



# HOLLYWOOD CASINO AT PENN NATIONAL RACE COURSE

**In re: Mountainview Thoroughbred Racing Association, LLC  
Petition to Modify Gaming Floor Plan**

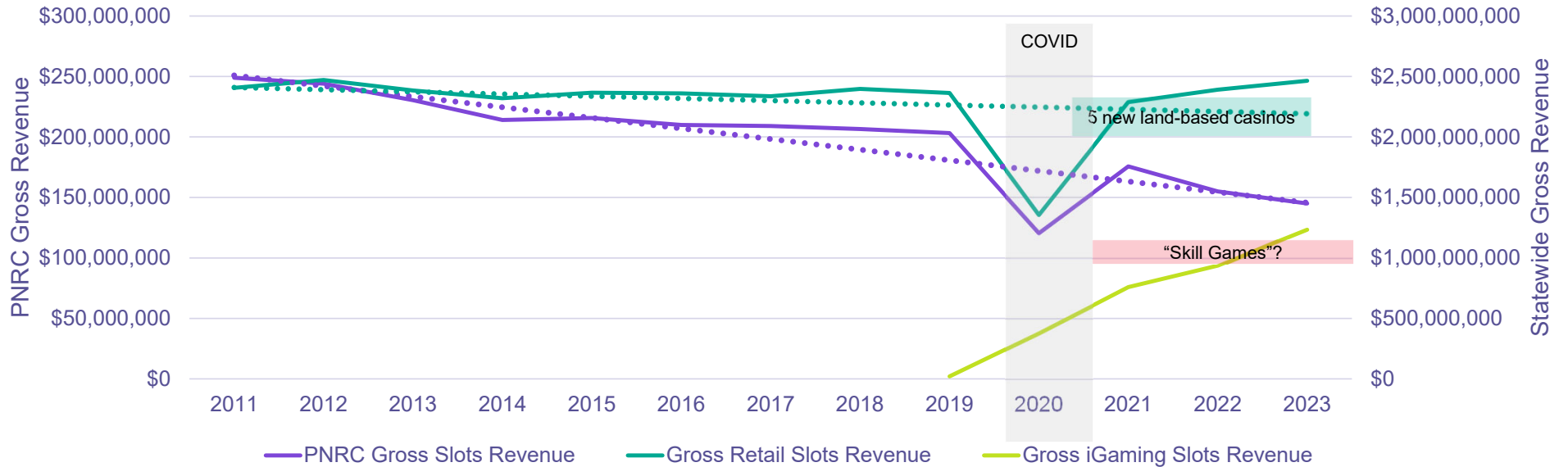
**August 21, 2024**

OHA Docket #12824-2024

## LEADERSHIP INTRODUCTIONS

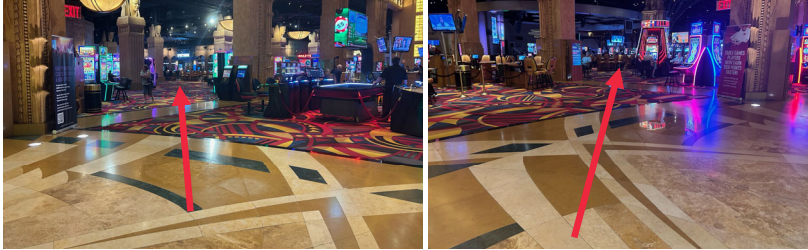
- **Tony Frabbiele**, Vice President and General Manager
- **Michele Collins**, Vice President and Assistant General Manager
- **Alex Hvizda**, Regional Director of Compliance
- **Adrian King, Esq.**, Ballard Spahr

