271 jobs, \$14 million in earnings
10 for those jobs; \$59.9 million impact to York County,
11 supporting 400 jobs, of which \$19.8 million in
12 earnings.

13 \$68.8 million one-time impact to the
14 Commonwealth, supporting 440 jobs, of which \$22.2
15 million in earnings.

16 Construction for the casino is also
17 expected to generate tax revenues for the Commonwealth
18 for the duration of the project. And it is estimated
19 that that upfront construction is expected to provide
20 an excess of \$900,000 in income, sales and business
21 tax revenues.

22 And as you are all well-aware, as we
23 rattle off these numbers, in the millions with commas,
24 zeroes, it is - often seems very lofty. And it is
25 very easy to hear these numbers and disassociate from

1 them. But to the contrary, behind these numbers,
2 behind these dollars are actual individuals. These
3 are York Countians, these are Pennsylvanians, all
4 earning a livable wage.

5 These are families working in
6 construction, first-time employees building their
7 résumés. These are our neighbors managing the front
8 of house, the floor of the casino on an upward career
9 pathway.

10 So, to that end, the ongoing
11 operations of the proposed development are expected to
12 have a significant annual impact on the regional and
13 state economy.

14 Within the first year of operation, as
15 you saw earlier, the economic impact of the casino is
16 expected to represent approximately just shy of \$51
17 million within the township, supporting those 220 jobs
18 earning \$6.7 million ongoing.

19 \$72 million throughout York County,
20 supporting 370 jobs and \$12 million in earnings and
21 just shy of \$78 million within the Commonwealth,
22 supporting 400 jobs and \$13.6 million in earnings.

23 Ongoing operations of the proposed
24 development are also expected to increase various tax
25 bases, and therefore generate tax revenues both to the

1 Commonwealth and to the local community.

2 It's estimated that the ongoing
3 operations are expected to produce in excess of
4 \$800,000 in tax revenues for the Commonwealth and
5 nearly \$1 million a year to the local government per
6 year.

7 This economic impact includes new
8 income and business taxes from the direct, indirect
9 and induced economic activity generated by this
10 proposed development. And as with many counties in
11 Pennsylvania, there is an ever-present awareness and
12 certain sensitivity to property taxes.

13 And the primary way - until the
14 Legislature should make any changes to it, the primary
15 way for a local government, county government or
16 school district to maintain those property taxes,
17 meaning not increase them, is by growing and
18 diversifying their tax bases. This will do just that.

19 So, Hollywood Casino in York will be a
20 significant new economic engine to Springettsbury
21 Township and to York County. It will provide the
22 additional boost to our tourism and our hospitality
23 sectors.

24 It will give a needed boost to the
25 York Galleria Mall, as you've heard today. And we

1 know that there is already economic interest beyond
2 Penn National in the mall as a direct result of this
3 potential investment and license. We understand and
4 recognize that there are often concerns and questions
5 when dealing with subjects of this import.

6 That dialogue and discourse is very
7 important and not to be taken lightly. And again,
8 thank you for all of your attendance.

9 And thank you to Springettsbury for
10 all that they have done to get the word out about this
11 potential casino.

12 It is through our evaluation and our
13 perspective that we are excited to work with Penn
14 National Gaming. We have found, and believe others
15 will, that Penn National maintains an exemplary record
16 in their industry. And this ultimately equates to
17 jobs, tax revenue and an annual boost to our public
18 and private sectors.

19 And as a former State Representative,
20 now representing the York County Economic Alliance,
21 gaming has most certainly been a win in Pennsylvania
22 and it will be a win within York County. And the YCEA
23 looks forward to continued partnerships with Penn
24 National Gaming, Springettsbury Township to leverage
25 the collaboration, resources and expertise needed to

1 create sustainable widespread shared prosperity in
2 York County.

3 Thank you all for your attendance
4 today. Thank you.

5 PRESIDING OFFICER: And our next
6 speaker is Blanda Nace. And I know he wears several
7 hats. I'll let him tell us who he is representing
8 today.

9 MR. NACE: Thank you very much.
10 Blanda, B-L-A-N-D-A, Nace, N-A-C-E.

11 Good morning, Board. Thank you for
12 allowing us the time to - and the opportunity to
13 provide testimony this morning. I appreciate your
14 public service and your willingness to hear input on
15 this matter.

