



HOLLYWOOD CASINO AT PENN NATIONAL RACE COURSE

Public Input Hearing

August 28, 2024

OHA Docket #12930-2024

INTRODUCTIONS

- **Tony Frabbiele**, Vice President & General Manager
- **Michele Collins**, Vice President & Assistant General Manager
- **Kim Rego**, Vice President of Human Resources
- **Alex Hvizda**, Regional Director of Compliance
- **Adrian King**, Ballard Spahr

INTRODUCTIONS

Tony Frabbiele

Vice President & GM

Michele Collins

Vice President & AGM

Kim Rego

Vice President of Human Resources

Jenny Brown

Vice President of Regional Marketing

Mike Mueller

Vice President of Operations

Vacant

Vice President & CFO

Doug McLaughlin

Multi-Property Director of HR

Drew Bartoldson

Multi-Property Director of Marketing

Andrew Watts

Director of Casino Operations

Aaron Cromwell

Director of Planning & Analysis

Maria Whiteside

Director of Food & Beverage

Sue Dye

Director of Player Development

Nick Sheleman

Director of VGT Operations

Alex Zulli

Director of Facilities

Eric Johnston

Director of Racing

Harry Garula

Director of Surveillance

Bill Hanna

Director of IT

Greg DeMarco

Director of Security

Alex Hvizda

Director of Compliance

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INVESTMENTS & IMPROVEMENTS

LEADING THE WAY

01/10/2018	Cat 4 Auction Winner (1 st in PA)	10/21/2020	Live Dealer iCasino (1 st in PA)
11/17/2018	Retail Sports Wagering (1 st in PA)	04/05/2021	RG Brochure QR Codes (1 st in PA)
07/15/2019	iCasino (1 st in PA)	06/30/2021	Cashless Wagering (1 st in PA)
08/12/2019	iCasino app in Apple Store (1 st in PA)	07/27/2021	EveriCompliance (1 st in PA)
08/16/2019	VGTs (1 st in PA)	12/15/2022	Statewide Linked Table Games Progressive (1 st in PA)
12/18/2019	Cat 4 License Approval (1 st in PA)	05/03/2024	Direct Bet Coupon Approval (1 st in PA)

