FILED
January 4, 2019
8097-2018
Board Clerk PGCB

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

* * * * * * * *

IN RE: STADIUM CASINO, LLC CATEGORY 4 LICENSE

* * * * * * * *

PUBLIC INPUT HEARING

* * * * * * * *

BEFORE: Linda S. Lloyd, Presiding Officer
David Barasch, Chairman
Merritt C. Reitzel, Commissioner
Kathy M. Manderino, Commissioner
Dante Santori, Jr., Commissioner
Sean Logan, Commissioner

HEARING: Wednesday, December 5, 2018
10:00 a.m.

LOCATION: Hempfield Township Municipal Building
1132 Woodward Drive
Greensburg, PA 15601

ORIGINAL

Reporter: Kimberly I. Faidley

Any reproduction of this transcript is prohibited without authorization by the certifying agency.

1 W I T N E S S E S

2

3 Mark S. Stewart, Esquire, Stadium Casino, LLC

4 Joe Weinberg, Stadium Casino, LLC

5 Rob Norton, Stadium Casino, LLC

6 Travis Lamb, Stadium Casino, LLC

7 State Senator Kim L. Ward

8 Doug Wimer

9 George O'Brien

10 Gary Nelson

11 Linda Dupill

12 Raymond Dupill

13 Jan Kiefer

14 Debra Wohlin

15 David M. Rohaus

16 Richard M. Seiler

17 Traci Ramey

18 Chad Amond

19 Michael Egan

20 Gregg W. Neavin

21

22

23

24

25

1 I N D E X

2 OPENING REMARKS

3 By Presiding Officer 5 - 8

4 PRESENTATION

5 By Stadium Casino, LLC 8 - 33

6 DISCUSSION AMONG PARTIES 33 - 37

7 TESTIMONY

8 By Senator Ward 37 - 42

9 By Mr. Wimer 42 - 45

10 By Mr. Amond 45 - 49

11 By Mr. Egan 49 - 50

12 By Mr. Neavin 50 - 59

13 DISCUSSION AMONG PARTIES 59 - 61

14 TESTIMONY

15 By Mr. O'Brien 61 - 63

16 By Mr. Nelson 63 - 66

17 By Mrs. Dupill 66 - 68

18 By Mr. Dupill 68 - 69

19 By Mr. Seiler 69 - 73

20 By Mr. Rohaus 73 - 76

21 By Ms. Wohlin 77 - 80

22 By Mr. Kiefer 80 - 86

23 By Ms. Ramey 86 - 88

24 CLOSING REMARKS

25 By Presiding Officer 88 - 89

1 E X H I B I T S

2

Number	Description	Page Offered	Page Admitted
	NONE OFFERED		

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

2 ---

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 Stadium Casino, LLC to be located in Hempfield
8 Township at the Westmoreland Mall.
9 Before we begin, if we could turn off
10 or to vibrate all of our cell phones and other
11 electronic devices?
12 I would like to remind everyone that
13 this proceeding is being recorded today by a court
14 reporter off to my left, and it is also being recorded
15 on video and simultaneously streamed live to our
16 Board's website.
17 As the Presiding Officer, I call this
18 hearing to order. The date is Wednesday, December
19 5th, 2018, the time is ten o'clock, and the location
20 is the Hempfield Township Municipal Building located
21 at 1132 Woodward Drive in Greensburg, PA.
22 The Pennsylvania Racehorse Development
23 and Gaming Act, as amended at Section 1305.1, created
24 a new category of slot machine licenses referred to as
25 Category 4 licenses.

1 On January 24th, 2018, Stadium Casino,
2 LLC was the second Category 4 license auction winner
3 with the highest bid of $40,000,105, giving it the
4 opportunity to propose and build a facility within a
5 15-mile radius of the longitude and latitude
6 coordinates provided with its winning bid.
7 Hempfield Township falls within that
8 proposed radius. This public input hearing is being
9 held by the Board pursuant to the mandate found in
10 Section 1205(b)(1) of the Gaming Act that requires at
11 least one public input hearing be held in the
12 municipality where the licensed facility is proposed
13 to be located, and prior to the Board's consideration
14 of a Slot Machine License Application.
15 The purpose of this hearing is to
16 provide the Applicant the opportunity to present its
17 Category 4 casino plan to the Board and to the public,
18 and to provide the public with the opportunity to
19 express their thoughts and share their concerns about
20 the proposed project with the Board.
21 This public hearing was advertised on
22 the Board's website, announced by the Board at the
23 public board meetings and advertised in local
24 newspapers.
25 Board members present today for the

1 hearing, starting on my far right, is Commissioner
2 Dante Santoni and Chairman Dave Barasch. And to my
3 left, Commissioner Sean Logan, Merritt Reitzel and
4 Kathy Manderino.
5 The order of speakers today is as
6 follows. Stadium will have - Casino, will have about
7 45 minutes to make its presentation of the proposed
8 project. We will then hear from those who have
9 registered to speak. Government officials will have
10 approximately 15 minutes, community group
11 representatives 10 minutes, and individuals about 3
12 minutes.
13 All registered public speakers will be
14 sworn in as a group before we start the public comment
15 portion of the hearing.
16 This is an administrative hearing, so
17 please treat this as if you were attending a court
18 proceeding. All witnesses, please speak loudly and
19 clearly and into the microphones provided so that the
20 court reporter and others can hear what you have to
21 say.
22 So let's begin by having all of the
23 witnesses for Stadium Casino who will testify today,
24 please stand and raise your right hand to be sworn by
25 the court reporter.

1 ---

2 WITNESSES SWORN EN MASSE

3 ---

4 PRESIDING OFFICER: Thank you.

5 You may begin.

6 MR. LOGAN: Can I for a second - do

7 you not have presentations for the Board?

8 ATTORNEY STEWART: We do not have hard

9 copies for you. We have the presentation to be given

10 on the screen. They will be submitted.

11 MR. WEINBERG: Good morning, my name

12 is Joe Weinberg, and I'm the managing partner for

13 Stadium Casino, LLC and president - CEO of Gaming for

14 the Cordish Companies. I have with me today, to my

15 right, Rob Norton, who is our president of Cordish

16 Gaming, as well as Travis Lamb, who is our corporate

17 CFO, as well as the Executive VP and General Manager

18 of our Live Casino in Maryland.

19 Just by way of introduction, I have

20 over 30 years' experience in the development

21 operations of high profile gaming and real estate

22 projects throughout the country. Both Rob and Travis

23 have over 25 years of experience in the gaming

24 business working with us and other high profile gaming

25 companies.

1 So we're excited to be here today to
2 talk to all about our plans for our Live Casino at the
3 Westmoreland Mall.
4 Just to start, I'd like to give a
5 quick overview of the Cordish Companies. We're the
6 developer of the project. We're over a hundred year
7 old family-owned privately held company.
8 In addition to gaming, we work in all
9 - all real estate areas, from high profile urban,
10 mixed use developments, residential, retail,
11 entertainment, office. We also have a very large
12 operating division that owns and operates restaurants,
13 nightclubs and live entertainment venues throughout
14 the - throughout the country.
15 Our projects today welcome over 50
16 million annual visitors to our projects, and you know,
17 we're excited to bring all of our expertise, both in
18 gaming and entertainment to this project.
19 I wanted to show a quick film about
20 the company and our projects, where you can also hear
21 from other officials in other states and cities about
22 our - their experience in working with us in those
23 areas.
24 ---
25 (WHEREUPON, A VIDEO WAS PLAYED.)

MR. WEINBERG: So we look forward to bringing our background and all these various facets to really create a very special project here in Hempfield Township and Westmoreland County that will integrate both our entertainment background as well as our gaming background.

And to tell you a little bit more about the specifics of the project, Rob Norton, our President, will take it from here.

MR. NORTON: Good morning. Good morning, Chairman Barasch and Commissioners. Thank you for having us this morning, and we're excited about being here.

We - as you stated earlier, we won the bid in January to have the opportunity to develop a Category 4 License. We chose Derry Township as the center of our 15-mile circle, and ultimately decided to select the Westmoreland Mall as our site development.

We selected the mall for a combination of reasons. One -.

MR. LOGAN: Can I just interrupt you just for a second, because your answer may allow me to view this a little differently. So a week ago, we,

1 the Board, gave you a time extension for the slots at
2 the Category 2. A week in construction planning is a
3 year long.
4 So has anything changed in that week
5 positively or negatively on your 2, whether it's
6 permits approved, denied, anything that you can update
7 us? Because there was a condition that, you know, the
8 2 and 4 kind of run parallel, so -.
9 ATTORNEY STEWART: Right. And we
10 continue to prosecute the Category 2. The permits are
11 in the final stages with the City of Philadelphia.
12 Has not been issued as of today, but there's - you
13 know, every day there's constant work being done back
14 and forth.
15 But in terms of the Category 4, the
16 condition was that, you know, we wouldn't commence the
17 construction on the Category 4 if we -.
18 MR. LOGAN: No. I'm aware of the
19 condition. I just - I'm just trying to get to the -
20 has anything happened in the last week that has slowed
21 the 2?
22 ATTORNEY STEWART: Oh, no, not at all.
23 MR. NORTON: Okay.
24 So continuing, the selection of the
25 mall was done for a combination of reasons, including

1 a couple main ones with infrastructure, access to
2 Route 30, 66, 70 gives unparalleled access to all the
3 major highway systems and the local communities and
4 the regional communities. As well as by adding the
5 facility to the mall, we actually believe we'll create
6 a complete entertainment destination that will be
7 inclusive of great gaming, entertainment, dining and
8 shopping experiences that will excite the customer
9 base.
10 In addition, you know, we have this
11 experience. If you're familiar with Live Casino in
12 Maryland, we are actually the largest anchor tenant to
13 Maryland's largest retail outlet, the Arundel Mills
14 Mall. And we see incredible synergies between our
15 customers and the mall customers in coming to our
16 destination, our combined destination for a total
17 entertainment experience.
18 And I think it's as the way malls are
19 heading and physical shopping is heading in today's
20 environment with online proliferation, we are seeing
21 that the move to more entertainment focus is actually
22 helping the physical establishments in driving bodies
23 back to the mall, which is - which are suffering
24 through the nation.
25 I'm going to go you - take you through

1 the - the early renderings and the design. What we're
2 looking at here is we have secured the 100,000 square
3 foot Bon Ton space that's at the south end of the
4 Westmoreland Mall. This is a rendering looking at the
5 south side, or the south entrance of the existing
6 space and what we project it to look like as we move
7 forward.
8 MS. MANDERINO: Can I interrupt you.
9 The slide before that was an aerial view of the mall?
10 MR. NORTON: Yes.
11 MS. MANDERINO: With the - okay.
12 So the yellow is the former Bon Ton?
13 MR. NORTON: That is correct. Yes.
14 MS. MANDERINO: Thank you.
15 ATTORNEY STEWART: As just a quick
16 background, as many of you may know, Bon Ton declared
17 bankruptcy, and so that space went vacant. So this
18 was an opportunity to be able to re-vitalize that
19 space and, you know, not keep a vacancy, an important,
20 you know, large space vacant for a period of time.
21 MS. REITZEL: At the Anne Arundel
22 location, did you retrofit an existing space, or that
23 was a new construction?
24 ATTORNEY STEWART: It was new
25 construction in Anne Arundel.