16 I've been a resident of York County
17 for the past 14 years, 13 of which were as a resident
18 of this township.

19 I am employed by the York County
20 Economic Alliance. We are the region's Chamber of
21 Commerce and economic development entity. And I serve
22 as Director of Strategic Development there. I also
23 serve as the Executive Director of the Redevelopment
24 Authority of the County of York.

25 I am Project Manager for the York

1 County Industrial Development Authority. And up until
2 six weeks ago, when I moved to downtown York, I was an
3 elected official, sitting where you sit now in
4 Springettsbury Township, where I served since 2016.

5 I have provided testimony to our
6 Commonwealth, to the Senate and House Urban Affairs
7 Committee, to the Pennsylvania Public Utilities
8 Commission.

9 And I'm very happy to provide
10 testimony today in support of the application provided
11 by Mountainview Thoroughbred Racing Association.

12 In my professional life, it is my goal
13 to ensure that the economy of York County and Central
14 Pennsylvania in general continues to grow and thrive
15 in a measured and continuous state.

16 We, as economic development
17 professionals, make every attempt to not only attract
18 job centers and tax revenue to our municipalities, but
19 also ensure that a balance of professional,
20 nonprofessional and service jobs exist. And that are
21 available to our residents. And that we make every
22 effort to retain and grow the existing businesses in a
23 reasonable manner.

24 My personal and professional mantra
25 has always been that we do not inherit land from our

1 grandparents, we borrow it from our grandchildren.

2 With the passage of Act 42 in -
3 October 30th of 2017 the Commonwealth Legislature and
4 the administration amended Title 4 by - by adding
5 Section 1305. Particularly in Section 1305.1.A.1,
6 which allowed a municipality the option to prohibit
7 Category 4 facilities, as long as the local
8 legislation was passed by each municipality by
9 December 31st of that same year.

10 That allowed for less than 60 days for
11 a municipality and its leadership to determine if its
12 residents are in favor of such legislation. But also
13 to explore the legality of zoning and placement of
14 such type facility in the different zoning districts.
15 And to vote an enact such an opt-out provision within
16 the confines of already publicly-advertised meetings.

17 Because the Category 4 Facility never
18 existed and was never defined in this Commonwealth,
19 there were few, if any, municipalities who were
20 prepared to determine how such a facility would -
21 would be able to be legally located.

22 Springettsbury was no different and
23 hastily made the decision to prohibit, due to the
24 imposed time constraints imposed by Act 42, by passing
25 our resolution 2017-53 that prohibited the location of

1 a Category 4 Licensed Facility, essentially opting
2 out.

3 On January 2nd of 2018, as an elected
4 township supervisor, I personally made the motion to,
5 quote, direct the Springettsbury Township Planning
6 Commission and staff to explore the definition of
7 gaming or mini casino and its potential location and
8 its use by right or special exception or however the
9 Planning Commission views best, end quote.

10 This directive was intended to allow a
11 study of the placement of such a facility such that it
12 would be located appropriately in the township with
13 minimal impacts to existing homes, existing families
14 and existing zoning.

15 At the February 8th Board of
16 Supervisors meeting, I made another motion related to
17 Act 42, which was, quote, authorized staff to
18 circulate the draft, text zoning amendment, which
19 would allow a gaming facility as defined and licensed
20 by the Commonwealth and would delineate its allowed
21 location within the township.

22 Only after these two directives and
23 motions were approved and passed did I then introduce
24 resolution 2018-30, which rescinded 2017-53
25 prohibiting the location of a Category 4 Facility, and

1 further authorize the township to circulate the
2 proposed zoning text amendments to the township and
3 county Planning Commission for review and to hold a
4 public hearing on the issue.

5 This public hearing was conducted on
6 July 26th, 2018. And on that same night ordinances
7 2018-7-8 and dash 9 were passed, which amended the
8 township zoning ordinances to define the appropriate
9 locations for gaming facilities as licensed and
10 defined by the Commonwealth within the township.

11 I give you this timeline and details
12 of the approval process to show that municipalities
13 must follow due process and that these resolutions
14 with public input take time and effort by staff,
15 elected officials and community Board and Commission
16 volunteers.

17 In my tenure as an elected official in
18 Springettsbury, we have always taken pride in our
19 diligent and purposeful structure and decision-making
20 process to benefit the growth of our community in a
21 deliberate manner.

22 The imposition of a rapid timeline by
23 the passage of Act 42 allowing just a few weeks for a
24 township to prohibit and define gaming facilities was
25 unfortunate. And I'm sure that the Gaming Control

1 Board has its own issues with timing and issuance of
2 new licenses.

3 However, I am very proud of this
4 township and its ability to continue to press forward
5 and protect this land, which we are borrowing from our
6 grandchildren.