CONTINUOUS REINVESTMENT

Sportsbook—\$6.3M



Carpet Replacement—\$1.8M



Manganese Filtration System—\$3.2M

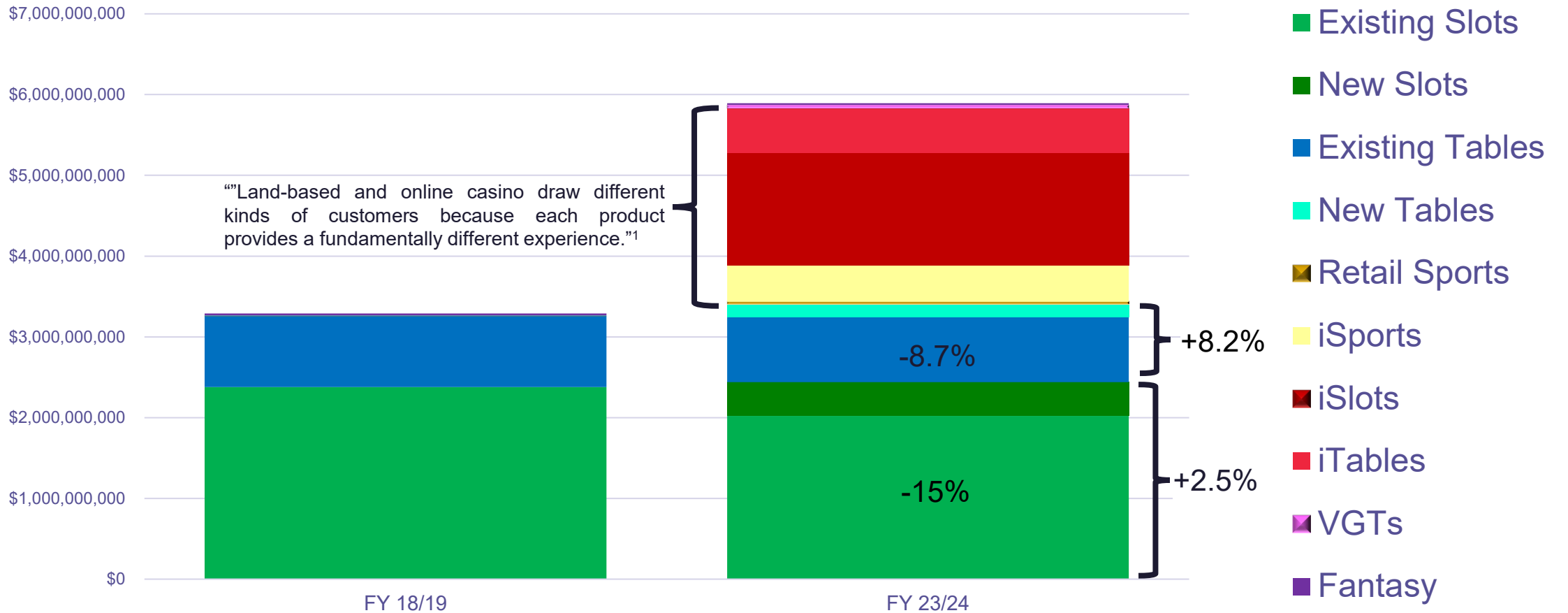


BY THE NUMBERS

- \$3.8B Gross Gaming Revenue Since 2008
- \$2.2B Gaming/Racing Taxes and Fees Paid
 - \$1.2B Commonwealth of Pennsylvania
 - \$173M Economic Development Fund
 - \$185M Section 1401 Assessment to Commonwealth of Pennsylvania
 - **\$282M Local Share Assessment—Municipal and County**
 - \$66.5M Slot & Table Games Initial License Fees
 - \$10M Interactive Gaming Certificate Fee
 - \$10M Sports Wagering Certificate Fee
 - \$353M PA Race Horse Development Fund
 - \$18M PA Horsemen's Benevolent & Protective Association
 - \$7.1M PA Pari-mutuel Taxes
- \$385M Salaries and wages paid since 2008
- \$47M Benefits paid since 2008
- \$133M Payroll taxes since 2008
- \$12M Local and State Vendor Purchasing (annually)
 - \$3.0M Dauphin & Contiguous Counties (annually)
 - \$1.3M MBE/WBE Purchases (annually)

STATE OF THE COMMONWEALTH

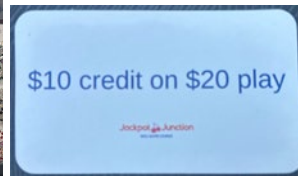
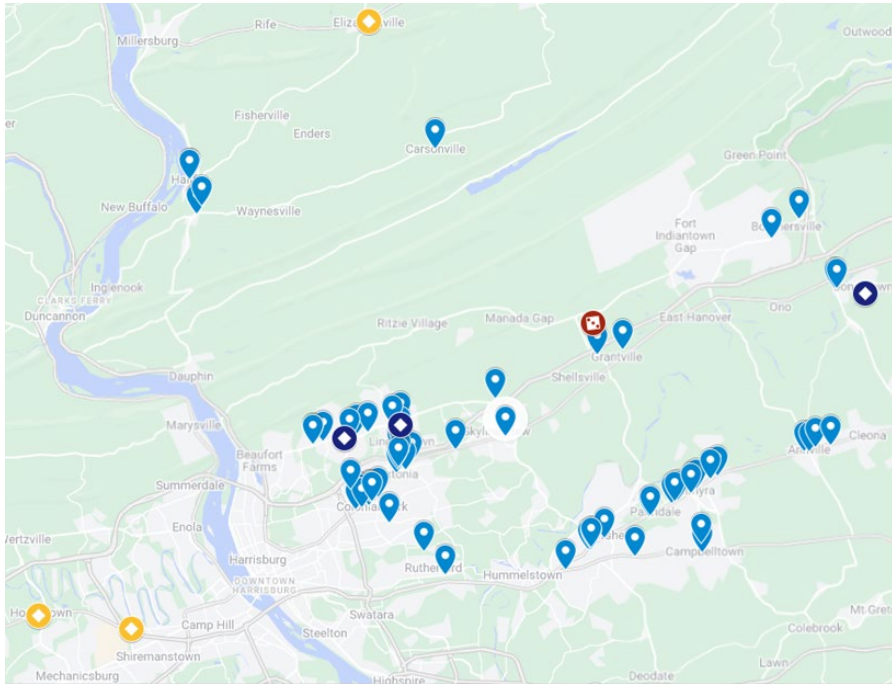
PA Gaming Revenues



¹ Eilers & Krejci Gaming, “Comparing Online and Land-Based Casino Gaming—How the Growing Online Segment Impacts Land-based Performance” (Feb. 2024).