# HISTORY



Slot Revenues by Year (excludes 2020 when all regional casinos were closed)								
Year	DE	MD	NJ	NY (VGT/Slots)	OH	PA	Total Ex. PA	
2018	\$ 352,362,580	\$ 1,092,500,691	\$ 1,800,894,700	\$ 2,428,512,065	\$ 1,595,587,113	\$ 2,369,885,203	\$ 7,269,857,148	
2019	\$ 366,043,825	\$ 1,138,400,121	\$ 1,771,811,984	\$ 2,537,070,368	\$ 1,670,732,404	\$ 2,363,085,678	\$ 7,484,058,702	
2021	\$ 393,126,700	\$ 1,299,475,788	\$ 1,874,472,778	\$ 2,534,733,989	\$ 2,021,752,351	\$ 2,287,529,465	\$ 8,123,561,605	
2022	\$ 405,282,253	\$ 1,327,700,053	\$ 2,043,922,305	\$ 2,657,605,506	\$ 2,029,188,572	\$ 2,390,757,300	\$ 8,463,698,689	
2023	\$ 425,699,048	\$ 1,334,717,304	\$ 2,095,744,099	\$ 2,822,805,349	\$ 2,096,713,141	\$ 2,463,698,452	\$ 8,775,678,941	
<b>Growth 18-23</b>	<b>21%</b>	<b>22%</b>	<b>16%</b>	<b>16%</b>	<b>31%</b>	<b>4%</b>	<b>21%</b>	

# CURRENT FLOOR PLAN



- \$11.8M in slot reinvestment since 2018
- Cashless wagering launched June 2021 (1<sup>st</sup> in PA)
- Jackpot announcements on social media (100K followers)



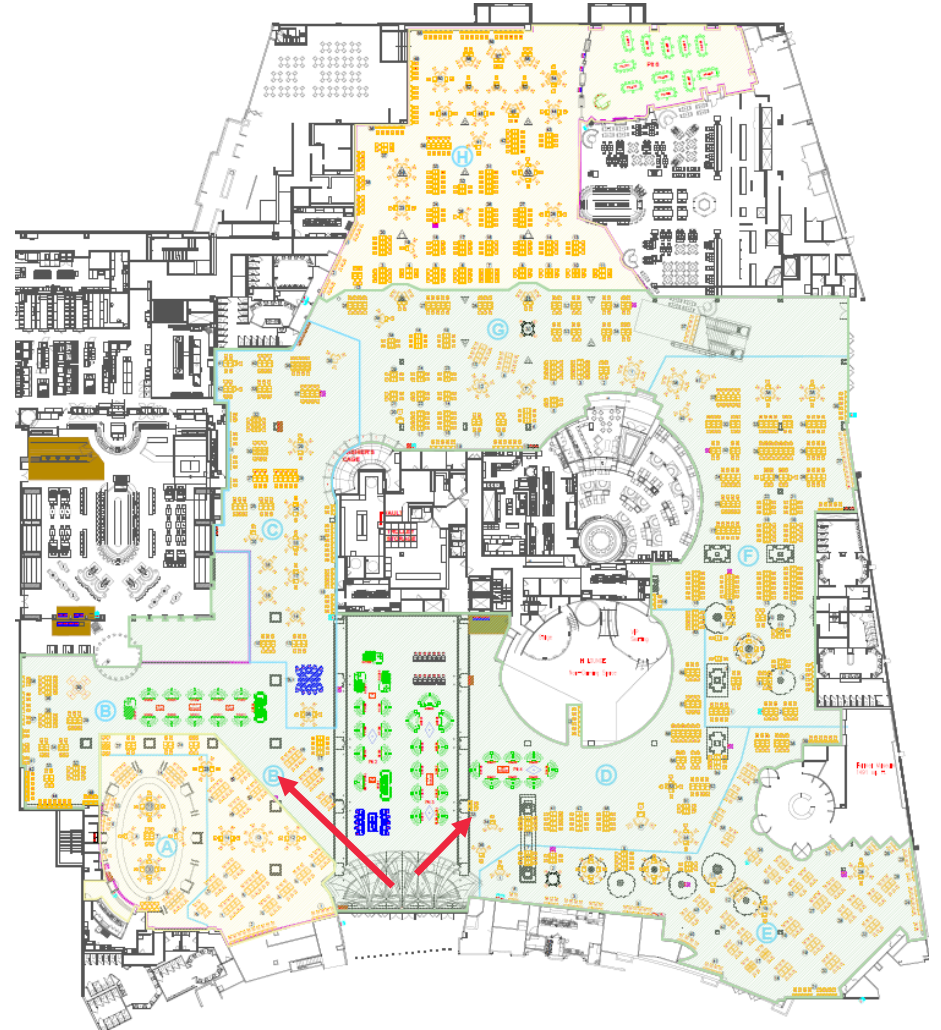
Hollywood Casino at Penn National Race Course  
June 20, 2023 · 🌐

WOW! Let's hear it for Donna B. from Dover on hitting this \$187,109 jackpot playing a Lock It Link game!!! 🎉🎊👍

Gambling Problem? Call 1-800-GAMBLER.

