



PGCB License Renewal  
Live! Casino Pittsburgh  
Presentation  
June 11, 2025



## Introductions

- Joe Billhimer, COO
- Thomas Diehl, Attorney
- Sean Sullivan, General Manager
- Brent Colston, VP Casino
- Bryan Blose, Director of Finance
- Michelle Revetta, Director of HR
- Matt Schropp, Director of F&B
- William Hayes, Surveillance Manager
- Douglas Weimer, Hempfield Twp, Board of Directors, Supervisor
- Tom Gerber, CSM / Senior General Manager, Westmoreland Mall
- Misty Pollock, Sports & Social, Bartender



## Agenda

### 20 to 30 Minutes

- Cordish Family (Culture)
- Property Overview
- Outdoor Festivals
- Live! in the Community
- Team Members

### 20 to 30 Minutes

- Compliance
- Casino Entertainment
- Non-Gaming Entertainment
- Financial
- Possibilities



**THE  
CORDISH  
COMPANIES**



POWER & LIGHT DISTRICT / KC LIVE!  
Kansas City, MO

# Live!

WELCOMES OVER

## 55 MILLION ANNUAL VISITORS

TO ITS ENTERTAINMENT DISTRICTS, CASINO RESORTS, AND HOTEL DESTINATIONS NATIONWIDE

**OVER 25 OPERATING FACILITIES**

**100+ DINING & ENTERTAINMENT VENUES**

# CORDISH - A FAMILY TRADITION

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David Cordish; CEO & Chairman, Blake Cordish, Jon Cordish, Reed Cordish

The Cordish Company origin dates back to 1910 & encompasses four generations of privately held family ownership. The Cordish Companies have grown into a global leader in Commercial real estate; Entertainment Districts; Sports-Anchored Developments; Gaming; Hotels & much more. The Cordish Companies still owns & manages virtually every business it has created.