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")



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

- Skill Games Kingdom (32 "skill games")
- Jackpot Junction (18 "skill games")
- Koppys on the Square (10 "skill games")



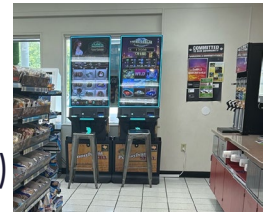
Locations with "Skill Games" in Grantville

- Sunoco (5 "skill games")
- Thoroughbreds (2 "skill games")



Continued Expansion

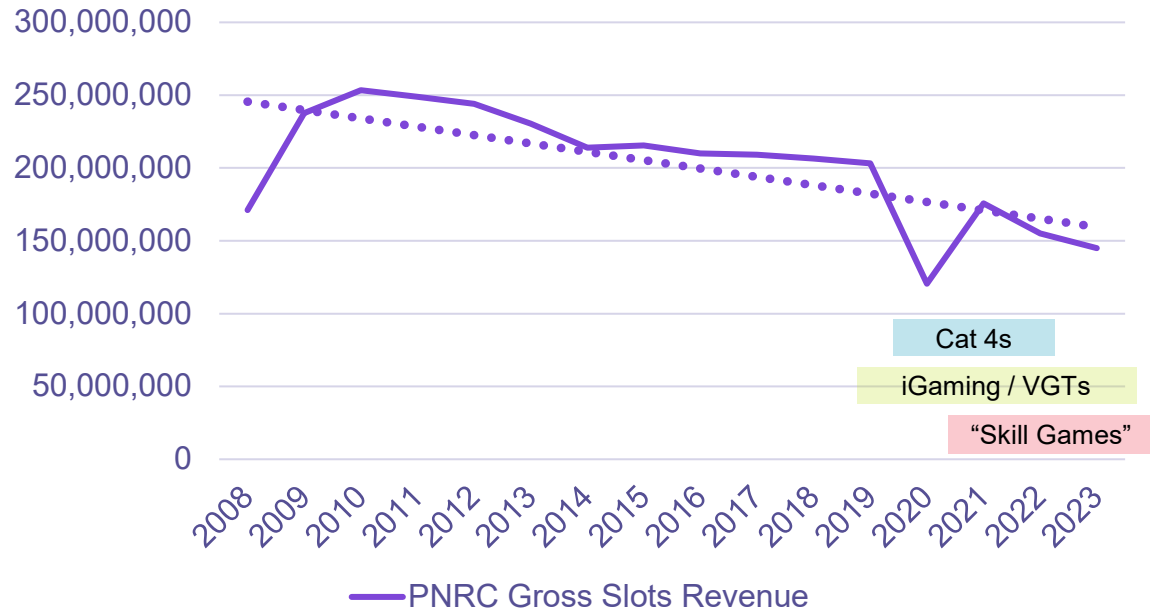
- Turkey Hill Minitmart, Allentown Blvd. (1 "skill game")
- Turkey Hill Minitmart, Hersheypark Dr. (2 "skill games")
- Turkey Hill Minitmart, N. Mountain Road (2 "skill games")
- Turkey Hill Minitmart, Rt. 322 (Hershey) (2 "skill games")



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OPERATIONS

SLOTS



- \$1.7M Slot Capital (annually)
- Smoking
 - 2019—44% of square footage / 57% of slots
 - 2024—26% of square footage / 33% of slots