👍👎👉 789

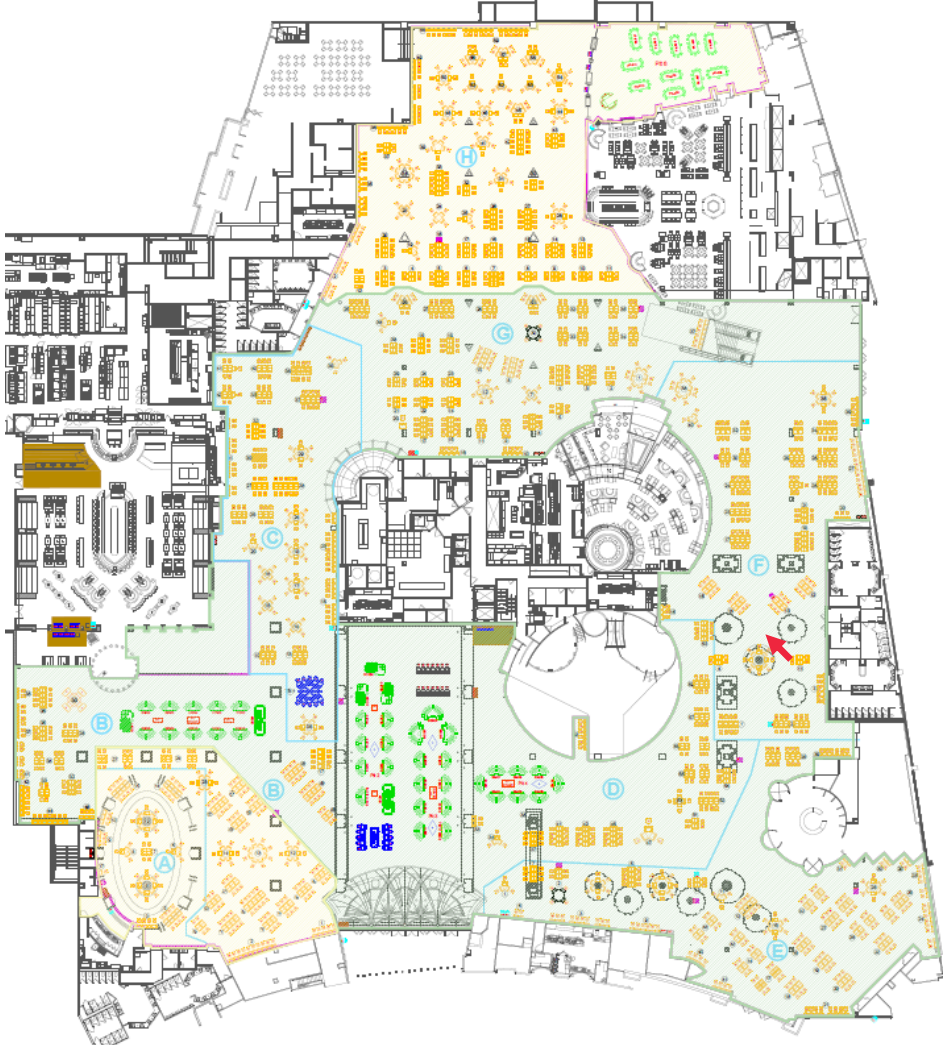
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