7 I, like many other concerned residents
8 and officials, have researched and read many reports
9 which speak to the pros and cons of gaming facilities.
10 Admittedly it's sometimes challenging to find unbiased
11 reports.

12 It seems as though every report is
13 either commissioned or paid for by a pro casino or an
14 anti-casino group. My decision process is always
15 guided by facts, not anecdotal evidence or - or biased
16 opinions or gut.

17 I - I have read about Biloxi. I've
18 read about Atlantic City and challenges that they
19 faced. I've researched actual real property values on
20 homes near new casinos both years before and years
21 after their opening.

22 I myself have read reports on the
23 actual numbers of family physical and psychological
24 issues before and after a casino opens in a community.
25 And I have read crime reports and incidents of

1 requests for problem-gambling assistance before and
2 after gaming facilities open in an area.

3 I really must commend the Commonwealth
4 and you - and you, this Board, for understanding and
5 recognizing that range restrictions on facilities is
6 so important. Just like any other retail or - or
7 entertainment venture, oversaturation can have
8 detrimental effects, as we have seen in areas such as
9 Atlantic City and Biloxi.

10 I have not found any detrimental
11 evidence from my own research that would show that the
12 establishment of a Category 4 Mini Casino in a dying
13 shopping mall next to an interstate in a suburban
14 center is a bad idea.

15 In fact, I believe quite the opposite
16 and strongly support the application being considered
17 today.

18 Our role as elected officials,
19 appointed officials or economic developers is to set
20 the stage appropriately for growth. It is for the
21 private and publicly-traded companies to take risks,
22 invest in that growth and appropriately profit, or in
23 some unfortunate cases, lose.

24 Our role is not to determine exactly
25 what business should open or close or to develop

1 shopping centers or amusement parks. The market and
2 the consumers make that decision with their wallets.

3 Our role is to grow our community and
4 our economy and our economy wealth - our community
5 wealth by allowing, supporting and appropriately
6 regulating these private risks.

7 I thank you once again for your time
8 and the opportunity to speak in support of this
9 application.

10 PRESIDING OFFICER: Thank you. That
11 is the end of my list of community group speakers.
12 Are there any individuals in the room representing a
13 community group that did not register, but would like
14 to speak today?

15 If you do, raise your hand. I see one
16 hand in the back. Come on up.

17 MR. CULBERTSON: Hello. My name is
18 Bradley Eric Culbertson. B-R-A-D-L-E-Y, E-R-I-C,
19 C-U-L, B as in boy, E-R-T-S-O-N.

20 PRESIDING OFFICER: Okay.

21 And before you begin, sir, -

22 MR. CULBERTSON: Yes.

23 PRESIDING OFFICER: - did you - were
24 you sworn in with the group -

25 MR. CULBERTSON: No.

1 PRESIDING OFFICER: - earlier?

2 MR. CULBERTSON: I can swear now.

3 PRESIDING OFFICER: Okay.

4 We'll have you -.

5 ---

6 BRADLEY ERIC CULBERTSON,
7 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
8 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS
9 FOLLOWS:

10 ---

11 MR. CULBERTSON: You want me to come
12 now or afterwards? Afterwards.

13 Okay.

14 All right.

15 So I've been a resident in
16 Springettsbury Township for 26 years and I was at the
17 zoning meeting I think - I don't know who knew about
18 the opting in when that decision was made. The
19 community didn't even become aware of that until -.

20 PRESIDING OFFICER: I'll interrupt you
21 one more time.

22 What community group are you
23 representing today?

24 MR. CULBERTSON: I'm not with a
25 community group. I'm just a - my neighborhood.

1 Representing -

2 PRESIDING OFFICER: Okay.

3 MR. CULBERTSON: - Springettsbury
4 Township.

5 PRESIDING OFFICER: Well, then -.

6 MR. CULBERTSON: Do you want me to
7 hold off?

8 PRESIDING OFFICER: Hold off for a
9 minute -

10 MR. CULBERTSON: Okay.

11 PRESIDING OFFICER: - and we'll -
12 we'll - we'll circle back around -

13 MR. CULBERTSON: Sorry.

14 PRESIDING OFFICER: - to you. That's
15 - that's quite all right, sir. But we will - we do
16 want to hear from you.

17 So any other - other community groups
18 in the - in the audience today that would like to
19 speak?

20 Okay.

21 Seeing none, we'll move on to our
22 registered individuals. My first registrant was
23 Daniel Hoff. I understand he has opted out to speak
24 today.