1 MR. NORTON: And so at the - in the
2 Bon Ton spaces, as you may be aware, it's a two-story
3 facility. We'll be developing both floors. The main
4 floor will be a casino, and we'll talk about the
5 second floor in a moment.
6 The main floor, we will - we
7 anticipate opening with 750 of the newest and most
8 exciting Slot Machines, 30 Live Action Table Games.
9 We will have the major casino support
10 functions on this space, such as the casino cage,
11 warehouse space, club - player's club and promotion
12 spaces, as well as we'll have, you know, roughly, a
13 2,500 square foot food and beverage venue and a
14 two-story feature bar that will actually help activate
15 both the lower and the upper levels of the space.
16 MS. MANDERINO: Which is your food -
17 it's just hard to see.
18 MR. NORTON: Sure.
19 MS. MANDERINO: Which is your -
20 where's the food and beverage? Can you kind of -?
21 MR. NORTON: Sure. If you can see the
22 laser, we're projecting to put the food and beverage
23 adjacent to the main entry on the drawing side.
24 This is the cage functions and the
25 back of house support I was mentioning. These are the

1 club promotions booth that's anticipated to go there.
2 This is the feature bar. I'm going to
3 show you a little bit better rendering of that in a
4 moment. This is actually going to break through the
5 floor and go two stories to create a real wow
6 experience there, table games and slots. And then up
7 at the top here is the anticipated connection to the
8 Westmoreland Mall.
9 And one of the things, and I think the
10 next slide will show it well, is - you know, we
11 develop what I consider to be first class facilities,
12 and we expect that the Westmoreland Mall will be a
13 continuation of that trend, our facility here at the
14 Westmoreland Mall.
15 And you can see from the rendering
16 that it really is a first class development.
17 Talk a little bit about the ideas for
18 inside the space. You know, we operate dozens and
19 dozens of entertainment and food and beverage outlets
20 throughout the country, and so what we're representing
21 here are realistic options of venues that we have in
22 other locations that we feel have a good fit for this
23 particular facility.
24 As an example, Guy's Taco Joint, which
25 operates out of Texas Live's operation, you know,

1 there's a good possibility that that's what happens in
2 the 2,500 square feet on the first level.
3 This is the rendering - this is
4 actually a photo of our - of our sports and social
5 space in Texas Live. And - actually, this is Atlanta.
6 I apologize. And you know, this concept can be found
7 in Atlanta and Texas. It is - this is a double height
8 space. This is what the feature bar will look and
9 feel like. And you can see how it is a pretty
10 substantial offering and entertainment option in the
11 space.
12 MR. WEINBERG: And this is a -
13 obviously, this is, obviously a sports entertainment
14 complex that will have games like shuffleboard and
15 other participatory games that will be part of the
16 entertainment for the project.
17 MR. NORTON: And in addition to that,
18 you can see it's a great live sports viewing space,
19 and depending upon the direction we take with sports
20 betting, it very well could be how we integrate sports
21 betting into a facility like this.
22 MR. LOGAN: Is there plans for sports
23 book, or -?
24 MR. NORTON: At this time we haven't
25 made that decision, but again, as we're looking at the

space, this is - this space is referenced as sports and social. To us, this is where it would make logical sense if we were to move in that direction.

Another space that's in the consideration for plans is what we refer to as PBR. This is really an entertainment space. It's a nightlife high energy great space that will activate and really create a destination, not just a casino slot environment, table environment, but bring a complete entertainment experience into the facility.

MR. WEINBERG: And this is a relationship we have with the Pro Bull Riders Association. So there's a lot of cross marketing we do with the Association of Wisconsin.

MR. NORTON: So I hope the renderings and the images will show you that our approach to the facility, the Category 4 License here in Westmoreland, is really an inclusive entertainment experience on how we're approaching it, and we're looking forward to getting it underway.

Thank you.

MR. LAMB: Good morning.

MS. MANDERINO: I'm sorry. Because it looks like you're going to get into numbers now - and if I'm jumping ahead, just tell me.

1 But you mentioned when you showed us
2 the first floor rendering, I could see where the main
3 entrance was, and then you mentioned something about a
4 mall connector. Are you going to talk about that
5 later, or if not, can you expand on that now?
6 MR. NORTON: Sure. We'll be happy to
7 expand on that now. Go back to the slide. So the
8 existing Bon Ton store is connected on both the upper
9 and the lower level to the Westmoreland Mall. We're
10 going to - we intend to maintain all of the gaming
11 activities on the first floor, so we intend to
12 maintain, at least for a period of time, the six - the
13 connection to the mall, which would be a secured
14 entrance, just like a main - any main entrance into -
15 into a casino facility.
16 MS. MANDERINO: So you'll have two
17 main secured entrances?
18 MR. NORTON: Exactly.
19 MS. MANDERINO: Okay.
20 MR. NORTON: Yes.
21 MR. LAMB: Good morning,
22 Commissioners, Chairman and Director Lloyd. I'm going
23 to talk a little bit about the numbers this morning,
24 and some of the economic impact resulting from the
25 initial development of the project, as well as the

1 ongoing operations.
2 You can see kind of the top right of
3 our chart here. We outline the direct economic output
4 on both the local Hempfield Township, as well as
5 Westmoreland County, and then the State of
6 Pennsylvania. Right now, our budget, our complete
7 budget for the project, is roughly $131 million.
8 Obviously, not all of that will flow directly to
9 economic impact on the community, but we're
10 conservatively estimating about $81 million will be
11 direct output to the State of Pennsylvania and the
12 local communities.
13 And then there's a trickle down effect
14 on that, based on a lot of casinos - other casinos in
15 other regional markets and our - Econosult is our
16 consultant that has put these numbers together.
17 So there's an additional - for the
18 local community, $7 million in direct and induced
19 output, you know, the benefit that you get from all
20 the salaries and wages of the folks working in this
21 facility, as well as the dollars spent by people
22 passing through in the venue.
23 So if you look at the center column,
24 Westmoreland County, just from the development phase
25 with the construction workers and so forth, we're

1 estimating about $123 million. That's a onetime
2 economic impact to the Westmoreland County, and
3 roughly 710 full-time equivalent jobs in the project
4 alone, in developing the building, retrofitting the
5 building, and earnings of about $43 million. And
6 those are the onetime impacts
7 Moving down to the bottom half, we
8 look at ongoing operations. And once again, I'll look
9 at the county impact. We've got about $108 million in
10 direct output from the facility, as well as $43
11 million in indirect and induced output, as those
12 earnings from all of the team members get recycled
13 through.
14 And you can see the supporting 780 -
15 and this is not just full-time equivalents at the
16 casino, but suppliers and vendors and companies that
17 service and help us provide that service to our guests
18 will generate jobs in the county.
19 MR. LOGAN: So what's your plan for
20 local companies, contractors, subcontractors, folks
21 who provide services to participate in the project?
22 So I would hate to come visit and see all West
23 Virginia or Ohio license plates while this is under
24 construction and ongoing.
25 MR. LAMB: Sure. No, we work very -.

1 MR. WEINBERG: As would we.
2 MR. LAMB: Yes. We work very closely
3 with local vendors in all of our venues that we're at.
4 It was good to see U.S. Foods right around the corner.
5 That's a big part of our operation, and they're right
6 here in the community.
7 MR. WEINBERG: But we'll get to it in
8 a little bit, but just to expand upon that, in all of
9 our projects - not only here, but we have the same
10 commitment here - it's very important to have the
11 projects benefit the local community. So from a
12 contracting standpoint, we're looking to source as
13 much of the construction activity and other vendors
14 from the local market.
15 And you know, we kind of draw radiuses
16 once - you know, once - if we can't procure what is
17 needed, you know, in the local community, then we'll
18 go out to, you know, further and further radii.
19 But same thing on employment. From
20 our workforce development, we're looking to hire from
21 the local community. It's good for our business and
22 it's good for the local community. I mean, we find
23 that the closer our employees live to the facility,
24 you know, the more reliable, the more committed they
25 are to the project. And so we're - we have all kinds

1 of programs in place to make sure we're maximizing,
2 both during construction and ongoing operations and
3 employment, as much local participation as possible.
4 MR. NORTON: And if I may expand just
5 briefly on that, we're going to show a video,
6 actually, that will speak to that very - in a lot of
7 detail. And as Joe said, it's an incredibly important
8 part of what we do.
9 What we could expand just a little bit
10 further on is that we actually do a lot of outreach
11 efforts, not just through vendor relations, but also
12 employment. And we've partnered with many of the
13 organizations where we've done business to assist in
14 those outreach efforts and for job training and in
15 many other ways.
16 So I think, you know, we're very proud
17 of our track record in this regard, and as you see the
18 video, I hope you walk away with the same sense of
19 pride that we do in that - in those accomplishments.
20 CHAIRMAN BARASCH: If I could follow
21 up on Commissioner Logan's question. Part of this may
22 even be on that slide, but in my declining years, I
23 can't read anything at this distance.
24 You were talking about job impact. Is
25 there something on that slide, in your presentation

1 about the actual full-time positions of people who are
2 going to be employed in the casino?
3 MR. LAMB: Yes. We have in the casino
4 an - ongoing operations. In the casino, it's roughly
5 500, a little over 500, on our next slide actually.
6 PRESIDING OFFICER: Full time? Those
7 are full time?
8 MR. LAMB: Yes. Those are full - a
9 mixture of full time. We've run about 90 percent full
10 time and 10 percent part times, but we're looking at
11 full time equivalent jobs with, as I show there, an -
12 average salary wages of $43,000 a year when you take
13 all of those positions together.
14 CHAIRMAN BARASCH: I have to stop you
15 there, too, because we've heard several presentations
16 from other people recently.
17 Salary is $43,000. You're not
18 including benefits in that number.
19 MR. LAMB: Correct.
20 CHAIRMAN BARASCH: Is that correct?
21 MR. LAMB: That is correct.
22 CHAIRMAN BARASCH: Thank you.
23 MR. LAMB: That is just salaries and
24 wages.
25 CHAIRMAN BARASCH: We had a lot of

1 presentations telling me about average compensation of
2 X, and then you find out, well, 40 or 50 percent of it
3 is the benefits, and the salary is only a fraction of
4 that.
5 So when you say $43,000, you're
6 talking about the actual wages, not counting whatever
7 other healthcare, you know, -
8 MR. LAMB: Correct.
9 CHAIRMAN BARASCH: - whatever else
10 you're doing?
11 MR. LAMB: Yes.
12 CHAIRMAN BARASCH: Okay.
13 MR. LAMB: The healthcare benefit is
14 on top of that. That's above and beyond the $43,000,
15 as well as a 401k match for team members, that's above
16 the $43,000, and -.
17 CHAIRMAN BARASCH: Well, I commend you
18 for putting the number out there in a form that I
19 think means much more to the public than some of the
20 numbers we've heard from other casino presenters.
21 And the only criticism I have is
22 nothing we can do here, but I suspect very few people
23 in the room can actually see your charts. And it
24 would make it easier we could, but there's nothing we
25 can do about that.