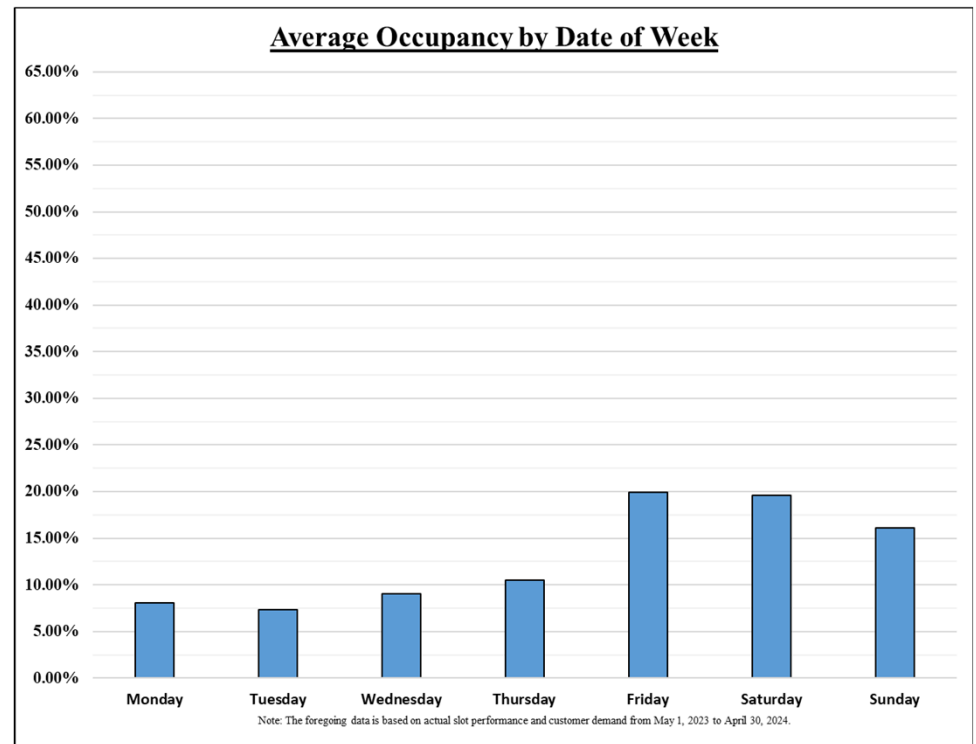
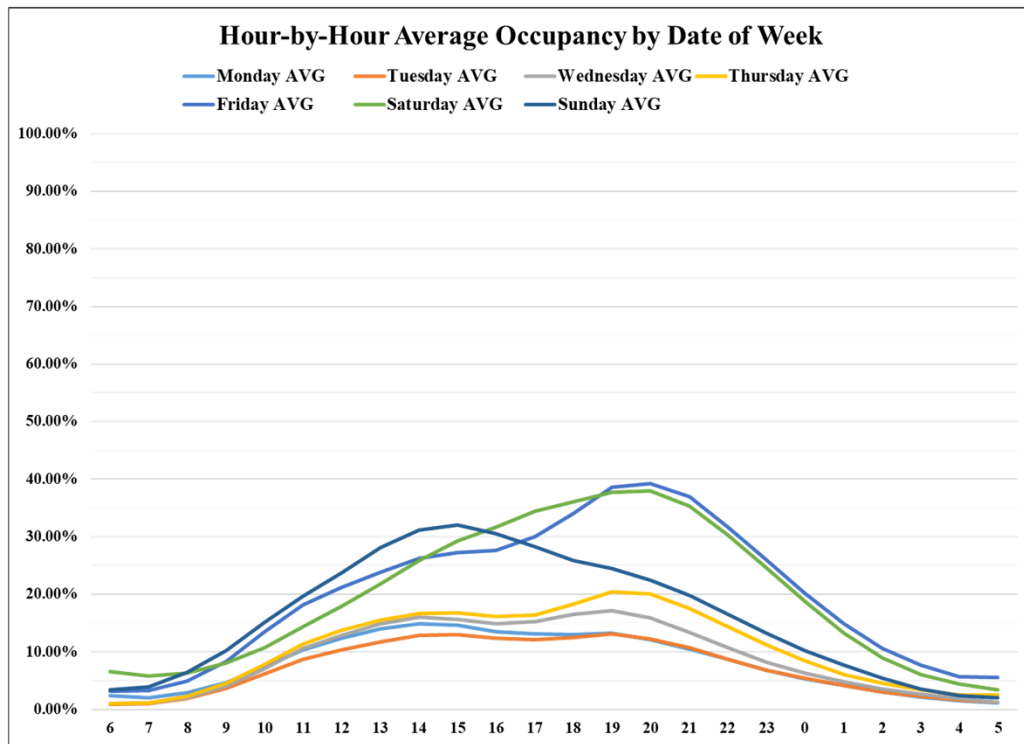