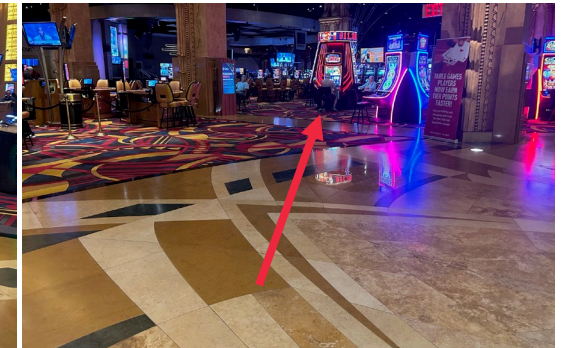
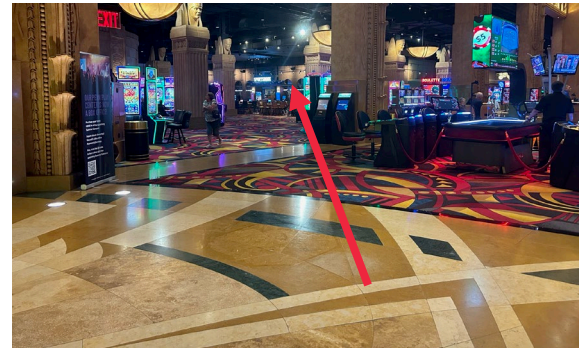
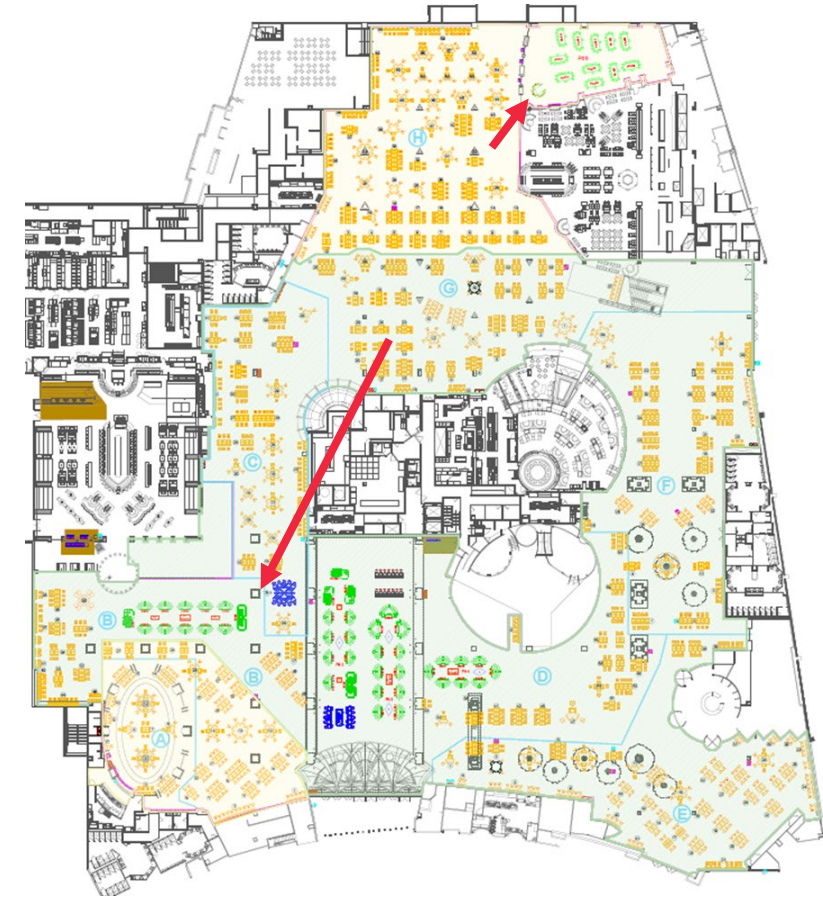
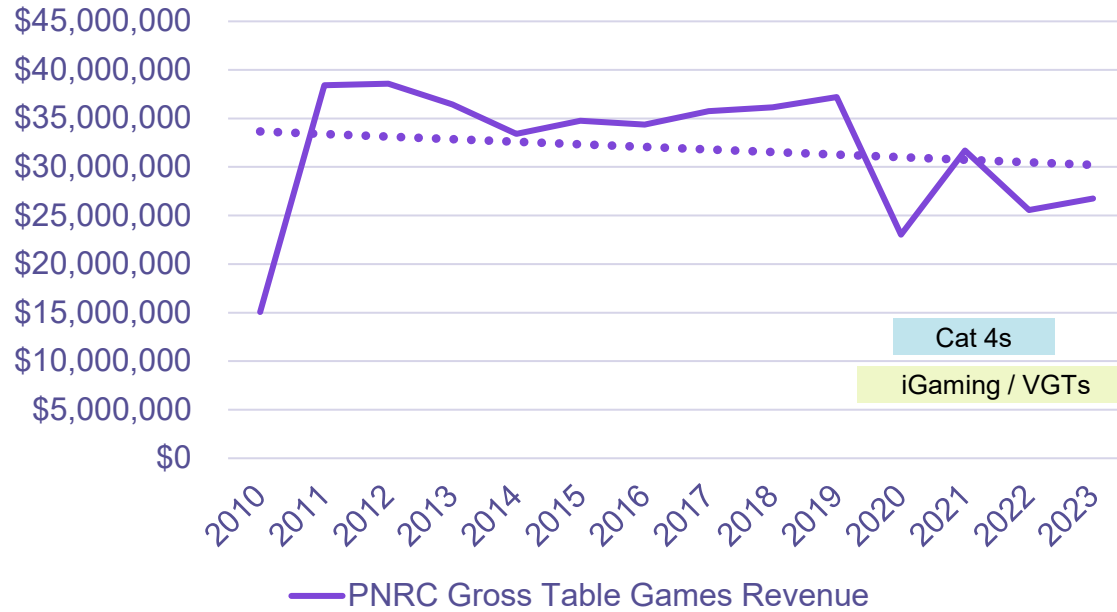