25 So, we will move on to John Meshel,

1 Meshel (changes pronunciation).

2 MR. MESHEL: Meshel (corrects
3 pronunciation).

4 PRESIDING OFFICER: Meshel (confirms
5 pronunciation).

6 Okay.

7 MR. MESHEL: Hi. My name is Jon,
8 J-O-N, Meshel, M-E-S-H-E-L. Work for CBL Properties.
9 We're the owner of the York Galleria Mall. Thank you
10 all for - for being here today. We're very excited
11 about the opportunity.

12 As well-documented, the retail
13 industry is in the midst of a profound transformation.
14 CBL's actively working to position our properties for
15 the future through the addition of new uses, including
16 fitness, value, services, dining and entertainment.

17 York Galleria is well-positioned in
18 the marketplace, both from a location access
19 standpoint and as a favorite destination to continue
20 to succeed long term. We have invested considerably
21 in the future of York Galleria with the recent
22 additions of Gold's Gym, H&M and Marshalls.

23 The proposed casino is consistent with
24 the direction our industry is heading. It is truly
25 the ultimate combination of dining and entertainment.

1 A casino will complement York Galleria as existing
2 merchandising mix and drive new traffic, enhancing
3 sales to both existing and future businesses.

4 We strongly believe that it is in the
5 best interest of the property in the region and will
6 serve as a catalyst for future redevelopment, which
7 could include hotel, additional dining and other
8 entertainment possibilities.

9 The project will not only be a boon
10 for York Galleria, but the entire community, as
11 documented by the previous speakers. It will
12 obviously increase tax revenue, create hundreds of
13 employment opportunities.

14 These projects are State-approved and
15 gaining traction because officials see the value in
16 these proposed developments and the value they will
17 add to the markets that they are located in.

18 Our partner in the project, PNG, is a
19 company that not only has a strong reputation in this
20 space, but also a strong presence in the State of
21 Pennsylvania. They're well-respected as a first-class
22 operator and we are very excited to see their plans
23 evolve as we move through the process.

24 Thank you again for the opportunity to
25 speak. And I want to reiterate our strong, strong

1 desire to - to see this through. Thank you.

2 PRESIDING OFFICER: Thank you.

3 Patrick Hufnagle.

4 MR. HUFNAGLE: Good morning. Patrick
5 Hufnagle, H-U-F-N-A-G-L-E. I'll tone things down a
6 little bit with just a simple point of view.

7 I don't hunt, I don't fish, I don't
8 play golf, but I do like to go to the casino and have
9 some fun. My sister and I go frequently. We drive up
10 to Grantville.

11 I would love to see a casino closer.
12 I'm seven minutes from here. I think it would be
13 wonderful. We love the dining, the entertainment.
14 And we always have a good time.

15 So that's pretty much my opinion.
16 Thanks, all.

17 PRESIDING OFFICER: Thank you.

18 Pamela Baum.

19 MS. BAUM: Good afternoon. My name is
20 Pamela Baum, B-A-U-M. My brother was the previous
21 speaker. And as he said, you know, we do enjoy going
22 to the casino.

23 It's a place to go and have fun, have
24 a good meal. And we would much rather prefer to drive
25 a few minutes, rather than to drive an hour and a half

1 to go and have that fun. And much rather give our
2 money to York County, where we live.

3 I grew up in Springettsbury Township.
4 We grew up here. We were raised here and we've seen a
5 lot of changes over the years, as was previously
6 stated.

7 And changes isn't easy for some of us,
8 you know. And the older we get, the less we like
9 change, I believe. But I think this is a positive
10 change for the community, for the township.

11 It's a good place to live, a good
12 place to work. And we'd like it to be a good place to
13 play and gamble a little bit. Thank you.

14 PRESIDING OFFICER: Thank you. Robert
15 White.

16 MR. WHITE: Good morning. Hello to
17 all. Appreciate the opportunity.

18 Been going to Grantville for quite
19 some time. Really like the casino. The one fallacy
20 that I really have had and have had many conversations
21 up there, is the smoking policy.

22 Now, I know that's a big deal around
23 the country. And as older citizen - as an older
24 citizen, I think that a new mini casino, which is much
25 - going to be much smaller than your Grantville,

1 should have a no-smoking policy.