# PROPOSED FLOOR PLAN

	Current	Requested Reduction	After
Slots	1,701 (Smoking: 528 / 25.61% SF)	169 (Smoking: -18 / 0% SF) Avg. Age: 15.11 years	1,532 (Smoking: 510/ 25.61% SF)
Tables	60	0	60

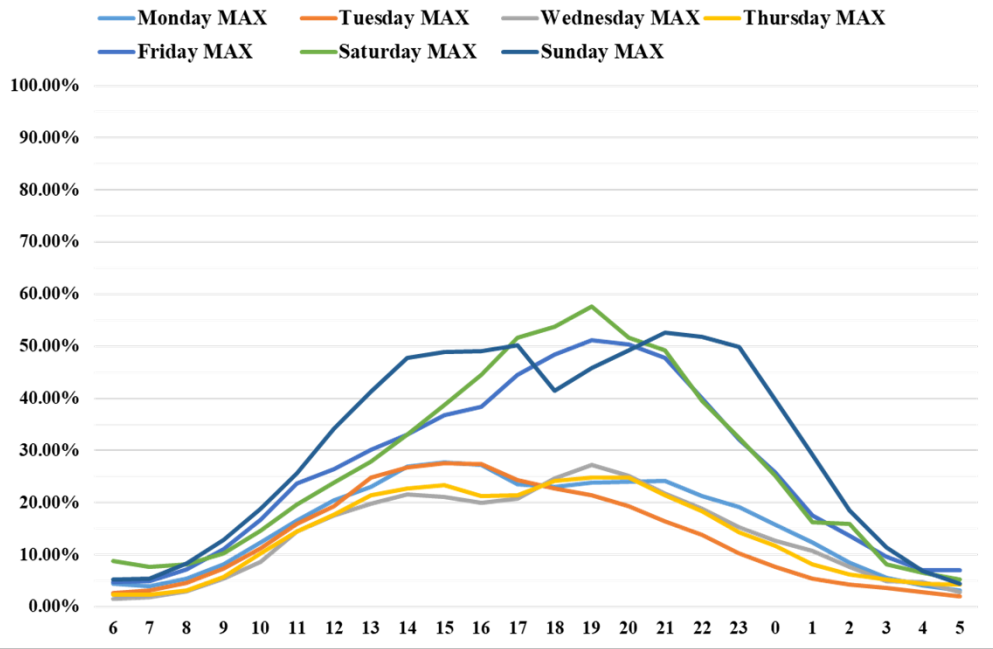