TABLE GAMES



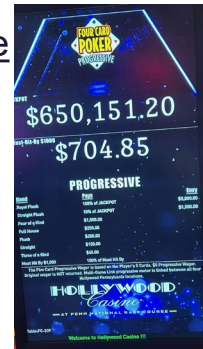
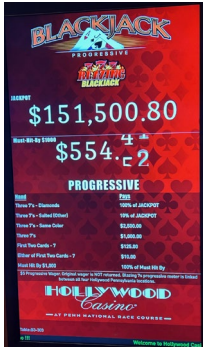
Statewide Linked Hollywood Table Games Progressive

Blazing 7s

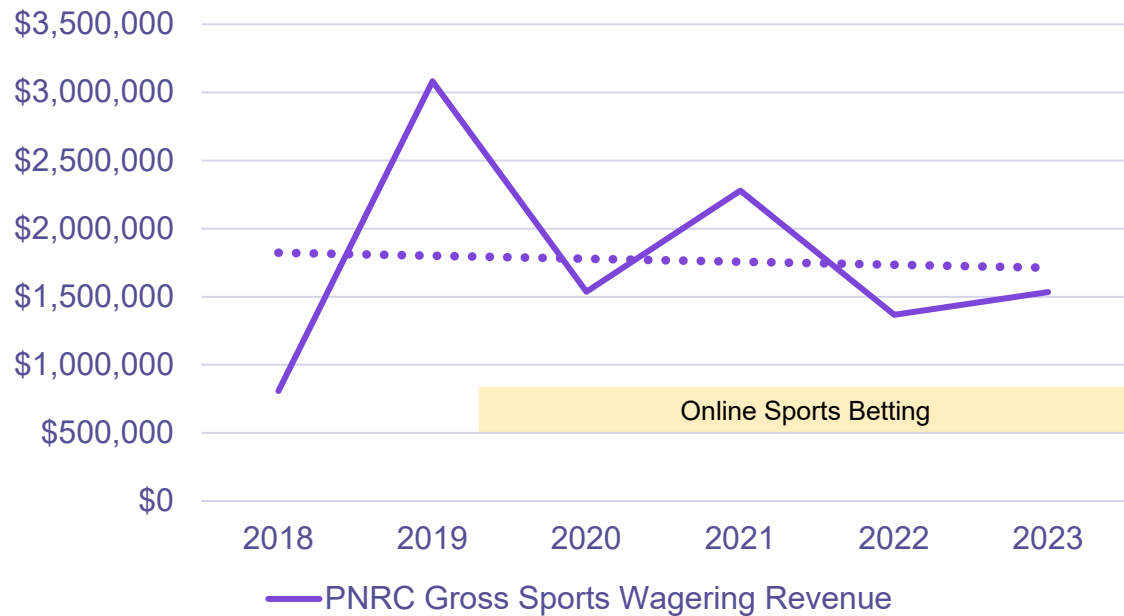
- \$4.2M Wagered
- \$1.4M Jackpots
- \$254,067 (4/7/23)
- \$247,973 (3/29/24)
- \$205,694 (8/5/23)

Five Card

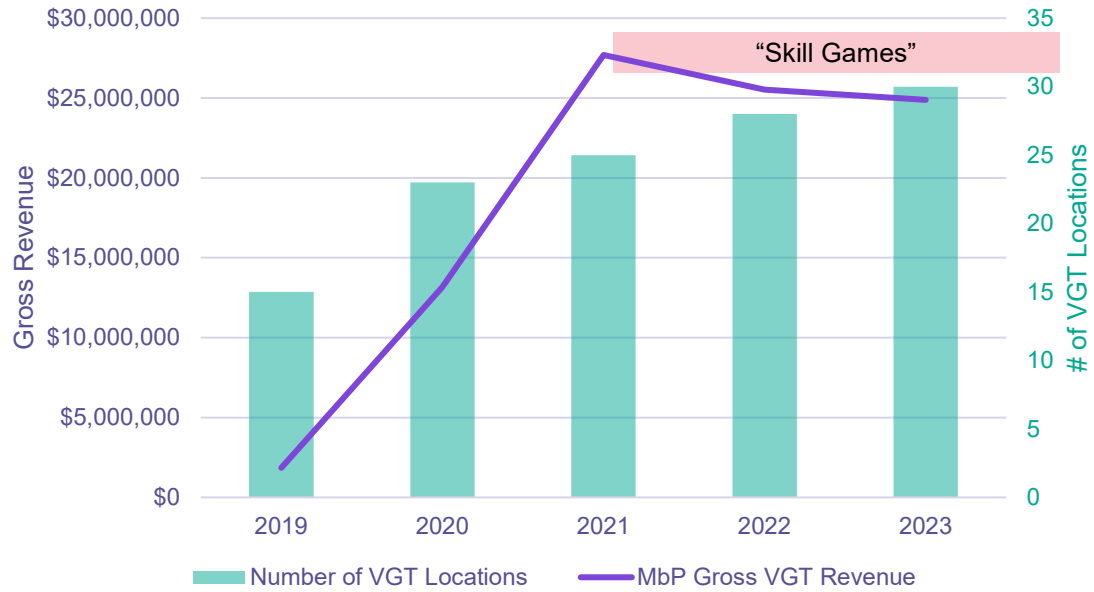
- \$6.1M Wagered
- \$742K Jackpots
- \$71,256 (12/22/23)
- \$66,902 (12/1/23)
- \$66,297 (12/25/23)