1 So the next time you come in for one
2 of these presentations, bring a bigger chart.
3 MR. LAMB: Understood. We will.
4 Let me elaborate on some of the other
5 benefits that we have. We provide a lot of free
6 training for our team members in development courses,
7 because our team members are our most important asset,
8 and we want to develop their careers in the gaming
9 business, just like all of us have developed. So we
10 provide that internal training free of cost to the
11 team member themselves, as well as tuition
12 reimbursement.
13 In south of Baltimore, in Maryland, we
14 work closely with the Anne Arundel Community College,
15 and we have partnerships with them, where we train a
16 lot of our dealers, all of our table games dealers.
17 And we also provide tuition reimbursement on other
18 classes for many of our team members. So that's a
19 huge benefit.
20 And it provides for exciting career
21 paths, because we want to be able to promote from
22 within each property's teamwork. That's good for us,
23 and it's good for those folks as well.
24 On this chart to the right, I kind of
25 list a breakdown of the, you know, over 500 positions

1 that we'll have. About 19 percent of them are admin.
2 In general, that's, you know, your finance, your HR.
3 There's one - security, we have a lot of security
4 folks in that number also.
5 And then we have the gaming, which is
6 primarily the dealers, as well as slot attendants and
7 so forth. And then many of the gaming support
8 departments; the cashiers, the surveillance teams, and
9 these are good - good paying jobs that build into that
10 $43,000 number.
11 And then we have our food and beverage
12 component on here, making up 30 percent with the three
13 outlets that we - that Rob spoke to earlier. And then
14 facilities, maintenance and the cleaning crews and so
15 forth to take care of the property.
16 Additionally, we've outlined the
17 gaming taxes produced from our operation here. And
18 just to summarize, we have slots at the top. You
19 know, the Property Tax Relief Fund gets 34 percent,
20 which amounts to almost $28 million. And then the
21 smaller buckets, which I will specifically pull out
22 two of those numbers, that's - directly impacts the
23 local community.
24 We have two percent of slot revenues
25 going to the host county through the CFA grants, and

1 then another two percent going right to the host
2 municipality. Those two alone add up to $3.2, almost
3 $3.3 million annually. And these are year three fully
4 ramped-up numbers that we've projected here.
5 On the table games side, the state
6 general fund gets the $2.8 million based on what we
7 know today about the table games tax rates, and then
8 the local host county gets another $400,000 - or
9 $200,000 to the county and $200,000 to the
10 municipality, as a piece of the table games revenue.
11 On top of these tax proceeds, you also
12 have the personal income tax on the $43,000 average
13 wages, as well as sales tax and other business taxes,
14 which amount to about $2.2 million from those sources
15 as well.
16 I wanted to talk a little bit about
17 the diversity of our organization. I think you saw a
18 little of that in the video. But we take great pride,
19 because our customers are coming from all different,
20 you know, ethnic, racial and diverse backgrounds, and
21 so are our team members and our communities - you
22 know, we want to - we want to respond to all those
23 different groups of folks.
24 Just a snapshot, on the right, the pie
25 chart, our Maryland Live property is roughly 36

1 percent African-American team members, 28 percent
2 Caucasian, 20 percent of Asian - different Asian
3 backgrounds, and then 8 percent Hispanic and Latino.
4 And so we have a great mix of team
5 members. And the important thing here is it's not
6 just, you know, what color your skin is, but it's the
7 way people think. And we like bringing in lots of
8 different mindsets. It helps us run a better
9 operation, and it helps us relate to our various
10 customer groups as well.
11 Getting back to speaking about vendors
12 also, we take great pride in our minority vendor
13 participation in the State of Maryland. And our
14 director of procurement actually has hosted with the
15 Maryland Washington Minority Companies Association.
16 Every year we hold two vendor - vendor
17 networking sessions where we have over 400 vendors
18 attend this. And it's - it's - we call it a
19 matchmaking, where they get opportunities to get
20 visibility to other companies and generate business
21 leads and so forth.
22 We put that together, and it's a great
23 event, and there's a lot of work that comes out of
24 that for minority-run companies. And we do that - we
25 actually invite the other casinos in the State of

1 Maryland to our facility.
2 It's not just about us. It's about
3 these vendors and providing great opportunities for
4 them. And we've received several awards on most
5 inclusive purchasing division, most inclusive gaming
6 facility. And then the Cordish Companies as a whole
7 received the most inclusive corporation of the year
8 for minority business by the Maryland and DC
9 Association, so -.
10 Just a little bit more on
11 infrastructure. We have our same picture, overhead
12 view of the property here. And one of the things that
13 we were so excited about is the access to the property
14 off of the main highway, Route 30.
15 We have four - four different
16 vehicular entrances and exits for the site, so we feel
17 very comfortable that that'll handle the volumes that
18 we bring in. And then additionally, Rob mentioned
19 that the parking - you know, plenty of parking spaces
20 available in this facility as well, both covered and
21 uncovered.
22 When you look at -.
23 MR. WEINBERG: Just as - and it's a
24 real benefit in that there is a structure garage that
25 comes right into the space, so we get the benefit of,

1 you know, both covered and surface where - very
2 convenient parking and access to the site, which is
3 always, you know, one of the top consumer - you know,
4 consumer requests and needs for this type of facility.
5 MR. LOGAN: Do you have an agreement
6 with the mall that your security is going to be able
7 to parallel the mall security?
8 MR. WEINBERG: Yes.
9 PRESIDING OFFICER: Can you get
10 directly from the parking garage into the casino, or
11 you have to go through the mall?
12 MR. WEINBERG: It comes right into our
13 second level without having to go into the mall.
14 MR. LAMB: Yes. Taking a look at the
15 - any potential impact, which we really feel there is
16 hardly any impact on police, fire, EMS and utility
17 services provided by the municipality and the county.
18 And that's part of this being an existing
19 infrastructure already in place and having handled the
20 volumes of Bon Ton and the other stores back in the
21 heyday of retail.
22 So we feel comfortable in our
23 consultants that have reviewed this and spoken with
24 some of the municipalities, management, that we feel
25 comfortable that - no real adverse impact there.

1 I'd like to also talk about
2 responsible gaming initiatives. We take great pride
3 at our Maryland property in playing an active role on
4 responsible gaming. We do a lot of training with all
5 new hires, obviously, and we do refresher training
6 with all of our team members in making sure that they
7 can recognize if a customer has a problem gaming issue
8 and spot it in advance before it becomes an issue.
9 We do constant messaging on all of our
10 marketing collateral, both on property and through our
11 direct mail and e-mail initiatives. And we have some
12 special events every March, and one in August, where
13 we bring it right out in front of all of our team
14 members, and stress the importance of this. And it's
15 an important thing that all of management takes part
16 in.
17 And in addition, we belong to the
18 American Gaming Association. Rob is a board member,
19 and they do a lot of initiatives that we tag along
20 with to support, you know, responsible gaming amongst
21 our customers.
22 Now, I think Joe spoke about it a
23 little bit earlier, but you know, we've received many
24 community awards because of our involvement. And we
25 list them on here. And just to summarize, you know,

1 we have been recognized several times as top
2 philanthropists in the Baltimore, Maryland area, one
3 of the top five.
4 And then we've also received some
5 awards on being an economic engine due to the business
6 that we bring into the areas. And if you haven't been
7 to the Arundel Mills Mall, and not just the mall
8 itself, but all the surrounding restaurants and
9 retail, are very similar to this Westmoreland Mall.
10 They're thriving. They do very well because of all of
11 the volume of customers that drive through the area.
12 And then the third type of community
13 award that we've received is really based around
14 education award, and that's a lot to do with what
15 we've done at the community college and the hundreds,
16 probably up into the thousands - thousands now over
17 the past six years of training and providing people
18 the skills to be productive, especially in tight labor
19 markets.
20 We've put a great effort out to build
21 our - the strength of our team members.
22 So with that, I'd like to cut to one
23 more video that further illustrates a lot of our
24 community involvement.
25 ---

1 (WHEREUPON, A VIDEO WAS PLAYED.)
2 ---
3 MR. WEINBERG: Well, thank you. That
4 concludes our presentation, and hopefully that will
5 help also answer some of your questions about our
6 community focus and involvement.
7 PRESIDING OFFICER: Thank you. I
8 think -.
9 MS. MANDERINO: Yeah, before you
10 close, I just want to put a few things on the record
11 and have you respond, just because I think people in
12 the audience - I know I had a conversation before
13 things started casually.
14 I think it's important for the public
15 to know that when the General Assembly passed the
16 legislation for these new Category 4 mini casinos,
17 unlike the larger casinos, there's not a requirement
18 that there be a State Police station, so to speak,
19 onsite.
20 The casinos will have their own
21 security team, and there's clearly - they will be
22 coordinating with local police force, but Hempfield
23 Township doesn't have a local police force. They rely
24 on the State Police. So I just wanted to put that on
25 the fact and give you a chance - I know it's early,

1 but to comment in a way that you think that you can at
2 this point for the purpose of the citizens who are
3 here about kind of your thoughts about security and
4 coordination and law enforcement.
5 MR. WEINBERG: Sure. Sure. I'll -.
6 MR. NORTON: Happy to answer the
7 question.
8 So part of our priorities when we set
9 up a facility like this is safety and security is at
10 the top of the - of the requirements. You can't have
11 a fun, exciting facility where people can come and
12 enjoy themselves if they don't, at first, feel safe
13 and secure.
14 So that first line of defense is our
15 own security team and our own surveillance team, of
16 which we will ensure have proper coverage and access
17 to the facility.
18 We'll also partner with the State
19 Police and other law enforcement agencies in the area
20 to evaluate the facility and to put together a plan,
21 that will meet those concerns.
22 In Maryland, as an example, we hire
23 off-duty officers during some of our peak times so
24 that we have, even beyond our own security presence,
25 officer presence. So those plans will be developed.

1 And again, understand as we go forward, it is a
2 primary concern to create an exciting atmosphere. It
3 has to start out safe.
4 And in general, I mean, this is
5 something we take seriously with the industry
6 MR. WEINBERG: And in general, I mean,
7 this is something we take seriously, but the industry
8 also takes very, you know, serious. And between the
9 technological and human resources that are put towards
10 security and surveillance, it's usually the safest
11 place in a community.
12 MR. NORTON: Yeah. I would expand
13 just, too, that when we first opened up in Maryland,
14 there were similar concerns that were out there. And
15 we've proven over the years that we've actually seen
16 decreases in significant crime through - in our area
17 once we were open with all our technology and the
18 coordination with the police.
19 And that we would expect to have the
20 same type of relations so I'm expect (sic) -. And
21 those naysayers at the very beginning have become some
22 of our biggest supporters.
23 PRESIDING OFFICER: Okay. Thank you.
24 Mr. Stewart, your PowerPoint
25 presentation, do you move that into the record?