2 And I really believe that that would
3 be extra beneficial for us retired folk. And I don't
4 know why in the past that you haven't had a no-smoking
5 policy.

6 Maryland and Delaware do absolutely
7 great with no-smoking policies in their casinos. If
8 you want to smoke, you go outside, you don't smoke
9 indoors.

10 There's nothing worse, as far as I'm
11 concerned, than to sit at a table or a slot machine
12 and have somebody walk up next to you, sit down and
13 light up a cigar.

14 Nobody is smoking in here. Nobody
15 smokes in any restaurant or any business in - probably
16 in the country, and I know especially in Pennsylvania.

17 And I think it's just disgraceful that
18 the Board and you all allow smoking to continue. I
19 know you have a nonsmoking area, you have a slot area
20 with table games, but the table games are never open,
21 never, ever open.

22 365 days a year and I've been going up
23 there for four years. The nonsmoking table game -
24 table games have been open one time that I've been
25 there, once.

1 And I - again, I just think that's
2 disgraceful. And now you're going from a 2,000 slot -
3 I don't know, 75 table games down to how many, 500
4 slots and 30 or 40 table games?

5 That's going to be such a - 25-percent
6 reduction. And we're - you're still going to allow -
7 and nobody has even talked about it. Everybody's
8 elegant presentations here and no one has mentioned
9 the health risks of the smoking issue.

10 And that's pretty much what I have to
11 say. So, thank you.

12 PRESIDING OFFICER: Thank you.

13 Okay.

14 Mr. Culbertson, come on down.

15 MR. CULBERTSON: State my name again
16 and -?

17 Okay.

18 PRESIDING OFFICER: Please.

19 MR. CULBERTSON: Bradley Eric
20 Culbertson. She's got my spelling now.

21 PRESIDING OFFICER: Yes.

22 MR. CULBERTSON: So I live up the hill
23 here in the hill section, Haines Acres. Lived in
24 Springettsbury Township for about 26 years.

25 And when we found out when the zoning

1 meeting happened, we really didn't hear anything about
2 opting in before that. At least I didn't, but a
3 number of us were here to express our opposition to a
4 casino coming in. And I went around to my neighbors
5 around my neighborhood.

6 And I have a petition here. I've
7 already faxed it up to you, but I'll just give it to
8 Mark here, so you have it to see that.

9 In my little block - I just went
10 around my block, you know. Didn't get around to every
11 single dwelling, but I'd say about 80 percent of my
12 neighborhood, maybe we're an island, that - on our own
13 up there, but clearly over 80 percent of the people
14 are opposed to a casino coming to the York Galleria
15 Mall.

16 And as far as statistics go, again,
17 I'm just going to quote from the Journal of the
18 Atlantic in July of 2014, where they said, economists
19 at the National Association of Builders said, casinos
20 don't encourage nongaming businesses to open nearby,
21 because people who stop at casinos do not wander on to
22 visit other shops and businesses.

23 So, I would - especially with the
24 Sears being closed off on the bottom level, I still
25 imagine - they say within five years a lot of these

1 businesses will be out of business anyways, because
2 people will not be going to the casino and going
3 shopping beforehand. Especially people from out of
4 this local district, because they're just coming to
5 gamble and to be entertained. They're not coming to
6 shop at the York Galleria Mall.

7 So, we'll see what happens. I mean,
8 if you're looking only at economics here, you know,
9 then - then fine. That's - you know, if it's only
10 about business, then that's - that's all that matters.

11 But of my neighbors, four families
12 told me of some of their relatives who had extreme
13 gambling issues. One embezzled money to support his
14 habit. Another one I guess refinanced their mortgage
15 so many times I think maybe ten years later they owed
16 more on their own home than when they originally took
17 out the loan. Because I guess they must have
18 refinanced to support their gambling habit.

19 Another friend of mine told me her
20 father was a gambler and it really disrupted their
21 family. And a fourth person had a - well, this is
22 actually not gambling, per se, but playing the
23 Pennsylvania lottery \$200 a day kind of ruined their
24 finances and her marriage.

25 So I'm just saying, in my little

1 block, there are four families that had relatives with
2 significant gambling issues and they probably didn't
3 self-identify, you know.

4 So, there's a lot more going out there
5 than you think. People have gambling problems and I
6 don't know how many people call into the 800 number.
7 I think you said 12,000 or something or
8 self-identified. But you know, I'm sure there's many
9 more that have gambling issues. By the time they call
10 into the 800 number, it's probably too late.