**COMMERCIAL  
REAL ESTATE**



**COWORKING  
SPACES**



**ENTERTAINMENT  
DISTRICTS**

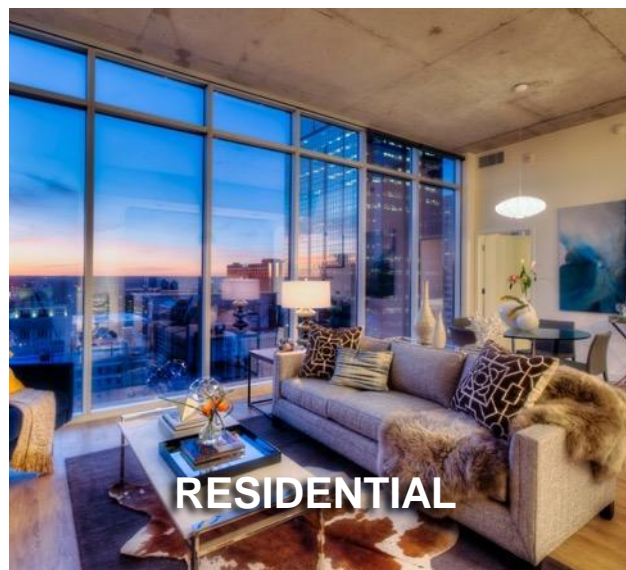


**GAMING**

**FAMILY-OWNED FOR OVER 100 YEARS  
7 URBAN LAND INSTITUTE AWARDS FOR EXCELLENCE**



**HOTELS**



**RESIDENTIAL**



**RESTAURANTS**



**SPORTS-ANCHORED  
DISTRICTS**





**Maryland Live!**



**Philadelphia Live!**



**Louisiana Live!**



**Pittsburgh Live!**



**Virginia Live!**

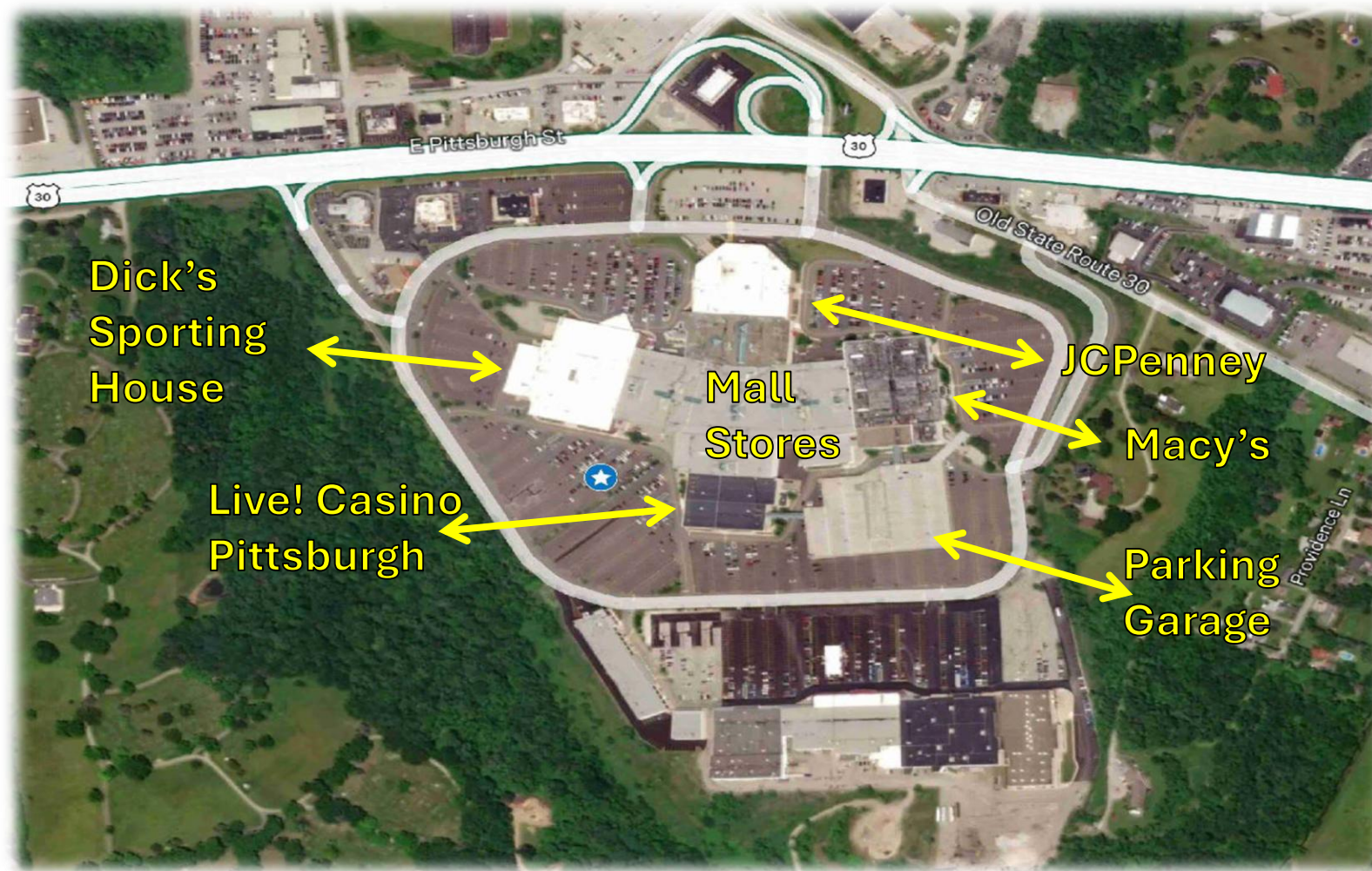




### Property Overview

- Campus
- Property Overview
- Floor Layouts

# Westmoreland Mall Campus



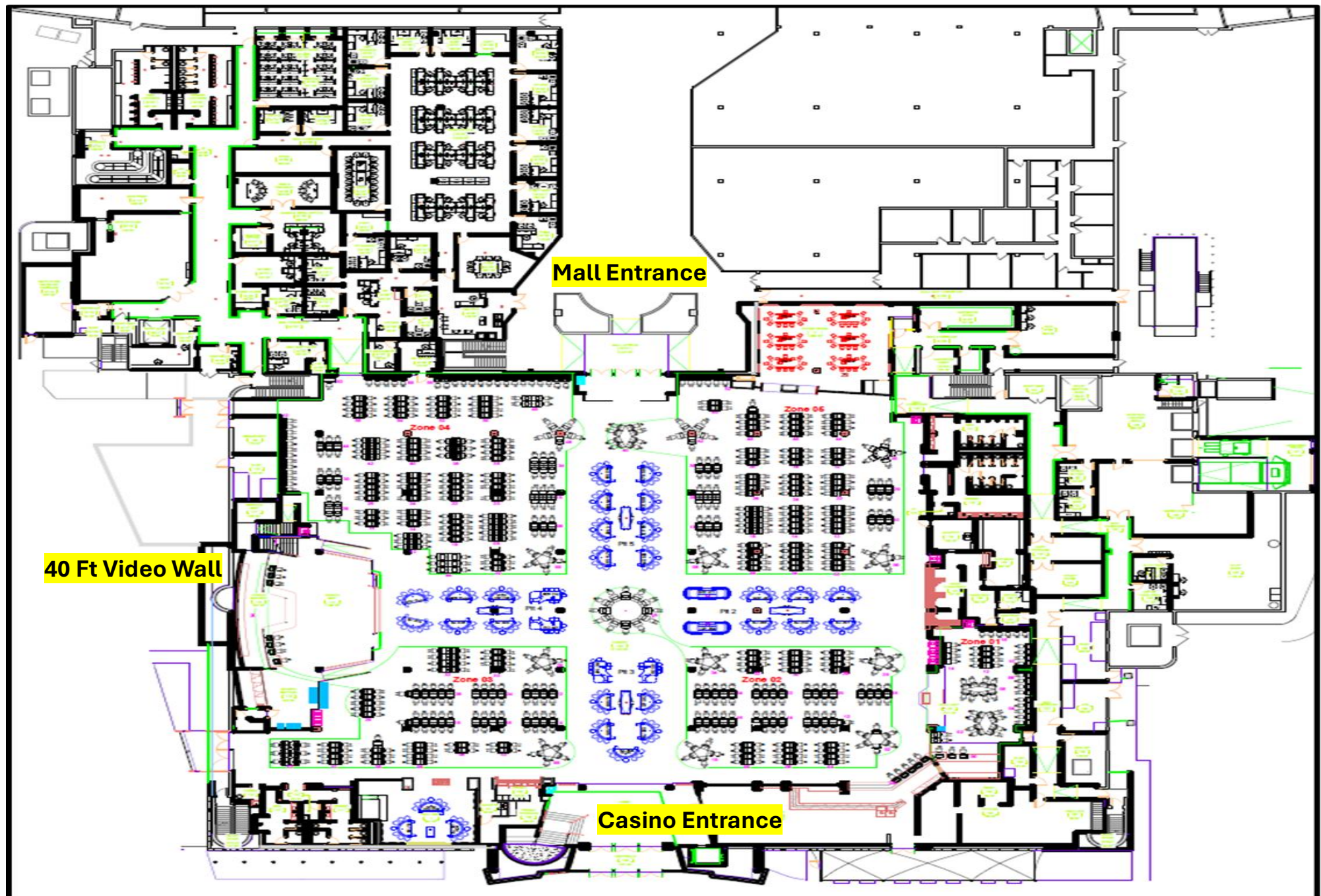
# Property Overview

- Opened November 2020 (COVID World)
- A **\$150,000,000** first-class gaming and entertainment destination.
- Lease Agreement with CBL Properties (Westmoreland Mall)
- **550** Family Sustaining Jobs
- **100,000**-square-foot facility
- Casino Featuring 750 **slots**, 40 live action **table games & poker room** & the **FanDuel Sportsbook**
- Dining and entertainment options include **Sports & Social Steel City** - voted Best Sports Bar in PA by Casino Player Magazine, it's a one-of-a-kind sports restaurant offering guests the ultimate sports fan experience; **PBR Pittsburgh** - voted Best Bar in PA, bringing an authentic country experience to the region; and **Guy Fieri's American Kitchen + Bar**
- **The Venue Live!**, a 7,000 square-foot multi-use event space.
- Approximately **1,100,000** Annual Visitors