1 ATTORNEY STEWART: Yes.
2 PRESIDING OFFICER: Okay.
3 So moved.
4 ATTORNEY STEWART: And we will
5 certainly provide it to the Board. My apologies.
6 PRESIDING OFFICER: Okay.
7 And for those in the audience, the
8 presentation will be posted on the Board's website
9 once we all get back to Harrisburg and have a chance
10 to do that. So the video of this hearing and this
11 PowerPoint presentation will be on our website for
12 your viewing and reviewing pleasure as many times as
13 you'd like.
14 So with that, we will now move on to
15 the public comment portion of our hearing. If you are
16 a speaker today, have registered to speak, when I call
17 your name, if you would come up to the podium provided
18 here? And when you begin your remarks, if you could
19 state your name, and if you're speaking on behalf of
20 an entity, who that entity is. And I will remind all
21 of you speaking that elected officials have
22 approximately 15 minutes, community groups have
23 approximately 10 minutes and individuals approximately
24 3.
25 And to assist all speakers, if you're

1 reaching the end of your allotted time or there
2 around, I'll let you know, so you can wrap up your
3 comments.
4 So all of those here today who have
5 registered to speak, if you could stand up and raise
6 your right hand to be sworn by our court reporter?
7 ---
8 WITNESSES SWORN EN MASSE
9 ---
10 PRESIDING OFFICER: Okay.
11 And we will begin with our government
12 officials. We have Senator Kim Ward.
13 SENATOR WARD: Oh, I'm going first?
14 Okay.
15 Hi. Welcome to Westmoreland County.
16 Welcome, Commissioner Manderino, back to your home
17 county where you grew up.
18 Right?
19 MS. MANDERINO: Right.
20 SENATOR WARD: Monessen.
21 I'd also just like to take a second to
22 acknowledge the state representatives in the audience,
23 George Dunbar, Justin Walsh, Eric Nelson, who have all
24 voted to support this - is there anyone else that I
25 missed here? No.

1 Okay.
2 So I want to start by addressing some
3 of the things that I think will probably come up, and
4 one is the security. I know what they do at the
5 casinos. I even get carded sometimes going into
6 casinos, which, of course, I like. But I know it's
7 not because of how I look, it's because they're being
8 very, very careful.
9 And I just want everyone to know that
10 there are big penalties for letting underage folks on
11 the floors, and there is immense security, and there
12 is security, the casino security and the Gaming Board
13 security, that is walking on the floors all the time.
14 You just don't know who they are.
15 So they keep a really good tight reign
16 to make sure that we don't have problem gamers, and we
17 don't have underage.
18 So you know, I've heard from some
19 about the worry about addiction, gaming addiction.
20 Well, I know that you have a lot of programs in place
21 to help with that, but I would just like to also point
22 out that we in Westmoreland County are surrounded by
23 three counties that have casinos.
24 So we have the Rivers in Allegheny, we
25 have The Meadows, which is owned by Penn National in

1 Washington, and we have Lady Luck up at Nemacolin.
2 A lot of our county - a lot of the
3 residents of our county actually live closer to those
4 facilities than they will live to the one that will be
5 located here in Hempfield Township. And I think
6 that's important, because you know, it is such a sad,
7 sad - addiction is a sad, sad thing. But we also
8 have, as you all know, all of the illegal online
9 gaming.
10 And if you have an addiction, we want
11 to help, we want to stop that from happening, but I
12 personally don't think putting a casino here is going
13 to add to the addiction problem.
14 You know, while I do have the greatest
15 respect for those that may disagree with it coming
16 here, because I know they're all coming from a good
17 heart, I do wonder, of the organizations - recently
18 one has popped up, registered October 31st in
19 Harrisburg, that is against this coming here into the
20 mall. And I just - I don't know who funds it. I
21 couldn't find who funds this organization, and I'm
22 always, because I'm political, looking at who is
23 behind a movement, and who - you know, where's the
24 money coming from?
25 They're registered in Pittsburgh,

1 they're paying high rent, and they just popped up. So
2 I just want to put that on the record. I'd like to
3 know who is funding that organization and how it
4 started, because it kind of reminds me of, just a
5 little bit, of - I think you had - Live had a problem
6 in Maryland with a group that popped up that ended up
7 being funded by another casino.
8 So you know, I've been working in the
9 Senate for a long time and working with the casinos,
10 and I know how they are very protective of their turf,
11 and how cutthroat they are to make sure that their
12 turf is protected. And, you know, they all do a great
13 job of employing people and bringing tax dollars, and
14 that's what I see here coming to Westmoreland County.
15 Because we are surrounded by three
16 counties with casinos, they were the recipients of
17 largesse coming from gaming, and they were able to
18 take that money and leverage it toward economic
19 development projects, so we had that in Fayette, we
20 had that in Allegheny, we had that in Washington. But
21 we didn't have any of that here in Westmoreland.
22 And I think it put us at a
23 disadvantage, so while we are not getting a full
24 casino and will not be getting the same amount of
25 money that they get, we will be getting something that

1 will help, help lure other types of businesses here.
2 I just see nothing but jobs and growth. And you know,
3 I've traveled the state, because I chaired that
4 committee for a while in the Senate that oversaw this
5 legislation.
6 And I've been to many of the casinos,
7 and they are very nice, and they are - all of the
8 areas around them - there are businesses popping up
9 with more jobs, maybe not casino related, but more
10 restaurants. And just another thing that maybe even
11 will help more youth here, because our county as a
12 whole is a little - we have a pretty high average age
13 here.
14 So if we could do things that will
15 bring tax dollars, that are safe, that bring - that
16 are safe, you know. I have - oh, I have to pull it
17 off of my cell phone, but - let me pull it up here.
18 Because I had it in my office and then I just
19 remembered this morning I needed it.
20 So based upon the data collected from
21 the Pennsylvania Uniform Crime Reporting System and
22 the reports and through the Pittsburgh Bureau of
23 Police, on seven municipalities with casinos, the
24 majority of them had the average number of criminal
25 offenses decrease after the casino opened, because of

1 the great security.
2 And I want to add that while Hempfield
3 doesn't have its own police force, we are so fortunate
4 here that the State Police Barracks is located within
5 this municipality and within a mile of where the
6 casino will hopefully be going.
7 I just want to reach out to anyone
8 that is in the audience and let them know that I'm
9 here to talk with you. If you have concerns as this
10 project moves forward, please call. I'm happy to be
11 your bridge. I'm happy to listen to your concerns and
12 convey them and work with the community. And I hope
13 this all works out the way we'd like it to.
14 I thank you very much for coming here.
15 Thank you. I hope we're all partners for a long time,
16 that we have lots of jobs, lots of economic
17 development, lots of tax dollars.
18 Thank you.
19 PRESIDING OFFICER: Thank you.
20 Next up, Doug Wimer, Hempfield
21 Township supervisor.
22 And I apologize ahead of time if
23 mangle anyone's name. There might be a few down the
24 line, so -.
25 MR. WIMER: Good morning. My name is

1 Doug Wimer. I am an elected member of the Hempfield
2 Township Board of Supervisors.
3 I want to welcome the Board Members,
4 the state elected officials, Westmoreland County
5 residents to my lifelong home.
6 Welcome to the community where I am
7 raising my family, which includes three young
8 daughters, and welcome to the largest municipality in
9 Westmoreland County.
10 I'm here to ask and confirm that the
11 PA Gaming Control Board has seriously considered a few
12 factors on how a Category 4 casino license would
13 affect the nature of a municipality such as Hempfield
14 Township, Westmoreland County.
15 I am here to ask and confirm that this
16 Board has conducted research to ensure that this state
17 legislatively legalize unique commercial and social
18 activity as a practical fit for this community.
19 Did the PA Gaming Control Board
20 consider preparing a list of how a community such as
21 Hempfield Township Westmoreland County can expect to
22 be impacted with the release of a Category 4 casino
23 license?
24 Did the PA Gaming Control Board
25 members put in place a process which considers how to

1 best protect the vested interests of current residents
2 and business owners when making a final decision to
3 release a Category 4 casino license in Hempfield
4 Township, Westmoreland County?
5 Did the PA Gaming Board - Control
6 Board determine the public safety requirements
7 necessary to support a Category 4 casino license in
8 Hempfield Township, Westmoreland County and will it
9 take steps to satisfy them before this license is
10 released?
11 Will the PA Gaming Control Board
12 release all information and data collected form their
13 decision-making processing on the award and release of
14 the Category 4 casino license in Hempfield Township,
15 Westmoreland County?
16 Will the PA Gaming Control Board
17 consider making itself available for public question
18 and answer discussion with elected officials,
19 residents and business owners before releasing a
20 Category 4 license, casino license in Hempfield
21 Township, Westmoreland County?
22 I thank you all for allowing me to ask
23 these questions, and I sincerely hope you will
24 consider them when making your final decision on the
25 release on the Category 4 casino license in Hempfield

1 Township, Westmoreland County.
2 Thank you.
3 PRESIDING OFFICER: Those were the
4 elected officials I have listed.
5 Are there any other elected officials
6 here who believe they registered and I did not call
7 your name, if you can raise your hands?
8 Seeing none, we will move on to
9 community groups. I will remind you, you have about
10 ten minutes, and our first registered speaker is Chad
11 Amond from the Westmoreland County Chamber of
12 Commerce.
13 MR. AMOND: Thank you very much.
14 Thank you for the Gaming Commission and Chairman,
15 Director Lloyd, for being here. My name is Chad
16 Amond. I serve as President and CEO of the
17 Westmoreland County Chamber of Commerce.
18 I want to thank and welcome our state
19 reps, our Hempfield Township leaders, our county reps
20 and many of the Chamber Board members are here today.
21 The Westmoreland County Chamber of
22 Commerce represents over a thousand businesses across
23 Westmoreland County. Our members include both large
24 and small firms from retailers and manufacturers and
25 not-for-profit organizations and professional service

1 providers.

2 Tracing its roots back to the early

3 1940s, the Westmoreland County Chamber has been

4 instrumental in building strong partnerships among

5 regional business leaders, community leaders, elected

6 officials and key stakeholders on a variety of

7 important issues facing our community.

8 The Chamber enjoys a heralded

9 reputation as the largest, most active and most

10 influential Chamber of Commerce in Westmoreland County

11 and one of the most vital in southwestern

12 Pennsylvania. The organization maintains a robust

13 business-friendly advocacy platform.