SPORTS BETTING



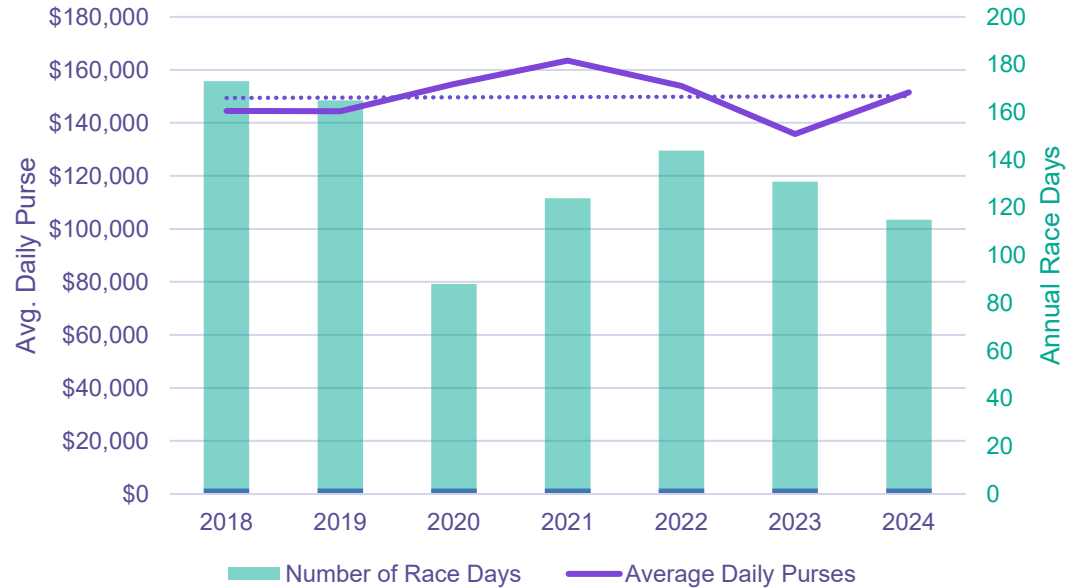
VGTs



MARQUEE
BY PENN ENTERTAINMENT

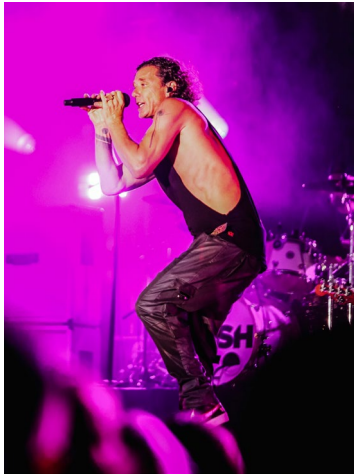
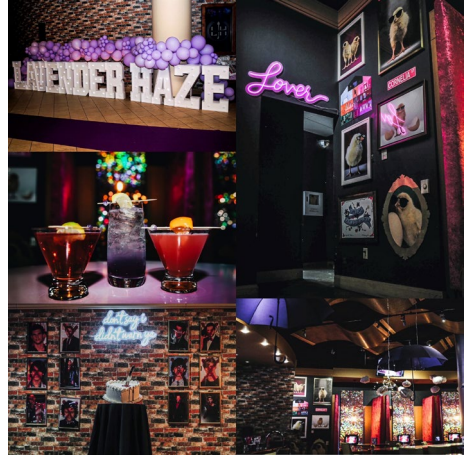