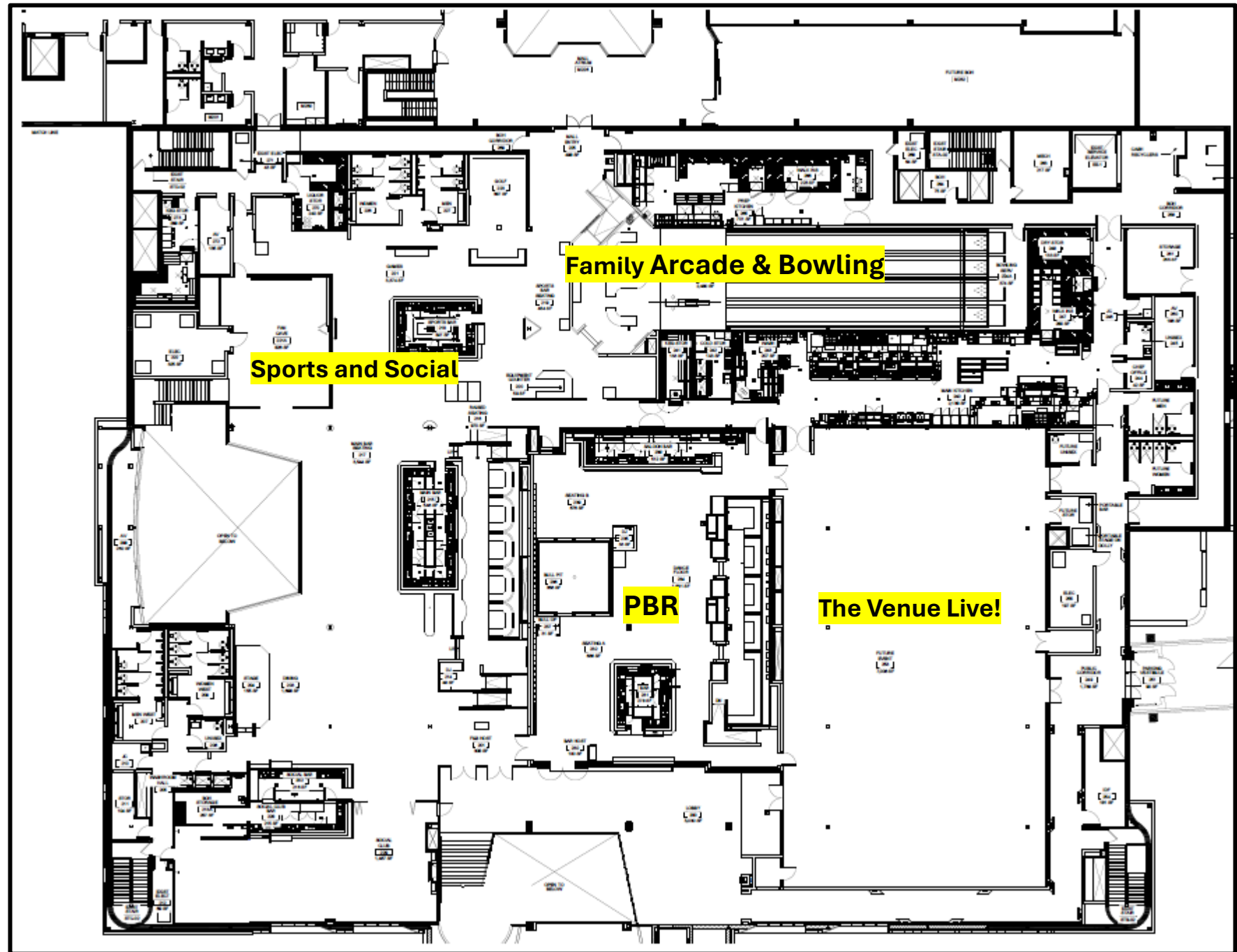




# First Floor Layout



# Second Floor Layout







### Outdoor Festivals

- Bulls & Barrels Rodeo
- Car Cruises
- Wing Festival
- Block Party / SummerFest
- Art & Craft Fair's



# Bulls & Barrels Rodeo

**Live! CASINO**  
**PRO BULLS & BARRELS**  
RODEO & CONCERT

**SAT & SUN**  
**JUN 4 JUN 5**  
3:00PM - 6:00PM

**DAVID NAIL**  
LIVE IN CONCERT!  
**SAT, JUN 4**  
8:00PM - 10:00PM

WILL RINGING  
BARREL RACING  
TRICK HOPPERS  
RODEO CLOWNS

ENTERTAINERS  
FOOD TRUCKS  
DRINKS • FUN

SCAN QR CODE TO PURCHASE TICKETS

**RODEO TICKET PRICE:**  
VIP ..... \$50  
GENERAL ADMISSION ..... \$25  
YOUTH UNDER AGE 9 ..... \$12.50\*

**CONCERT TICKET PRICE:**  
LIVE CONCERT (SAT. JUNE 4 ONLY)  
GENERAL ADMISSION ..... \$25  
BUNDLE: SAVE \$5 WHEN YOU ALSO PURCHASE A RODEO TICKET