# OCCUPANCY DATA

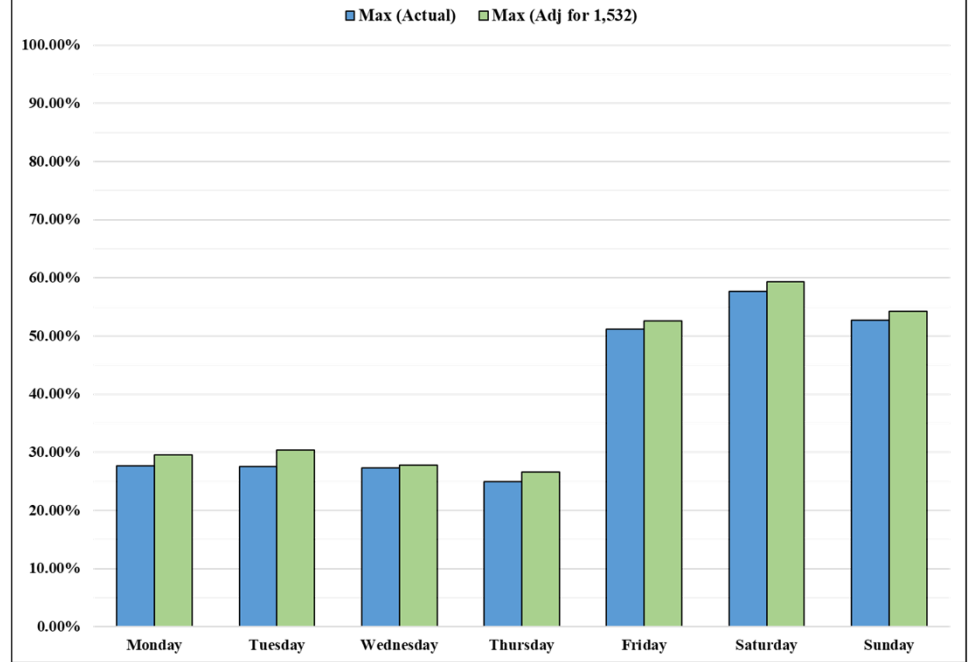


# OCCUPANCY DATA

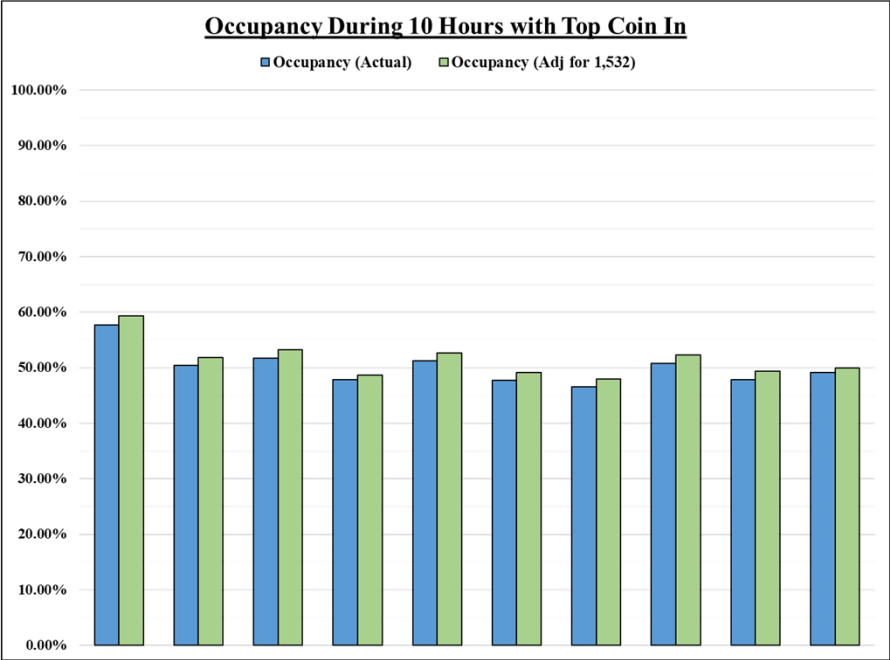
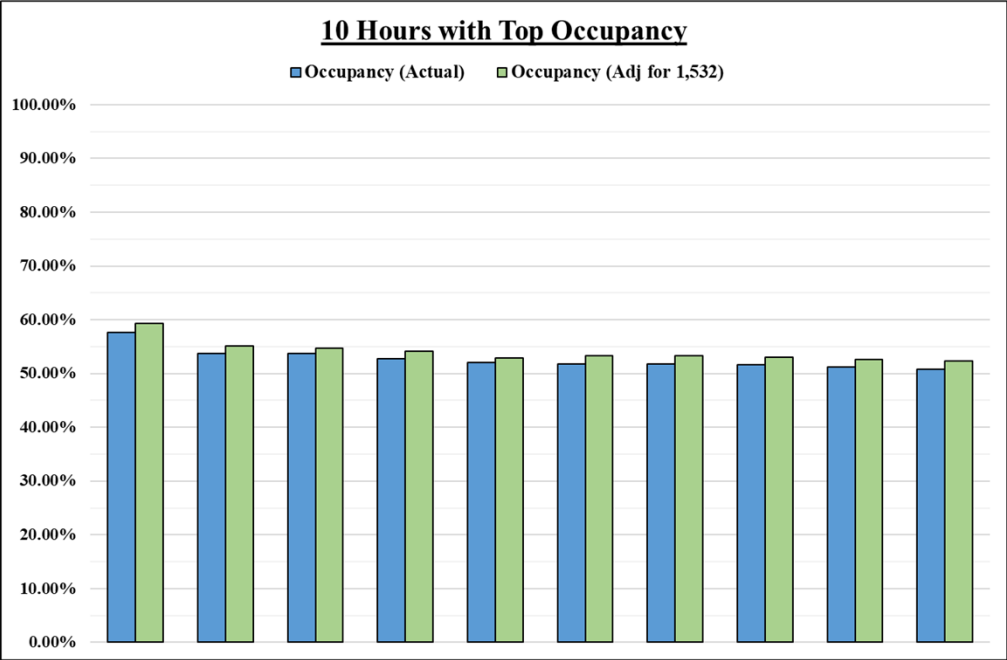
**Hour-by-Hour Max Occupancy by Date of Week**