14 The Chamber supports pro-business

15 regulations and legislation that we believe that will

16 make for a better business climate without

17 compromising the health, safety and well-being of the

18 communities that we serve.

19 We take a common sense approach

20 identifying policy reform and legislation that

21 underscore our continued commitment to advance

22 economic growth across Westmoreland County.

23 We are a nonpartisan organization that

24 believes no matter your political affiliation,

25 responsible citizens from all walks of life want

1 better paying jobs, stronger schools, strong
2 infrastructure, safer neighborhoods, preservation of
3 natural resources, accountable leadership,
4 recreational livability and efficient government.
5 As part of the Chamber's Where We
6 Stand document that outlines key focus points that the
7 Chamber advocates for, one of the ten key issues was
8 focused on creating a mini casino in Westmoreland
9 County.
10 Following the proclamation passed by
11 the Westmoreland County Board - County Chamber of
12 Commerce Board of Directors, this is the following
13 statement.
14 The Westmoreland County Chamber of
15 Commerce believes gaming - casino gaming has benefited
16 the Commonwealth of Pennsylvania in terms of job
17 creation, tax generation, travel and tourism,
18 enjoyable activity for local residents and has spurred
19 economic development in and around casino locations.
20 The Chamber strongly supports the
21 amended current legislation, introducing new
22 legislations which collects and distributes gaming
23 revenue on a more fair and equitable basis.
24 Developing a casino in Westmoreland
25 County would positively impact that effective change

1 and would create a more level playing field among the
2 counties in southwestern Pennsylvania.
3 From the Chamber's - the Westmoreland
4 County Chamber's perspective, the proposed casino in
5 Hempfield Township will move all of Westmoreland
6 County forward and Pennsylvania, southwestern
7 Pennsylvania, forward and benefit out community with
8 entertainment experience.
9 I want to make sure that the Chamber -
10 the Gaming Commission Board understands that the
11 Chamber is in support of the - of the gaming casino.
12 Also, I want to make sure that you
13 know I serve on the Board of Economic Growth
14 Connection. Jim Smith is here as president of the
15 Economic Growth Commission - or Economic Growth
16 Connection. They are a strong partner with the
17 Chamber and they, the EGC, also supports the casino.
18 Responsible gaming is important to us.
19 I respect the fact that the Cordish - advised that
20 they are - a strong priority is responsible gaming.
21 It is - it is important to us that that is identified.
22 I also want to recognize Commissioner
23 Logan. It's - the statement brought up about local
24 vendors is, obviously, important to the Westmoreland
25 County Chamber of Commerce and Cordish identified that

1 you will work with - as much as possible with local
2 business owners and local business providers.
3 That is all that I have. I thank you
4 very much for your support. Thank you.
5 PRESIDING OFFICER: Thank you.
6 Michael Egan from the Westmoreland
7 Mall.
8 MR. EGAN: Good morning. Pleased to
9 be here today. I'm Michael Egan. I'm general manager
10 of Westmoreland Mall.
11 Westmoreland Mall is owned and managed
12 by CBL Properties. CBL Properties owns and manages a
13 national portfolio of market dominant properties
14 located in dynamic and growing communities.
15 CBL's portfolio is comprised of 114
16 properties, totaling $72 million square feet across 26
17 states.
18 The principals of Cordish and CBL have
19 known and respected each other for a long time and
20 have a close - a good close working relationship.
21 The retail industry is in the midst of
22 a transformation. CBL is actively working to position
23 our properties for the future through the addition of
24 new uses, including fitness, value, services, dining
25 and entertainment.

1 Westmoreland Mall is positioned in the
2 market, both through our location axis standpoint, and
3 a favored destination to continue to succeed long
4 term.
5 The proposed casino is consistent with
6 the direction of our industry is heading. It is truly
7 the ultimate combination of dining and entertainment.
8 The casino will also complement Westmoreland Mall's
9 existing merchandising mix, drive in new traffic and
10 enhance sales to these businesses.
11 CBL strongly believes that it is in
12 the best interest of the property and the region, and
13 will serve as a catalyst for future development.
14 Thank you.
15 PRESIDING OFFICER: Thank you.
16 Gregg Neavin, The Coalition for a
17 Better Westmoreland.
18 MR. NEAVIN: Good morning, Senator
19 Ward, Mr. Wimer, Mr. Amond, Mr. Egan and
20 representatives of the Gaming Control Board and fellow
21 concerned citizens.
22 My name is Gregg Neavin. I serve as
23 Executive Director for the Coalition for a Better
24 Westmoreland. I've been a county resident for over 15
25 years. My family lives in Murrysville and we

1 regularly shop and dine in Hempfield Township.
2 I pay county taxes on two
3 single-family homes. My eldest son and his family
4 live in Salem Township and pay county taxes. Though
5 not a Westmoreland native, it has become my home.
6 I was twice elected as a Westmoreland
7 County Republican committeeman and resigned from that
8 committee the day I was sworn onto the Franklin
9 Regional School Board five years ago.
10 I have served on the joint operating
11 committee for the Northern Westmoreland Career and
12 Technology Center for that same period. I am
13 passionately involved with the things that matter
14 greatly to me. That's why I attended the March for
15 Life last January in an effort to protect the most
16 vulnerable members of our society.
17 It's why I'm here today, again, to
18 protect the vulnerable. I'm a member of the
19 Westmoreland County Chamber of Commerce serving on the
20 Ambassador Committee.
21 It is typically my pleasure to welcome
22 new members to the chamber. In fact, I've spent a
23 career promoting, developing and being a champion for
24 business, so why not this one?
25 It's simple. We don't want outside

1 gambling interests coming in and changing our
2 community, our way of life, and they way we view the
3 towns where we live.
4 The Coalition for a Better
5 Westmoreland is a grassroots organization. We weren't
6 organized until this threat arose. Every one of our
7 members was living here because of what the community
8 is, not what outside gambling interests want it to be.
9 Those of us who stand in opposition to
10 the proposed casino have some shared concerns, others
11 borne from a unique perspective. The threat I see
12 comes from predatory casino operators who prey on the
13 vulnerable.
14 A local legislator told me it's
15 entertainment. Problem gamblers are such a small
16 portion of the population, and quote, I have never
17 been one to legislate based on the needs of a few
18 people.
19 He talked about an exclusion list
20 where people can voluntary ask to be excluded from
21 casinos. Well, what about the ones in denial, the
22 ones holding out for just one lucky streak to get
23 their money back? What about those who don't
24 volunteer for that list?
25 Even by the estimates of the National

1 Center for Responsible Gaming, which was founded by
2 industry members, up to four million Americans have a
3 gambling disorder. The Center estimates that another
4 five to eight million Americans meets some of the
5 American Psychiatric Association's criteria for
6 addiction but have not yet progressed to the
7 pathological or disorder stage. Others outside the
8 industry estimate the number of gambling addicts in
9 the country to be higher.
10 Whatever the numbers, it's a problem
11 that rips through the lives of families and devastates
12 individuals. Experts agree that it's the addiction
13 with the highest suicide rate because the addiction
14 takes everything.
15 Sure, people die of heroin overdoses
16 or drink too much alcohol, crash their cars and die,
17 but typically that was not their original intent. It
18 is however the only way out for some tapped-out
19 gamblers who see no other solution.
20 Dram Shop laws were designed to reduce
21 traffic fatalities and put the onus on bar owners to
22 shut people off or share in the responsibility for the
23 tragic consequences of overdrinking. In contrast,
24 casino owners methodically program electronic gaming
25 machines, and through them, program the people who

1 mindlessly hit the buttons to play to extinction. Not
2 my term, that's a gambling industry term. And yes, I
3 said gambling industry.
4 And with all due respect to the PA
5 Control Board, it's gambling, not gaming. And the
6 casino's victims are gamblers, not players. It's not
7 Words With Friends. Playing to Extinction means until
8 there is nothing left.
9 As of two years ago, casino patrons
10 bet more than $37 billion annually, more than
11 Americans spend to attend sporting events, go to the
12 movies and buy music all combined.
13 The preferred mode of gambling these
14 days is electronic gaming machines, offering
15 variations on slots and video poker. Their prevalence
16 has accelerated addiction and reaped huge benefits for
17 casino operators. A significant portion of casino
18 revenue now comes from a small percentage of
19 customers, most of them likely addicts, playing
20 machines that are designed explicitly to lull them
21 into a trance-like state that the industry refers to
22 as continuous gaming productivity.
23 Last year, Rivers Casino reported a
24 third of a billion in revenue with 70 percent of it
25 coming from machines. Slots used to make up about 45

1 percent of casino revenue, but then the machines got
2 smarter.
3 Patrons now use loyalty cards, which
4 allow the casinos to track such data points as how
5 frequently they play electronic gaming machines. How
6 long they play, how much they bet, how much they bet,
7 how often they win and lose, what times of day they
8 visit and so on.
9 Each time a patron hits a spin or the
10 deal button, which can be as frequently as 900 to
11 1,200 times an hour, the casino registers that data.
12 All of these data have enable casinos to specifically
13 target their most reliable spenders, primarily problem
14 gamblers and outright addicts.
15 Despite those customers' big losses,
16 or rather because of their losses, the casinos lure
17 them to return with perks. The business plan for
18 casinos is not based on the occasional gambler, the
19 business plan for casinos is based on the addicted
20 gambler.
21 So what's the up side? In the heavily
22 redacted application for this casino, they mention
23 jobs. Some part time, some full time equivalent, but
24 details are lacking. In fact, if their lack of
25 transparency is this clearing (sic) during the

1 application process, how accountable can we expect
2 this company and the Commonwealth to be if and when
3 they open?
4 Anyway, jobs. Big promise number one.
5 So just today we've gotten a few answers about pay and
6 benefit number of jobs. More importantly, what is the
7 nature of the work? What sustainable life skills are
8 being developed in these jobs? I asked the local
9 superintendent, should we add curriculum to the CTC,
10 to teach our kids to be dealers? Well, she chuckled
11 and said, no, I don't think we want to go there.
12 Well, you're darn right we don't.
13 I attended the kickoff dinner for the
14 Westmoreland County Forum for Workforce Development
15 and saw a presentation on the Allegheny Conference
16 Inflexion Point, learning that during the decade 2015
17 to '25, the Pittsburgh region faces a potential
18 shortfall of 80,000 workers due to baby boomer
19 retirements and new job growth.
20 It's a statistic I've heard now
21 repeatedly, often quoted by Mr. Amond. We heard about
22 a need for skilled tradespeople, medical and computer
23 professionals. We've changed our language in local
24 school districts, talking not just about helping kids
25 to be college ready but to be career and college

1 ready.

2 Enrollments are up at the CTCs. We

3 know the kinds of jobs we need now and in the days and

4 years ahead. In fact, our Secretary of Education,

5 Pedro Rivera, addressed that that same group a year

6 after the kickoff and challenged us to better prepare

7 our kids for the world ahead. What does our focus on

8 STEM have to do with service industry employment?

9 How do casino jobs align with the

10 vision we as educators and community leaders have for

11 Westmoreland County? In the construction jobs, ask

12 any union hall around. There is more work than

13 workforce.