\*TICKETS UNDER THE AGE OF 18 MUST BE ACCOMPANIED BY AN ADULT

Live! CASINO Coors Coors LIGHT Topo Chico Y100 TRIB LIVE Smail auto group





# Car Cruise





# Wing Festival



Local and Regional Restaurants  
and Vendors Compete to Win  
The Top Wing Prizes

**September 28th**  
**1:00pm-10:00pm**

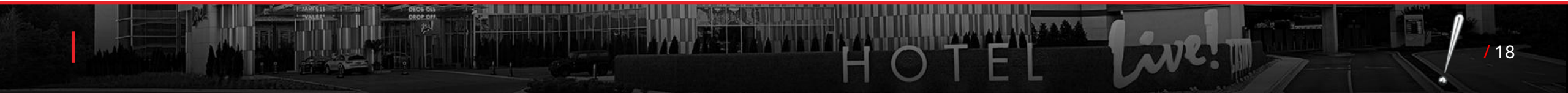
Local Beer and Wine Vendors, Craft Vendors,  
Live Music, Beer Garden, Chicken Coop (VIP Tent),  
Barnyard Folly Relay Race & Fireworks

For More Info Visit: [Pittsburgh.LiveCasinoHotel.com](http://Pittsburgh.LiveCasinoHotel.com)



Live! Casino Pittsburgh® | Rt. 30 at Westmoreland Mall

GAMBLING PROBLEM? CALL 1-800-GAMBLER



# Block Party / Summer Fest



**Live!** in the  
COMMUNITY  
**BLOCK PARTY**

FRIDAY, SEPTEMBER 29 – SUNDAY, OCTOBER 1  
Outdoor parking lot at Live! Casino\*

Carnival Rides	Live Entertainment
Arts & Crafts	Food Trucks
Vendor Marketplace	Fireworks
Beer Garden	Kids Corner

**FUN** for the **Whole Family!**

Sponsors: **CYB** **Lite**

Visit [Pittsburgh.LiveCasinoHotel.com/BlockParty](http://Pittsburgh.LiveCasinoHotel.com/BlockParty) for more information or scan the QR code.



**CRAFT BEER, WINE, *and* MUSIC FESTIVAL**

**SATURDAY JULY 16 1-6PM**

**60+ CRAFT BEERS, WINES, AND COCKTAILS**  
**GAMES & FUN • FOOD TRUCK ALLEY**

**TICKETS ON SALE NOW!** **UPCOMINGEVENTS.COM** **Live! CASINO PITTSBURGH**

GAMBLING PROBLEM? CALL 1-800-GAMBLER





# Greensburg Arts & Craft Fairs





### Live! in the Community

- Monthly Community Job Fair & Local Share
- Mall Relationship & Contract Labor
- "Mega Money Bingo"
- TITO Donations
- Community Lecture Series
- Medal Of Honor Museum
- Make it Matter Conference
- Helping Hands
- Board Representations



# Monthly Community Job Fair & LSA

## 2<sup>nd</sup> Annual LSA Celebration

### WESTMORELAND COMMUNITY **JOB FAIR** AT THE VENUE LIVE!

PA CAREERLINK®  
WESTMORELAND COUNTY AT YOUNGWOOD

**Live!** CASINO

Westmoreland County  
Chamber of Commerce  
Connect, Engage & Grow!



Find candidates for your open positions as a vendor  
at the Westmoreland Community Job Fair

**REGISTRATION IS FREE!**

One convenient location where job seekers can discover  
opportunities and businesses from Westmoreland County  
can speak with candidates for open positions!