RACING



- PRHDF Contributions—Down 42% from FY 18/19 to 23/24
- Penn Mile—Grade 3, \$400,000
 - \$5.7M handle (record)
 - Frankie Dettori and Javier Castellano
- Camels, Ostriches, and Zebras
 - ~8,000 attendees (record)

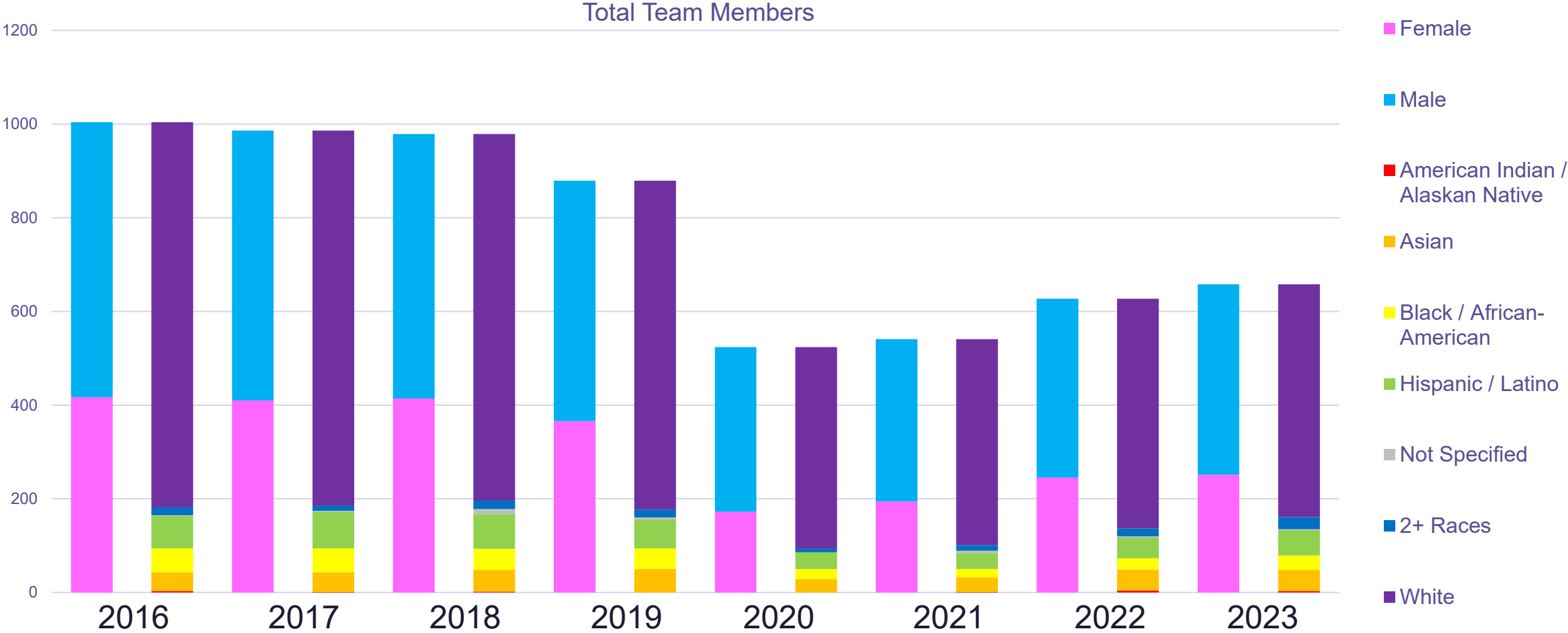
NON-GAMING



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OUR PEOPLE

REFLECTING OUR COMMUNITY



GROWING TOGETHER

- From 2018 to 2024:
 - 73 Hourly to Salary Promotions
 - 45% female
 - 21% racial minority
 - 68% under 40
- Workforce Development
 - Penn Women
 - Emerging Leaders Program
 - Mid-Career Leadership Program
 - Penn Mentoring Program
 - Free Trainings/Certifications