14 Construction companies are going out

15 of state to get masons. The cracker plant is about to

16 hire 1,300 steamfitters. Our school district will

17 soon go to bid on a construction project that, at one

18 point, companies would have clamored for. We've

19 already heard that now many of them are just too busy

20 to take us on.

21 Big promise number two, taxes. I

22 won't call government sanctioned gambling crony

23 capitalism at its worst. Somebody beat me to it. I

24 will say this. It's a shameful redistribution of

25 wealth taken from truly vulnerable people who can ill

1 afford to pay.

2 According to a Catholic news service

3 article just a few days ago, a major Vatican office

4 says legalized gambling fuels addictions creating more

5 and more compulsive gamblers and using the industry as

6 a source of tax revenue is unethical.

7 Bottom line, there is no new money

8 that this casino will bring. It's my money, and it's

9 your money. With the exception of a few neighbors to

10 the east, the revenue is coming from us. The casino

11 won't draw people from across the country or produce a

12 widget sold around the world and bring the proceeds

13 back to us.

14 These operators from out of state will

15 generate revenue from local people, share a little

16 taste with Hempfield, a little taste with Westmoreland

17 County, a big chunk with the state. They've already

18 taken $40 million. And take the rest back to Maryland

19 and maybe do a little philanthropy there.

20 Finally, Westmoreland Mall, the casino

21 won't save it. It will kill it. And then like a good

22 parasite, absorb it. How long before Sears closes and

23 the casino offers to do us a favor and take that empty

24 space? It will be the first of a string of seedy

25 eyesores to replace a family-oriented destination with

1 something just awful.
2 I just read an article about the
3 Easton Mall in Columbus, Ohio being transformed into
4 its own little mini town with apartments, a hotel,
5 groceries, office space and nightclubs. Cordish might
6 want to look into it, still supporting smaller
7 boutique style retail shops in Columbus and reviving
8 that mall.
9 In the 1990s San Antonio rejected
10 casinos and invested in the Riverwalk, transforming
11 that city's future. I've had dinner there. It's
12 delightful. More recently Boston began building a
13 large commercial and housing development on a proposed
14 casino site at a former horse track.
15 Retail is absolutely changing and
16 malls must reinvent themselves. Many are adding
17 hotels. Let's work on ideas, better ideas. Let's
18 embrace the recently released comprehensive plan to
19 reimagine our county and work together to make
20 Westmoreland a great place to live, work and play.
21 Let's make it a truly better Westmoreland.
22 PRESIDING OFFICER: Thank you.
23 Mr. Neavin - Mr. Neavin, if you're
24 willing to share your written comments with our court
25 reporter, you crammed a lot of information in your ten

1 minutes, and I don't know if she got it all.
2 So if you could do that, so she's -
3 the record's accurate?
4 MR. NEAVIN: I will.
5 PRESIDING OFFICER: Thank you.
6 MR. SANTONI: I have a question, if I
7 may, for one of the previous speakers. Mr. Wimer, is
8 he still here?
9 I just have a question - and if you
10 said it, I apologize, and I should have asked you when
11 you were up at the podium. Did your Board take a
12 public vote for or against the casino? I'm not sure
13 if you said that in your statement?
14 MR. WIMER: I did not, but we did.
15 MR. SANTONI: And?
16 MR. WIMER: There was a - I don't have
17 it here in front of me, but I believe it was in a
18 positive direction for in support.
19 MR. SANTONI: In support. Okay. The
20 reason I ask is this is a community input hearing, and
21 I think it's important for us to hear from both sides,
22 pros and cons. I think the elected officials of the
23 community, are an important asset and we needed to
24 hear from them, so -.
25 MR. WEINBERG: Just to clarify, we

1 have a support letter from Hempfield Township that was
2 voted on by the Board of Commissioners, and we'll
3 submit that as part of our formal submission.
4 MR. SANTONI: Thank you.
5 PRESIDING OFFICER: Thank you.
6 That is the end of my community group
7 list. Are there any representatives from community
8 groups here who thought they registered to speak and I
9 did not call your name, please raise your hand.
10 Seeing none, we will move on to the
11 individuals who have registered, and remind you, you
12 have about three minutes.
13 George O'Brien? Is Mr. O'Brien here?
14 MR. O'BRIEN: Thank you for the
15 opportunity. Thank you for your presentation. I'm
16 going to speak mostly about myself and as a resident.
17 I live about a mile from here. I've been in this
18 county and Hempfield Township School District since
19 moving out here from York County, PA in August of
20 2012.
21 I do work at the YMCA locally. I'm
22 not going to speak on behalf of the Y, but I will
23 speak as far as the nonprofits go. We're excited
24 about opportunities to bring businesses, jobs, people
25 that will give back to the community, both in

1 volunteerism, but then also in contribution, so we're
2 excited in that regard.
3 Personally, I have four kids myself,
4 two girls, two boys. Again, they go to Hempfield
5 School District. I'm pro casino. Our family travel
6 quite a bit to go to different casinos for the
7 entertainment, so we find that it's an enjoyable
8 piece, whether it's Atlantic City, The Meadows,
9 Nemacolin in South Central, was at Hollywood Casino
10 the first day it opened north of Harrisburg. So we
11 feel that as a family, it drives - draws people to the
12 community, as long as things are controlled, and it's
13 not like we have a first time casino company here.
14 So they have a track record of
15 excellence, so I think we should give them the
16 opportunity to do so.
17 As a local investor, I participate in
18 real estate, and I see a challenge. I have a lot of
19 doctorate students, graduate students that move here
20 from afar for the education. We have a wonderful
21 education system here.
22 The problem we're having in serving on
23 the Board with the Chamber is these kids are just not
24 staying. We have people that are aging out and people
25 are choosing to move away, because there's just not

1 enough here in Westmoreland County for them to be
2 stimulated. They want to be entertained. They've
3 done a good job downtown Greensburg to bring culture
4 and what have you, but again, sometimes a 45-minute
5 drive into Pittsburgh is just too much for folks, and
6 they want to live closer to the action.
7 And I feel a casino here by the mall,
8 which is a wonderful place and a great infrastructure,
9 great decision. I feel that will help us keep some of
10 this talent that we're educating and then they're
11 vacating in the area.
12 So again, I thank you for the
13 opportunity. We're pro for the casino. I think it's
14 going to add a lot to our county, both from a
15 recruitment standpoint, and also the biggest thing is
16 retention of the talent once it's here.
17 Thank you.
18 PRESIDING OFFICER: Thank you.
19 Brian Shipley? Mr. Shipley?
20 Seeing no response, Gary Nelson?
21 MR. NELSON: Hi, my name is Gary
22 Nelson. I hereby state my support for this project.
23 For 41 years, Westmoreland Mall has
24 provided the community with a shopping, dining and
25 gathering place that is frequented by millions of

1 visitors annually. While other malls in the region
2 have declined or closed in recent years and people
3 continue to change their shopping habits, Westmoreland
4 Mall has outlasted most of the competition and really
5 has had some stamina throughout the years, which can
6 be attributed to the mall's responsive management.
7 However, over the last decade, several
8 factors have led to a decline of malls in smaller
9 markets, including big box retail, the rise of online
10 shopping and the failure of owners to be re-adaptive
11 and foresee that such factors can lead to an eventual
12 decline of the mall.
13 In West Mifflin, Century 3 Mall is
14 mostly abandoned and is on its way out. In Fayette
15 County, the Uniontown Mall is - has an increasing
16 number of vacancies and has lost both Sears and
17 Bon-Ton as anchor tenants.
18 The Johnstown Galleria in Cambria
19 County is not faring much better either with similar
20 vacancy issues.
21 Furthermore, with both Bon Ton and
22 Sears filing for bankruptcy this year, it becomes a
23 challenge for mall owners to fill all the empty space
24 that happens as a result of these bankruptcies.
25 Fortunately, this is an opportunity

1 for mall owners to be adaptive and to think outside
2 the box. At Westmoreland Mall, adding a casino in
3 addition to dining and entertainment attractions to
4 its tenant mix would not only be a boost for the mall,
5 but it will also help attract new visitors from
6 outside Westmoreland County.
7 I can understand the concern that some
8 residents may have about a casino moving into their
9 neighborhood, and how it may impact the mall. But I
10 have personally seen where a casino has actually
11 benefited a mall's business, most notably, Arundel
12 Mills in Maryland. That casino is also owned by the
13 same people that are looking to build the casino here
14 in Hempfield.
15 As a result of the casino, it has led
16 to a lot of growth surrounding that mall, and today
17 that mall is among one of Maryland's most popular
18 attractions attributed to the Casino.
19 Thirty (30) years ago, a small off
20 track betting facility called Ladbrokes was built at
21 the Greengate Mall, and that was one of the first of
22 its kind in a shopping mall.
23 Some have suggested that the facility
24 was what led that mall to go into decline, but
25 frankly, Greengate Mall was already in decline even

1 before Ladbrokes moved in. When Ladbrokes came in, it
2 actually helped the mall's foot traffic. It could
3 have been the catalyst for future growth at that mall,
4 had the mall owners been more responsive in its
5 revitalization efforts.
6 Unfortunately, that did not happen and
7 ultimately we saw the end result of that, which could
8 only be attributed to the mall owner's lack of vision
9 and investment.
10 Westmoreland Mall can only continue to
11 grow and evolve as long as CBL Properties remains
12 committed to invest money into the mall and updating
13 its facilities to reestablish the mall as a dominant
14 retail and entertainment destination.
15 And the casino that Cordish is
16 proposing is just what the mall needs to evolve and
17 change to keep up with the competition.
18 PRESIDING OFFICER: Thank you.
19 Linda Dupill?
20 MRS. DUPILL: Hi. I want to thank you
21 for an interesting presentation. I am - I oppose the
22 casino here, and for very much the same reasons that
23 Mr. Neavin has explained.
24 I moved to Westmoreland County. I'm
25 from Murrysville, raised five children here, have 13

1 grandchildren. I would like to see - I'm kind of
2 disappointed in the way things have been done.
3 I mean, Mr. Wimer explained that
4 Hempfield said that they would - willing to consider
5 the casino. And considering and putting it into place
6 are two different things. I think that we should be
7 looking at other options, some of them that Mr. Neavin
8 brought up in regard to like what they did in
9 Columbus.
10 I do not - I feel that you're probably
11 opening a Pandora's box. It is not something that is
12 a good thing and I think it's unfortunate that this
13 hearing is held one hearing on a ten o'clock in the
14 morning on a weekday during the Christmas season when
15 most people are in work. So if you look around, most
16 people here are older people who are retired.
17 Okay?
18 There are not that many young people
19 here. I am also rather disappointed in our elected
20 officials who have moved forward on something and are
21 approaching something without asking the people, the
22 people who live here.
23 Okay?
24 How about a referendum on a ballot?
25 How about scheduling a town hall specifically on this