**Max Occupancy by Date of Week**



# OCCUPANCY DATA





# HBPA SUPPORT

July 24, 2024

Denise J. Smyler, Chair  
PENNSYLVANIA GAMING CONTROL BOARD  
P.O. Box 89060  
Harrisburg, PA 17106-9060

RE: PNRC Petition to Modify Gaming Floor Plan

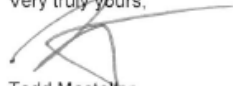
Dear Chair Smyler:

By way of this letter, please be advised that the Pennsylvania Horseman's Benevolent and Protective Association (PAHBPA) does not object to the Petition to Modify Gaming Floor Plan filed by Mountainview Thoroughbred Racing Association, LLC d/b/a Hollywood Casino at Penn National Race Course ("PNRC"). The PAHBPA understands that the slot machines selected for removal are among the oldest and least-occupied slot machines on PNRC's gaming floor and will have negligible impact on gross terminal revenue.

The PAHBPA, however, wishes to utilize this opportunity to express its concern about the cannibalization of Category 1 casino slot proceeds, a portion of which fund horse racing purses, by the continued growth of interactive gaming, which does not provide any contributions to horse racing purses. The Pennsylvania Gaming Control Board's recently released FY 23/24 revenue report demonstrates that interactive gaming revenues continue to soar while land-based gaming revenues continue to contract. Further, the PAHBPA joins PNRC in expressing its concern about unregulated and untaxed so-called "skill" games that have proliferated all around the Commonwealth.

Thank you for consideration of this letter.

Very truly yours,



Todd Mostoller  
Executive Director  
Pennsylvania Horsemen's Benevolent and Protective Association  
P.O. Box 88  
Grantville, PA 17028

**Further, the PAHPBA joins PNRC in expressing its concern about unregulated and untaxed so-called "skill" games that have proliferated all around Commonwealth.**

# SKILL GAMES IMPACT

10-Mile Radius Around PNR  
**325+** "Skill Games" | **77+** Locations

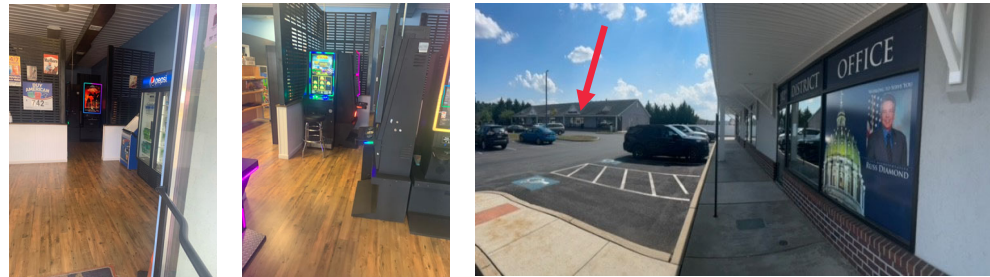


Locations with 10+ "Skill Games" within 10 miles of PNR

- Keystone Club (20 "skill games")



- DB's Smoke and Vape (10 "skill games")