11 So, if I'm the only voice here this
12 morning to represent myself and my 38 neighbors that
13 signed, as well as many other people in the community,
14 to oppose the - coming into this residential area and
15 into the York Galleria, then so be it.

16 So I thank you for your time today.

17 PRESIDING OFFICER: Thank you. I am
18 again at my - end of my list. So, those who may want
19 to speak, if you raise your hands.

20 I see one hand at least.

21 Okay.

22 We'll start with the - the woman with
23 the glasses. I can - come on up. And if you could
24 raise your right hand to be sworn.

25 ---

1 LYNN MEHRING,
2 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
3 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS
4 FOLLOWS:

5 ---
6 MS. MEHRING: And my name is Lynn
7 Mehring, M-E-H-R-I-N-G. I live over on Memory Lane
8 extended and would be most impacted by the traffic
9 that will come.

10 But I've had that with the Galleria
11 mall also. So, that's not a real big issue, depending
12 on how much traffic is impacted.

13 But I've been - I'm not a big gambler,
14 but I do partake. I've gone to Hollywood a few times
15 and Foxwood, which has the - we went on bus trips.

16 And they have a whole mall. You go in
17 and it's very - done very tastefully. It's all open
18 and they have like outlets and you walk through it.
19 And like the bottom level of Sears being closed off
20 will hinder the mall, because the people will not be
21 able to walk out and go through to visit.

22 Foxwoods done very well, if you've
23 ever been there to visit it. And that's what I'm
24 assuming this will be when they come, so I'm not
25 really opposed to it.

1 So, if people want to gamble, they're
2 going to go no matter where it is. So, you may as
3 well leave the money in York County. And hopefully
4 when you get your benefit, you will use it wisely.
5 And it will be hopeful for the citizens that their
6 taxes will lower or stay, not go higher.

7 And there was more of it. I just
8 forget.

9 And you need to have better - more
10 money output at your casinos. I hear people talk
11 about that. They don't win enough, so if you want to
12 keep them there.

13 I have a lot of clients that say that.
14 Oh, we love to go, but we don't win anything or, you
15 know. We contribute, so -.

16 But that's about all. I just - you
17 know, look out for your people in the neighborhood.

18 But the mall is dying. It needs
19 something and I - I was here - came here when the mall
20 was being built and, you know, at certain times of the
21 year we have more traffic.

22 I just don't go out that hour, but I'm
23 right over by Target and that's the impact both ways.
24 So, - but hopefully I see they were doing surveys on
25 the road.

1 And they'll probably put a traffic
2 light - I don't know. It's four-way stop sign as your
3 main entrance will be out another way.

4 But you can't close off our road,
5 because of the apartments there. So, - and that would
6 be fine, since you don't do that.

7 So, that's all I have to say. Thank
8 you.

9 PRESIDING OFFICER: Thank you.

10 And I noticed a hand of a gentleman to
11 my left. Yeah, come on up, sir. And if you -.

12 MR. DIXON: I wasn't sworn in.

13 PRESIDING OFFICER: Okay.

14 Would you raise your right hand?

15 Thank you.

16 MR. DIXON: Yes.

17 ---

18 HERBERT S. DIXON,
19 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
20 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS
21 FOLLOWS:

22 ---

23 MR. DIXON: It's Herbert Steven Dixon,
24 D-I-X-O-N.

25 COURT REPORTER: Do you want to start

1 over for me?

2 MR. DIXON: Okay.

3 Herbert.

4 COURT REPORTER: Herbert.

5 MR. DIXON: Steven Dixon, D-I-X-O-N.

6 COURT REPORTER: Thank you.

7 MR. DIXON: Okay.

8 I've been living in York my whole
9 life. There's a few issues that - that we have. I'm
10 a member of the York Motorcycle Club, which was
11 adjacent to the mall. We've been there since 1955.

12 We've always had an issue with our
13 driveway with the exit and the entrance to the mall.
14 That's one issue that we would like to have addressed
15 because of visibility and of the traffic.

16 Another question I'll just throw out.
17 The off-track betting that's at the Crossroads, will
18 that - you say you're booking, gaming, will that have
19 an impact on the off-track betting at - at the
20 Crossroads Mall?