**WHEN:** The 3rd Tuesday of **Every Month**

**WHERE:** The Venue Live! (2nd floor inside Live! Casino)

**TIME:** 12:00PM - 3:00PM

Registration for a vendor space is **FREE** and can be  
completed online at: **WestmorelandJobFair.com**

If you have any questions, or need further information,  
please send an e-mail to: [CommunityJobFair@livech.com](mailto:CommunityJobFair@livech.com)



# Mall & Contract Labor Expenses

## Mall Lease Payments

• 2020-2021	\$1,166,393
• 2022	\$1,245,818
• 2023	\$1,301,656
• 2024	\$1,370,104
<b>Total</b>	<b>\$5,083,970</b>



## Contract Labor Payments

• 2020-2021	\$1,470,630
• 2022	\$1,520,427
• 2023	\$1,640,199
• 2024	\$1,470,813
<b>Total</b>	<b>\$6,102,068</b>







**BINGO**

**BINGO**

**MUST BE 21+**

**MEGA MONEY BINGO**

**EVERY MONDAY**

Located at **THE VENUE AT LIVE! CASINO**  
5260 State Route 30, Greensburg, PA 15601

**DOORS OPEN 5:00PM**  
**GAMES START 7:00PM**



**Live!**  
CASINO • HOTEL

**\$430,000**  
**Bingo**  
**Celebration**  
**May 22, 2025**





# TITO Ticket Donations

\$290,437 LTD

**Live!**  
CASINO • HOTEL



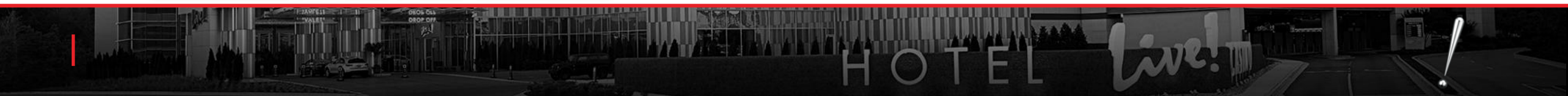
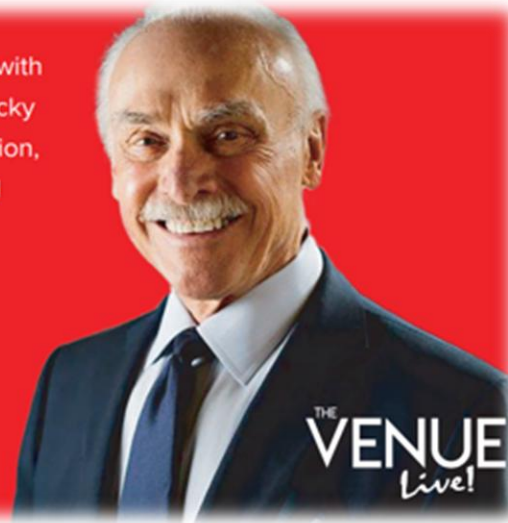


# Rocky Bleier Community Lecture Series

Join us for an unforgettable evening with legendary football icon, and hero, Rocky Bleier! Come see Super Bowl Champion, former Pittsburgh Steelers player and U.S. Army Veteran, Rocky Bleier!



**Scan for  
Tickets**



# Medal of Honor Museum

- National Medal of Honor Museum Foundation and The Cordish Companies Announce Partnership.
- Cordish Family Foundation Makes \$1 Million Donation to National Medal of Honor Museum.
- In addition to the donation made by the Cordish Family Foundation, The Cordish Companies have made a commitment to raise an additional \$1 million for the museum.
- In concert with the Medal of Honor Society, the National Medal of Honor Museum – at the museum itself and virtually – will also include a robust educational component aimed at youth character development. Designed by teachers, the Institute will provide students with opportunities to explore the concepts of courage, sacrifice, patriotism, citizenship, integrity, and commitment, and how these values can be exemplified in daily life.







# MM

**Make it Matter**  
REGIONAL CONFERENCE

SHRM  
SHRM-CP | SHRM-SCP  
**RECERTIFICATION  
PROVIDER**

**September 19<sup>th</sup> & 20<sup>th</sup>**

**[www.MakeitMatter.info](http://www.MakeitMatter.info)**

**This regional conference is a must-attend for employees, managers, HR professionals, and leaders at all levels.**

The Two-Day  
Conference Will  
Feature A Variety Of  
Workshops To Help  
Your Organization To:



**Challenge  
Biases**



**Enhance Cultural  
Competence**



**Cultivate An Inclusive  
Work Environment**



KEYNOTE SPEAKER  
**Melanie Miller**  
NATIONAL STRATEGIST INCLUSION  
AND ENGAGEMENT



FEATURED SPEAKER  
**Jim Link**  
CHIEF HUMAN RESOURCES  
OFFICER FOR SHRM



The Make it Matter Conference  
is Recognized by SHRM to Offer  
Professional Development Credits for  
SHRM-CP or SHRM-SCP

**Strong Teams Make Stronger Businesses**





# Helping Hands

## Westmoreland County Food Bank





# Helping Hands

## Water to Fire Departments





# Helping Hands

## Toys for Tots





# Helping Hands

## Union Mission Bedding





# Helping Hands

## Memorial Day Flag Planting





# Live!

CASINO®  
PITTSBURGH

## Team Members

- Diversity, Equity, & Inclusion
- Demographics
- Compensation
- Engagement
- Dealer School
- Recruitment
- Training

# Diversity, Equity & Inclusion Plan

## STATEMENT OF GOALS

- We are committed to establishing a diverse workforce by ensuring consistency, fairness and inclusion in the recruitment, selection and career development process.
- We promote diversity by ensuring equal opportunity in the procurement of contractors, sub-contractors, assignees, lessees, agents and suppliers.
- We are focused on creating an open and welcoming atmosphere at all our properties where team members, guests and vendors feel comfortable and welcome.
- We actively seek out minority and women and other historically underrepresented groups to provide opportunities for them to bid on providing services and/or supplies.
- We are committed to being a strong financial supporter of a diverse number of worthwhile community charities and non-profit organizations through our community reinvestment and giving programs.





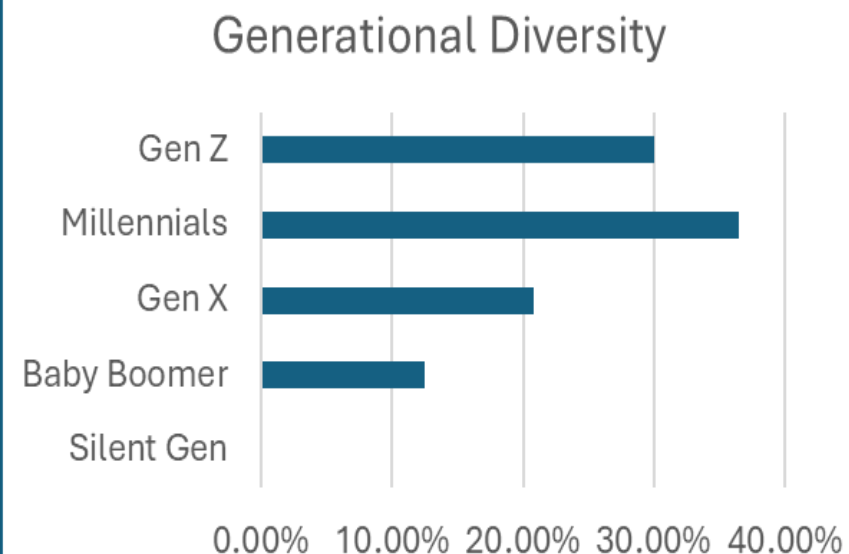
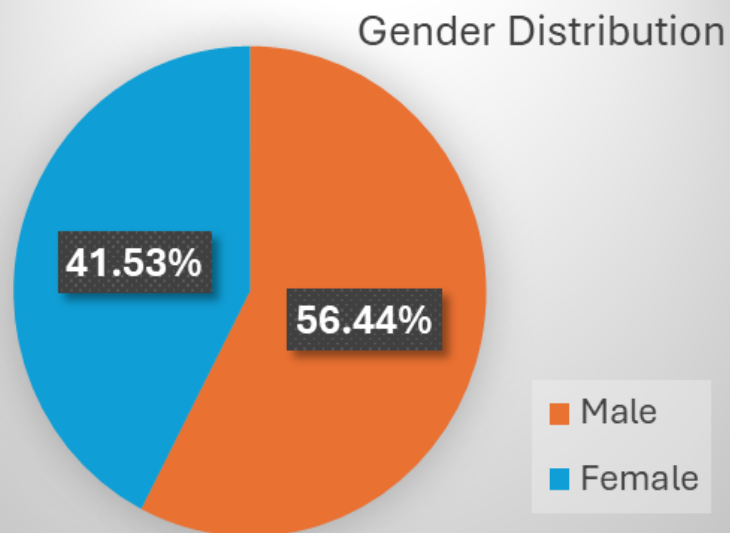
# Demographics

## Gender Distribution

- 56.44% male and 41.53% female of total workforce
- Of that, executive and management represent 69.44% male and 30.56% female

## Generational Diversity

- Total workforce includes members from Silent Generation to Generation Z.