1 at a time when people can come and not during the
2 Christmas season? I mean, come on. How about you
3 care what the people want, and you bring the people
4 in.
5 I would be willing to accept, if I
6 don't agree, what the people want if it's on a
7 referendum, if they're given the information, if
8 they're educated, if they understand what they're -
9 they're, you know, moving towards. But I would like
10 to see other options considered to bring business to
11 Westmoreland County.
12 Thank you.
13 PRESIDING OFFICER: Raymond Dupill.
14 MR. DUPILL: I agree with my wife.
15 I'm originally from Connecticut. I
16 watched that state go to hell, and it's still going to
17 hell. And unfortunately, a lot of my relatives have
18 moved out of there.
19 And I started a business here in
20 Murrysville a lot of years ago, and my sons, a couple
21 of them, have left the state and moved part of the
22 businesses out of state.
23 My point is this. I lived in
24 Allegheny County and moved out of there, I don't know
25 how many years ago now, but a long time ago. I

1 watched it go downhill. That's what's going to happen
2 here, Westmoreland County. Guaranteed.
3 All the negative things -
4 economically, if you look at Las Vegas, Las Vegas
5 isn't having a great deal of luck in the last five or
6 ten years. It's going downhill.
7 The whole spread of the whole industry
8 is changing, not only the gaming industry or the
9 gambling industry, but every industry, and we're going
10 to see that with Google, with all the stuff that's
11 going on. Hold off on all this stuff.
12 I mean, really, I mean, they gave a
13 great presentation, but there's so much more you could
14 do that is innovative. I think the gaming industry
15 can do more in a different direction. So that's all I
16 have to say.
17 PRESIDING OFFICER: Thank you.
18 MR. DUPILL: Yep.
19 PRESIDING OFFICER: Richard Seiler?
20 Richard Seiler?
21 MR. SEILER: Good morning, everyone.
22 Thank you for inviting us. My name is Richard Seiler.
23 I live in Murrysville, Export area.
24 When I looked at this and learned
25 about it, I said to myself, okay, why would our

1 Westmoreland County community want a casino? Well,
2 some would say that a casino might save the
3 Westmoreland Mall. I think quite the opposite.
4 The economy, market conditions,
5 competition from online shopping, they're all some of
6 the main challenges to the mall, Westmoreland and all
7 malls. But having a casino at the mall will certainly
8 help the casino industry, especially if they get a
9 really good deal with a low initial investment and
10 existing properties.
11 Well, - would actually be detrimental
12 to the shops and make success even more difficult.
13 Maybe not initially. People will flood in there
14 because it's something new, but over time we'll see a
15 decline, because with a casino and other gambling
16 activities comes crime, drugs, desperate and dejected
17 people, lots of risks to avoid.
18 We've learned - read about it. I've
19 been reading more and more about addicted gamblers.
20 I know some people will come for
21 entertainment and moderate gambling and have a good
22 time and not be a risk. They could make a short trip
23 to one of the others in the area.
24 Past experience shows that nowadays
25 the targets seem to be targeting gamblers who have

1 become addicted, and the technology available has made
2 that much easier for them.
3 A large portion of the casino revenue
4 now comes from a smaller portion percentage of the
5 customers, many of whom can't afford to gamble.
6 Problem gamblers are the lifeblood of the casinos.
7 Their target then with their marketing programs and
8 incentives, and these problem gamblers, then they go
9 steal from their families, steal from their employers,
10 I'd say, be sure you lock your car if you go to the
11 mall.
12 Now, many young people hang out at the
13 mall, and this, I believe, will put them at risk.
14 They're not likely going to go to Pittsburgh until
15 they're older, and hopefully they're less impulsive
16 and vulnerable.
17 Westmoreland County doesn't have the
18 police force like Pittsburgh does. We can't afford
19 that kind of police force, and we haven't needed one,
20 but there's a lot that's not known about what that
21 security plan is going to be, and what the taxes will
22 be.
23 So I say, citizens and lawmakers, do
24 your research. Where has a mall been saved, and not
25 only for a couple years? Some would say a casino will

1 bring jobs and income to the community. We know that
2 casinos are in business to make a profit, not to
3 enrich a community.
4 An article I read said that
5 communities typically build casinos based on a mirage
6 of false promises. They will provide jobs, fund
7 schools and boost the local economy, but Earl Grinols,
8 an economic professor at Baylor University, and author
9 of the book Gambling in America, Costs and Benefits,
10 has estimated that every dollar of benefit a casino
11 brings into a community entails about $3 in social
12 costs, increased crime, declining productivity, more
13 spending on services, unemployment, social negatives.
14 Wow, $3 in social costs for every
15 dollar of revenue brought in, and that doesn't even
16 consider all the suffering, broken families in the
17 community and other risks to the citizens. So
18 citizens and lawmakers, please do your research.
19 Where has the financial benefit
20 actually been positive over a period of time? Talk to
21 other communities, decide based on facts, not false
22 promises.
23 And the last one is the local
24 community bears the financial and destroyed lives
25 cost, so who should we citizens listen to when

1 evaluating this? Casino company's investors who have
2 an interest? Well, take their input. Local or state
3 politicians? Well, take their input, but I really
4 believe that Pennsylvania doesn't have a tax revenue
5 problem. Pennsylvania has a spending problem, and
6 reaching out to things like gambling to try to make up
7 the money so they continue to spend is not in our best
8 interest.
9 So citizens, please do your research.
10 Talk to other communities and decide based on facts,
11 not false promises.
12 Thank you very much.
13 PRESIDING OFFICER: Thank you.
14 David Rohaus?
15 MR. ROHAUS: Good morning. My name is
16 David Rohaus. I live in Trafford, the Westmoreland
17 County part of Trafford.
18 I've been a county resident since '69.
19 A couple things here. That was a very wonderful
20 presentation. I think your company is great. I mean,
21 to do that kind of stuff is great. I just wish it
22 could be done without gambling, really.
23 It seems to me that - I would like to
24 - I would recommend, maybe the Board's already done
25 this, but consider looking at what was promised for

1 Fayette, Allegheny and Washington Counties when those
2 gaming facilities first went in and compared to what's
3 going on now, to see if the expectations were met. I
4 think that would be a very interesting study.
5 And I also think that if those studies
6 were promising, that would be part of the
7 presentation, but I don't see it. You know what I
8 mean? I don't see it. I think there's a lot of
9 promises here.
10 But I think it's very wishful
11 thinking. And I think what's causing it to be wishful
12 thinking is that the benefits seem to be so fantastic
13 but they're really not backed up.
14 Let me give you an example of what
15 responsible - I like to say what I call responsible
16 government responses.
17 Let's take the CDC, for example, this
18 romaine lettuce thing. All of the romaine lettuce has
19 been shut down, regardless of cost, whoever grows it
20 and sells it and all that stuff.
21 I recently read an article where the
22 chances of getting sick from eating romaine lettuce is
23 one in 11 million. One in 11 million. That's pretty
24 low, yet we shut down - the CDC recommended and people
25 obliged to shutting down all of the romaine industry

1 temporarily.

2 Now, if we assume that people who

3 develop gambling problems are one percent of the

4 population, okay, and we take that same 11 million

5 people. Now, we're talking about 110,000 people out

6 of 11 million.

7 So let's do a comparison here. The

8 CDC says if the chance of getting sick is one and 11

9 million, shut it down. The worst thing - if the

10 chances of getting sick and gambling addiction is a

11 disease, the chances are getting - you know, you're

12 going to get 110,000 people sick out of 11 million,

13 well, let's just keep going, let's just ignore that.

14 And let's just say we're going to have

15 these responsible programs. I don't think the

16 responsible programs work. I think it's the state and

17 the government's responsibility to protect the people

18 from getting this disease. And really, that's what's

19 happening here. We're going to - many people have

20 already mentioned, this is all built on the few rather

21 than the many.

22 So I think the overall trying to come

23 up with all these benefits, all these tax benefits,

24 employment benefits, it just really balanced it on the

25 back of the vulnerable, as Mr. Neavin said, and it's

1 just - it's just not worth it.
2 I mean, you're going to wreck
3 families, you're going to wreck lives, that kind of
4 stuff. And the state knows this. The state knows
5 this.
6 And early - late July or early August
7 edition of the Penn Trafford Star, there was an
8 article in there about the three county commissioners
9 having a favorable response to the - to this project.
10 I flipped through it a couple pages
11 later, and I see how an illegal gambling enterprise,
12 somewhere in the Mon Valley, I can't remember now, was
13 broken up. And the state attorney, Josh Shapiro, was
14 quoted, these defendants raked in millions of dollars
15 in illegal profits, draining money from Pennsylvanians
16 and from the Commonwealth of Pennsylvania.
17 Mr. Shapiro had it right. He's -
18 these operations, while promising on a 30,000 foot
19 view, drain money from Pennsylvanians. That's what
20 they do. There's got to be a better way. And I would
21 like to - again, I would like to see those studies
22 where what was proposed for those other counties and
23 what's actually going on now. I think that would be
24 very helpful.
25 Thank you.

1 PRESIDING OFFICER: Thank you.
2 Debra Wohlin?
3 MS. WOHLIN: Thank you. My name is
4 Debra Wohlin. I have been an advocate for nearly 20
5 years. In this role, I've supported individuals with
6 developmental disabilities and their families.
7 I've worked in 12 of the 17 school
8 districts in Westmoreland County. I've served on
9 numerous boards and committees in my community, in
10 Westmoreland County and on the state level.
11 I'm here today to express my concern
12 for the people that I serve. I have two major
13 concerns regarding having a casino at Westmoreland
14 Mall.
15 First, the mall is used by many
16 individuals with disabilities for an opportunity to be
17 in our community. Additionally, the mall serves as a
18 place for individuals with disabilities to exercise in
19 a safe climate-controlled environment.
20 There are very limited places in our
21 community with developmental disabilities to go and to
22 provide this type of opportunity. Many of these
23 individuals are vulnerable and could easily be
24 victimized and many times are.
25 Any increased crime in the mall area

1 as a result of a proposed casino could have a negative
2 impact on this already vulnerable population.
3 Second, I spend a lot of time in
4 schools doing educational advocacy and working with
5 kids in transition, transitioning from school age to
6 our community.
7 Those who are unable to work are found
8 to be among the most vulnerable to developing a
9 gambling problem when compared to individuals who are
10 able to be employed full time.
11 Individuals who receive disability
12 benefits have significantly higher rates of problem
13 gambling than others, approximately 26 percent, as
14 compared to 14 percent.
15 Among those receiving disability
16 benefits, problem gambling is a contributing factor in
17 increased poor physical and mental health functioning.
18 Additionally, there is evidence to
19 suggest that a considerable subset of problem gamblers
20 have learning disabilities like but not limited to
21 ADHD.
22 A characteristic feature of
23 impulsivity and difficulty sustaining attention, some
24 studies cite 20 percent pathological gamblers meet the
25 criteria for ADHD.