21 Also, will you be buying the building
22 or renting the property? I have - I don't know if
23 you're going to, you know, actually buy that building
24 from the - from the mall, the parking lot and what
25 your projected future is for the second floor of

1 Sears.

2 I would - like the other lady said,
3 the entrance to the mall would be advantageous to, you
4 know, both parties, the mall plus the gaming, because
5 of access.

6 I go to Live. I've been there. If
7 you're done gambling for a while or you want to take a
8 break, you can leave that, go over to the Bass Pro
9 Shop, all the other shops.

10 So, it would be a give and take for
11 both parties if you would open or address the entrance
12 to the mall. Also, you said there was only one
13 entrance proposed.

14 If there was a fire, you have one
15 exit. At least if you have multiple entrances or
16 exits you would be able to - to leave.

17 Also, I do gamble. You know, I've
18 been to Vegas. I've been, you know, to good many
19 places. And I enjoy it.

20 And I've won and I've lost, so, you
21 know, we've all, you know, had that deal. So, anyway
22 as for the property, I see a problem, maybe, with
23 Target and Kohl's.

24 I don't know if you're going to - I
25 saw your - your projection of how that's going to

1 impact them, if you go to change all the traffic
2 patterns for that area.

3 And that's basically all I have to
4 say. Thank you.

5 PRESIDING OFFICER: Thank you. And
6 the gentleman in the doorway, leaning against the
7 doorway, he raised his hand.

8 Come on up. I don't believe you were
9 sworn. So, if you can raise your right hand.

10 ---

11 DUANE PATTERSON,
12 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
13 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS
14 FOLLOWS:

15 ---

16 MR. PATTERSON: My name is Duane
17 Patterson, D-U-A-N-E, P-A-T-T-E-R-S-O-N. I'd like to
18 start with just a few questions for the panel,
19 clarifying.

20 So, we heard that the average salary
21 of the workers is \$45,000, which sounds like a good
22 middle - middle income salary. But then I heard that
23 that salary plus benefits.

24 Can you tell us what - just the - the
25 salary is for the average employee at - projected in

1 the casino?

2 PRESIDING OFFICER: Sir, I apologize.

3 This is public comment period.

4 MR. PATTERSON: Okay.

5 PRESIDING OFFICER: It's not an -

6 MR. PATTERSON: Okay.

7 PRESIDING OFFICER: - opportunity -
8 and maybe with the questions you raise, like the
9 gentleman before you, Penn National will have the
10 opportunity at a later time to provide more
11 information, after they've been able to -

12 MR. PATTERSON: That would be great.

13 PRESIDING OFFICER: - mull your
14 questions. So, if you want to let them know what your
15 questions are, -

16 MR. PATTERSON: Sure.

17 PRESIDING OFFICER: - we'd be happy to
18 hear them.

19 MR. PATTERSON: So, we'd love to hear
20 that. Because, you know, oftentimes salary is only
21 two-thirds of that or so. So, when people hear
22 \$45,000, they think, oh, that's a good wage. Not
23 necessarily.

24 So, another question. We know that in
25 general revenue drops after the first year when a new

1 casino comes in. Can you show us a slide comparing
2 projected local revenue to current actual revenue at
3 your other properties? We hear a lot of really nice
4 numbers here, but since you do have a history, it
5 would be well to be transparent and show us what your
6 - what you've projected at other places and then what
7 they actually get, rather than simply giving us
8 estimates.

9 Another question.

10 Have you located in a declining mall
11 with any of your other properties? And if so, can you
12 show that, indeed, that has revitalized those
13 declining malls by the presence of your property?

14 Again, there's a lot of pie in the sky
15 talk about how that can do that. But since you do
16 have a history, can you show us the data, so that we
17 can get a better idea of what the true economic impact
18 is, rather than simply estimates that we don't know
19 how those estimates are created or what the
20 assumptions are on those?

21 So, I appreciated Mr. Nace's timeline
22 of this decision, because it illustrated that other
23 than talking to a few close friends at the church or
24 the grocery store, that there wasn't a whole lot of
25 chance to give public comment until July, when the

1 train had really left the station.

2 I think that's - you'll probably see
3 the impression of the comment here at this hearing,
4 because so many like us figured, what's the point?
5 The decision's already been made.

6 And so sadly, we are where we are.
7 And I really hope that Penn National can show that
8 they can revitalize this mall. So many other studies
9 have shown that family-based businesses do not like
10 locating with casinos. So, that may actually depress
11 the family.

12 This Springettsbury Township is a
13 family destination. Our family goes to Lancaster
14 County, because it's a very family-friendly
15 destination.