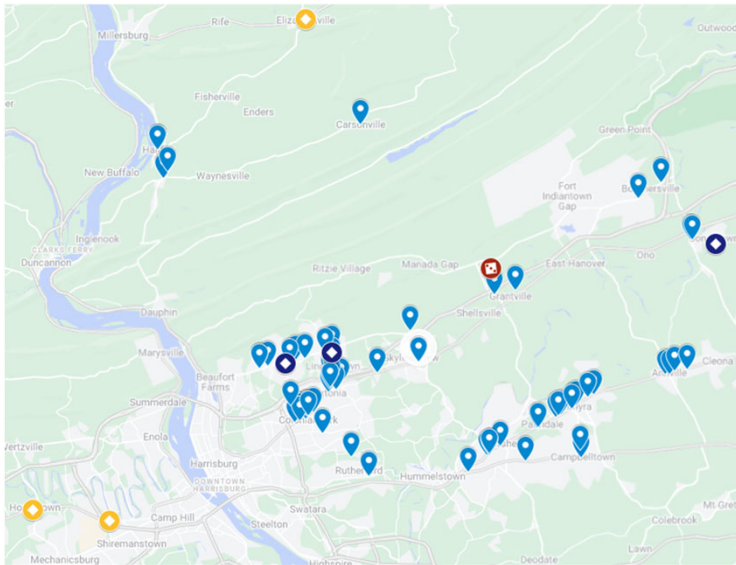


- First Choice Convenience Store (10 "skill games")



# SKILL GAMES IMPACT

10-Mile Radius Around PNR  
**325+ "Skill Games" | 77+ Locations**



**Locations with 10+ "Skill Games" within 20 miles of PNR**

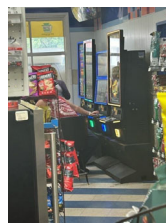
- Skill Games Kingdom (32 "skill games")



- Jackpot Junction (18 "skill games")



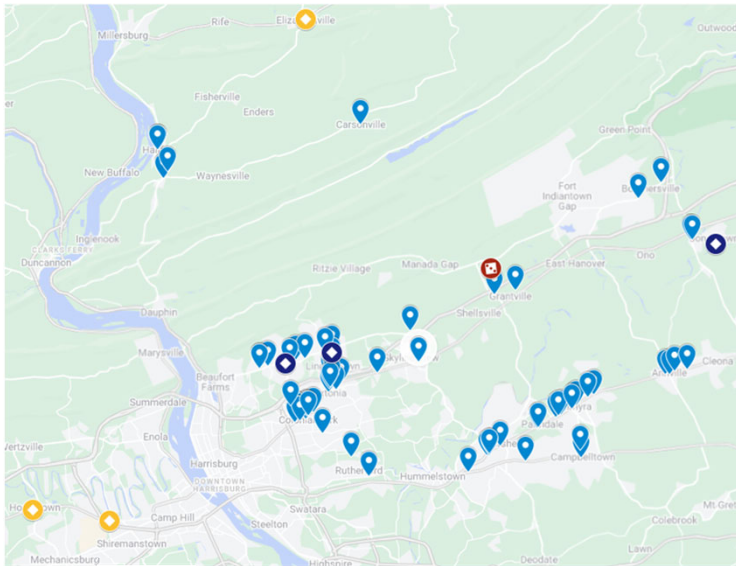
- Kopyy's on the Square (10 "skill games")





# SKILL GAMES IMPACT

10-Mile Radius Around PNR  
**325+** “Skill Games” | **77+** Locations



- 73 found in grocery/general stores selling items geared toward minors
- 75 found in gas/convenience stores with items geared toward minors

Shopkeeper playing games



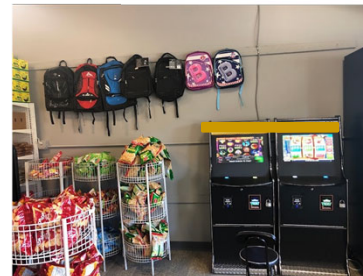
Minor on-duty minding store



**Observed Responsible Gaming Issues**



No RG Messaging





**PENN**  
ENTERTAINMENT