1 The two disorders, problem gambling
2 and ADHD, interact in various levels. For instance,
3 ADHD symptoms and chronic boredom, depression and low
4 self-esteem are relieved by the stimulus and reward of
5 gambling.
6 Gambling can be akin to
7 self-medication for these individuals. Placing a
8 casino in a central location where people regularly
9 travel increases their potential exposure to this
10 gambling.
11 Studies correlate early exposure to
12 gambling with increased levels of problem gambling.
13 Slot machines are of particular concern to this
14 population, and slot machines are exactly what is
15 proposed for the Westmoreland Mall site.
16 As I previously indicated, I'm here
17 today in support of individuals with developmental
18 disabilities and their families. My testimony is not
19 about whether or not we should have a casino. My
20 testimony is presented for the sole purpose of
21 expressing my concern for my constituents regarding
22 the location of the casino that would not have been
23 better chosen if its ultimate goal and purpose was to
24 reach and serve those individuals who are too
25 vulnerable to make good decisions about gambling, as

1 well as those individuals that do not have the
2 capacity to differentiate between excitement and
3 addiction, that has the ability to wipe out an entire
4 paycheck or an entire life savings.
5 We can't choose a casino location - or
6 can't we choose a casino location that makes access
7 more difficult for these vulnerable individuals
8 instead of one that makes them an easy target?
9 Thank you.
10 PRESIDING OFFICER: Thank you.
11 Jan Kiefer?
12 MR. KIEFER: Tell me when my time
13 starts. I'm going to need it all.
14 My name is Jan Kiefer. I'm here as, I
15 feel, a moral imperative to exercise my citizenship to
16 do it in an orally way - in oral way, face to face in
17 a public forum, not behind doors.
18 Unlike the Republicans in the room, I
19 have not had any relationship with any of these guys
20 so I have - I won't go any deeper than that. I might
21 get sued.
22 Okay.
23 So I'm not addressing the
24 Commissioners here. I've been in this game long
25 enough, too many hearings to deal with that. I'm not

1 going to address he elected officials, obviously. I'm
2 not going to address the media. They're not going to
3 help us. And there are few in the room I don't know.
4 I reserve - I'm not going to say entirely the whole
5 room.
6 I'm not here on my ego. I'm not here
7 trying to rally support to think we're going to
8 overtake this casino. I've been there, done that.
9 This horse has left the barn, and this is a dog and
10 pony show here.
11 I'm not here to shame anybody, insult
12 anybody. I'm not here to even challenge or expect
13 someone might change their mind. I'm here to speak to
14 the lady who's doing the recording and me, she would
15 write then.
16 In short, I have a pretty good idea of
17 how this game is going to end. I have firsthand
18 experience with this industry, I have -. From the
19 50/50s to the lotteries to the clubs to the 30
20 Atlantic City trips and Las Vegas trips I made, I was
21 - as a personal assistant and protection, sort of a
22 companion role.
23 I was immersed in the game. I saw how
24 it was, and I didn't have to be a gambler, but I was
25 in it, so I actually had a better perspective, I

1 think. I know what it takes to be a gambler.
2 We all know what I saw. We know what
3 happens on the way back. We know what happens when
4 they get back to the families. And additionally, and
5 I'm not talking slot machines or little stuff, too,
6 I'm talking people who'd go and lose $20, $30,000
7 before we got unpacked.
8 Additionally, I will refer to a broad
9 historical psychological in the ethics of this game,
10 of this gambling. But last night - and I know I'm
11 going to run out of time, so I want to tell this
12 story. Last night I was at a fundraiser in my town.
13 I walked in. They said do you want to do the 50/50?
14 I said hell, no, I don't gamble. It's not biblical.
15 They said swearing is not biblical. I didn't care.
16 So they had 50/50, and I'm not going
17 to use his denomination. It will give him away. But
18 the guy won, right. And I went back to say, hey, you
19 know, last year, I said, gambling is not biblical and
20 he said, well, yeah, I know, I know. And he said, but
21 you know, my pastor is right here. Why don't you go
22 talk to him?
23 I said Pastor, if I come up to you and
24 say here, I want to make a donation to your church, do
25 you want to take the money or do you want to say, hey,

1 go ahead and go to Vegas and come back and make your
2 donation then. He said I want to take it then. And I
3 said why? And he said, well, I get the money in the
4 hand, and I don't think you're going to come back with
5 anything, but he said it's not biblical to gamble.
6 But my friend will be there next year,
7 he'll be gambling and he won't make any progressive -
8 any progress.
9 Oh, - I always waste time shuffling
10 paper.
11 So in a free level of society, you
12 should be able to gamble, and I'm all for that. And I
13 just want to talk about your sister freedoms that you
14 enjoy of alcohol, drugs and prostitution. And
15 alcohol, you take a drink of alcohol, you're going to
16 - it's a toxin. You know, you might get some good
17 effects, but it's a toxin.
18 Number two, with drugs, they're pretty
19 bad, too, but we - you know, we're going all out after
20 these drug - these drug people here, you know, the
21 police. That's their big deal. They're not going to
22 be arresting these gamblers.
23 But other than hallucinogenics, the
24 tradeoff from the side effects of drugs isn't any
25 good. Prostitution, that's a win, you know. If you

1 do it right, if it doesn't get out of control,
2 everyone can be happy with that prostitution. And
3 historically, it's been a good situation.
4 And look, Sears is going out of
5 business. We got - you're balancing at the other end.
6 So let's go with the prostitution. We don't even have
7 to have a hearing.
8 But gambling, we know what the outcome
9 is there. And I'm going to have to skip some of my
10 stuff, in the interest of time because other people
11 have used it.
12 Bottom line, it's a predatory high
13 tech game that they're putting on us. But my main
14 point here then tonight is the government, because I
15 despise these people. I can't help myself.
16 Government today is - it's just -
17 what's going to happen is the corporations are going
18 to get everything that they want. They're going to -
19 and I can't waste my time on that one, so I'm going to
20 speed read here.
21 But basically what we got here is a -
22 it's an unholy relationship. It's a - it creates a
23 market advantage to these people. It's a monopoly.
24 It's going to give a partnership to a predatory
25 profit. When you have this unholy - or this folding

1 together, that's fascism. When you have government
2 officials in bed with these bastards, that's fascism.
3 Excuse me.
4 MR. LOGAN: Language, sir. We don't
5 need to hear that.
6 Okay?
7 I'm sorry to interrupt you, but - we
8 want to hear you speak, but do it appropriately.
9 MR. KIEFER: All right. All right.
10 So that's a violation of your oath of
11 office. You shouldn't be doing that. If you see how
12 gambling has imbedded our society on all levels from
13 the stock market down to the 50/50 drawing last night,
14 what you're doing is the definition of fascism.
15 And look it up, and if you want to go
16 into it, we can do that.
17 So I guess I'm going to have to
18 conclude here. The path of transparency is, demand
19 that they pay back 99.9 percent. They don't give us
20 that number. They don't give us - you know, they
21 didn't give us any numbers, they're in the numbers
22 business. Go figure. Pun intended there.
23 So let's make gambling - here's my
24 solution. You know, I'm not going to get up here and
25 rant and rave. I've done that for years. Let's just

1 make it a public utility. Let the government take it
2 over like the water utility, like anything else, let
3 them make all the money, and then they can do all the
4 cleanup work like they're doing with all the drug
5 addicts.
6 Thank you.
7 PRESIDING OFFICER: Thank you.
8 Traci Ramey?
9 MS. RAMEY: Hi. I'm Traci Ramey. I
10 live in Westmoreland County, but originally from Ohio.
11 My concerns are mainly with empty promises, and the
12 financial burden on the backs of taxpayers and
13 grandma's pocketbook and other people with
14 disabilities who are very vulnerable to this.
15 Further, we don't know exactly where
16 most of the money ends up. I suspect it doesn't end
17 up in our own community. It's most likely siphoned
18 from our community and relocated hundreds of miles
19 away from us. Additionally, our community is left to
20 pick up the bill for the destruction that it causes.
21 According to Baylor University - he
22 stole my thunder. I would like to reiterate that I
23 did read the research from Baylor, and it's very
24 concerning. Of course you can play with any numbers,
25 as we all do. But Baylor determined that for every

1 dollar that is brought to our community, we end up
2 paying $3 back in social services, and not to mention,
3 all of the destruction, personally that it causes
4 people.
5 There are questions that surround the
6 value of these jobs as well. I've heard a lot of
7 people talk about jobs, and amen. We all want jobs,
8 right. We want good jobs. The majority of these jobs
9 is temporary and low paying without benefits.
10 I notice there weren't benefits on
11 that slide. Perhaps that's because most of the jobs
12 don't have benefits. I also am not sure if our
13 community college wants to integrate a gaming gambling
14 apprenticeship type of program.
15 We heard somebody talk about the
16 superintendent thing. What? Why would we do that?
17 There was a slide up there that included educating our
18 youth to be prepared for the gambling industry. That
19 was shocking to me.
20 Overall, I question the economic
21 benefits and the true percentage of money that
22 actually stays in our community after it's siphoned
23 from us, versus the money it takes to support the
24 negative impact and the consequences of having the
25 casino here.

1 Thank you.
2 PRESIDING OFFICER: Thank you.
3 That is the end of the list of
4 individual speakers that I have been provided. Is
5 there anyone here who believe they registered to speak
6 and I have not call your name?
7 Okay.
8 Seeing no hands, we have one
9 housekeeping matter. We have received - the Board has
10 received six written comments. We have received four
11 in support and two in opposition, and they will be
12 included in the record for the Board's consideration.
13 So the record in this matter will
14 remain open. The transcript from today's hearing, as
15 well as all of the written comments received, will be
16 given to the full Board for its consideration. And
17 the Board, at its convenience, will schedule this
18 matter to be heard at a future public Board meeting.
19 Like I said previously, the video of
20 today's hearing and the PowerPoint presentation will
21 be placed on the Board's website for your information.
22 I want to thank the staff here in
23 Hempfield Township for helping us with arranging and
24 holding the public hearing today, and to all of you
25 here for coming and for your cooperation. And I thank

1 you. The hearing is adjourned.

2 * * * * * * *

3 HEARING CONCLUDED AT 12:00 P.M.

4 * * * * * * *

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

1 CERTIFICATE

2 I hereby certify that the foregoing proceedings,
3 hearing held before Commonwealth of Pennsylvania
4 Gaming Control Board, was reported by me on 12-05-18
5 and that I, Kimberly I. Faidley, read this transcript,
6 and that I attest that this transcript is a true and
7 accurate record of the proceeding.
8 Dated the 28th day of December, 2018
9
10
11 Court Reporter
12 Kimberly I. Faidley
13
14
15
16
17
18
19
20
21
22
23
24
25