16 With this casino, I think it's just
17 one more element that is going to depress families
18 wanting to visit York County. Because there is no
19 family - really family-based business here.

20 And that is - that's sad for York
21 County. Because Springettsbury Township has been this
22 kind of pinnacle example of being a family-based
23 community with a wonderful park across the street.

24 And now we're going to be staring at
25 the glaring lights at the casino in the - in the

1 shadow of that park. Thank you.

2 PRESIDING OFFICER: Thank you. Any
3 other individuals who might like to speak?

4 I see another hand back there. Come
5 on up, sir.

6

7

STEVEN WOLF,

8 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
9 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS
10 FOLLOWS:

11

12 MR. WOLF: I do. Thank you. My name
13 is Steven Wolf, W-O-L-F. I reside in Ivory Road in
14 Springettsbury Township.

15 Couple of observations. I've been a
16 resident of Springettsbury Township since 1973, along
17 with my family. And when we first moved here, came
18 with McCrory, we noticed that people came through York
19 County and they left Lancaster, drove right through
20 York County to Gettysburg.

21 So, they enjoyed themselves in
22 Lancaster County in the Amish country. And then they
23 drove right through because our Chamber of Commerce at
24 that time was not doing a good job in promoting York
25 County. Right into Gettysburg.

1 Now we have an opportunity, with the
2 casino that's right off Route 30. And if the Chamber
3 of Commerce got behind it, it could be a real asset to
4 the county for - for additional entertainment.

5 The other observation I make is
6 tendency. I spent 50 years in retail. And the
7 tendency of malls of disappearing all over the
8 country. That's been consistent.

9 And you also have a tremendous amount
10 of strip malls going - opening everywhere in the
11 United States and in Europe as well. The tendency is
12 for strip centers, even in Lancaster County, with
13 Whole Food Shopping Center and recently Wegmans Food
14 Shopping Center opening up, both seem to be very
15 successful.

16 So, here again, maybe this is a - a -
17 will be a success story in the casino being a - a
18 strip-type mall environment, along with stores next to
19 it, in the development.

20 And the last thing I want to point out
21 is very selfishly. I am a member of Springettsbury
22 Township Board Recreation and Park, and I'd like to
23 see some of the funds which we're raising for taxes
24 selfishly going into our park system.

25 That's all I have to say. Thank you.

1 PRESIDING OFFICER: Are there any
2 other hands in the audience? I don't think I see any
3 others.

4 So, that will conclude our public
5 comment period. I have a few housekeeping matters.
6 The first one is we have received 11 written comments
7 from the public, seven that are in support and four
8 that are opposed. That will be included in the
9 record. That goes to the Board for their
10 consideration.

11 If any others arrive in the U.S. mail
12 in the next few days postmarked by the deadline, those
13 will also be included and - and passed along to Penn
14 National.

15 Finally, let's see if we have any
16 closing remarks from Penn National.

17 Mr. Fabius?

18 ATTORNEY FABIOUS: Not necessary.
19 Thank you.

20 PRESIDING OFFICER: Okay.

21 So the record in this matter will
22 remain open. The transcript from today's hearing, as
23 well as all the written comments, will be given to the
24 full Board for its consideration.

25 And the Board, at its convenience,

1 will schedule the matter to be heard at a future
2 public Board meeting. I know there's a lot of
3 information that was given today.

4 The video of this presentation will be
5 posted to the Board's website within the next day, I
6 assume, as will the PowerPoint presentation.

7 So, if you want to go back and revisit
8 that information on your favorite browser, just search
9 for the Pennsylvania Gaming Control Board. And our
10 website will - will come up for you. And you can
11 peruse it at your leisure again.

12 I want to thank the staff here at
13 Springettsbury Township, especially Dorian and Andrew,
14 for their help with arranging and holding the hearing
15 today. And to all of you for coming and sharing your
16 comments and for your cooperation.

17 So the hearing is now adjourned.
18 Thank you.

19 * * * * *

20 HEARING CONCLUDED AT 12:03 P.M.

21 * * * * *

22

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25

1 CERTIFICATE

2 I hereby certify that the foregoing proceedings,
3 hearing held before Linda Lloyd, Presiding Officer,
4 was reported by me on 11-01-18 and that I, Skyler Hope
5 Wilson, read this transcript, and that I attest that
6 this transcript is a true and accurate record of the
7 proceeding.

8 
9

10 Skyler Hope Wilson,
11 Court Reporter
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