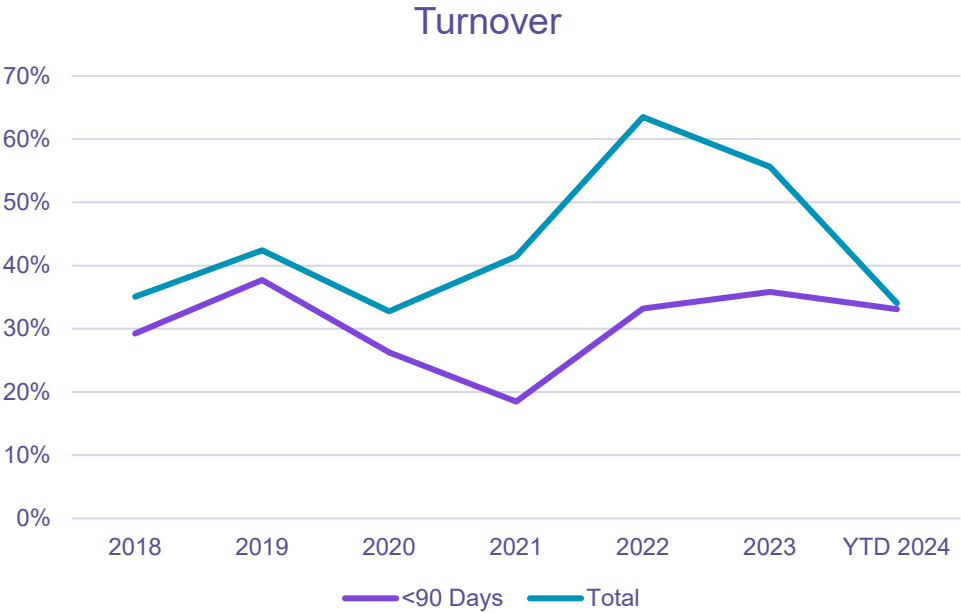
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|------------------------|-----------------------|
| CPR/AED | Narcan |
| Live Fire Extinguisher | Active Attack |
| FEMA Cyber Security | FEMA Severe Weather |
| Stop the Bleed | IED Awareness |
| PA Drug Trends | Human Trafficking |
| Bomb Threats | Special Events Safety |



Christy Barzona



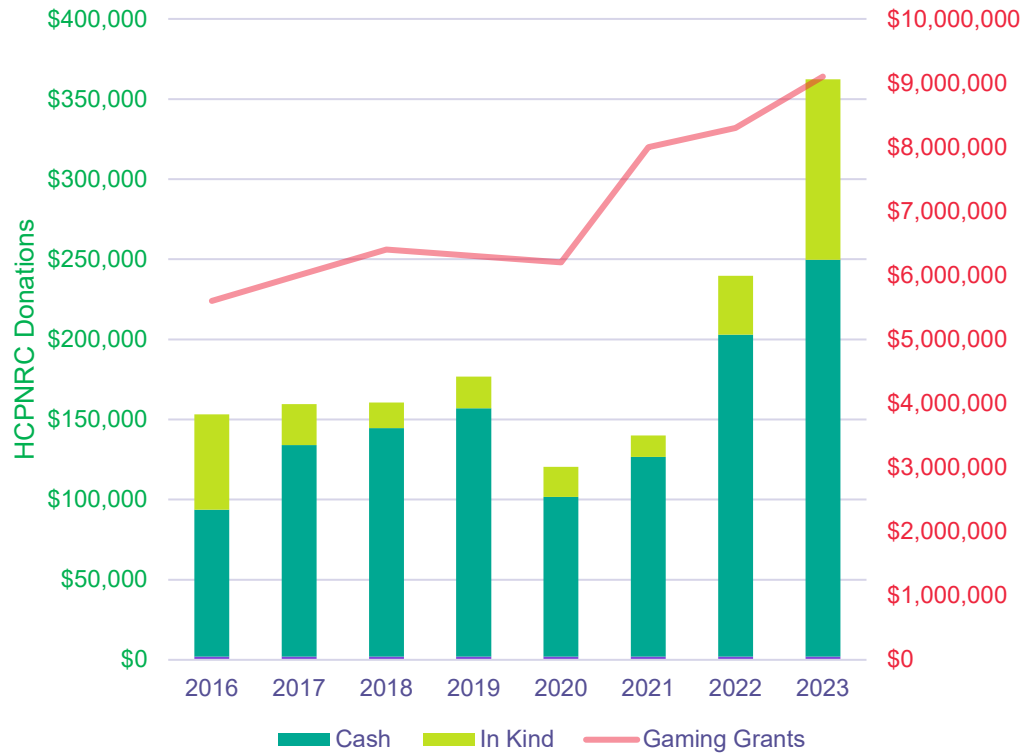
KEEPING IT FUN



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OUR COMMUNITY

GIVING BACK



Dauphin County Gaming Grants



2 Tickets to any concert for all 355 faculty and staff



Grantville Vol. Fire Co.

\$150,000+



PA Veteran's Trust Fund

\$140,000+



\$115,000+



\$90,000+



Breakthrough T1D™
Formerly JDRF

\$20,000+



SHOWING UP





PENN
ENTERTAINMENT