# EEO Demographics

2024 Live TM  
demographics

2024 Live TM demographics			ETHNICITY															
			WHITE		BLACK or AFRICAN AMERICAN		HISPANIC or LATINO		ASIAN		AMERICAN INDIAN		NATIVE HAWAIIAN		2 or MORE RACES		UNIDENTIFIED/OPT OUT	
			#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%
1-Vice president and above			2	100.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
2-Director			5	100.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
3-Manager			56	86.15%	2	3.08%	3	4.62%	0	0.00%	1	1.54%	0	0.00%	3	4.62%	0	0.00%
4-Supervisor			48	87.27%	1	1.82%	3	5.45%	0	0.00%	0	0.00%	0	0.00%	3	5.45%	0	0.00%
5-Lead			11	91.67%	1	8.33%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
6-Employee-salary			17	94.44%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	1	5.56%	0	0.00%
7-Employee-hourly			358	82.68%	27	6.24%	10	2.31%	12	2.77%	1	0.23%	2	0.46%	15	3.46%	8	1.85%
TOTAL			497	84.24%	31	5.25%	16	2.71%	12	2.03%	2	0.34%	2	0.34%	22	3.73%	8	1.36%

## Minority Representation

Live minority workforce 14.41%  
County minority is at 7.6% in 2024

## Race and Hispanic Origin 2024 Census Demographics

White alone, percent	93.9%
Black alone, percent (a) (a)	3.0%
American Indian and Alaska Native alone, percent (a) (a)	0.2%
Asian alone, percent (a) (a)	1.1%
Native Hawaiian and Other Pacific Islander alone, percent (a) (a)	2
Two or More Races, percent	1.9%
Hispanic or Latino, percent (b) (b)	1.6%
White alone, not Hispanic or Latino, percent	92.6%





# Compensation

## Salaries & Wages 20-24

• 2020-2021	\$15,555,103
• 2022	\$15,057,116
• 2023	\$15,620,074
• 2024	<u>\$15,700,436</u>
<b>Total</b>	<b>\$61,932,729</b>

## Payroll 20-24 (Inc. Benefits)

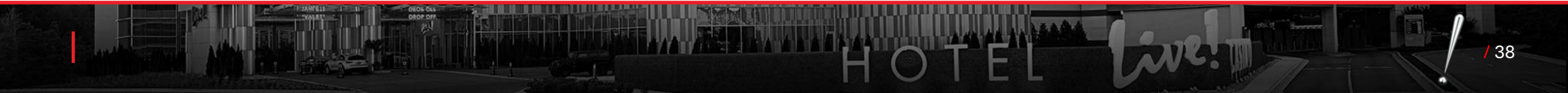
• 2020-2021	\$21,618,093
• 2022	\$22,078,421
• 2023	\$23,310,977
• 2024	<u>\$24,342,104</u>
<b>Total</b>	<b>\$91,349,595</b>

## Average Live! Salaries vs. County

• Live!	\$44,018
• Westmoreland Co.	\$42,132

## Live! Headcounts

• Full Time	390
• Part Time	<u>163</u>
<b>Total</b>	<b>553</b>
• Full Time Equivalent	405



# Engagement

- Holiday Breakaway Café Complimentary Meals
- Executive Leadership Retreat (Seneca Casino Niagara & Jacks Casino Cleveland)
- Quarterly All Team Member Meetings
- Bossier & Virginia Information Sessions (Promotions)
- Random Prize Drawings
- Monthly Spirit Calendar (Sports Teams)
- Ice Cream Social
- Mobile Dental Services On Property
- Team Member Live Rewards & Recognition





# Live! Dealer School

- **Comprehensive Training** – Blackjack, Roulette, Craps, Baccarat and Carnival Games
- **Development** – Emphasis on PGCB Regulations, Customer Service and Game Protection
- **Hands-On Learning** – Real Tables with Experienced Instructors & Supervision
- **Flexible Schedule** – Day and Evening Classes
- **Path to Employment** – Successful Graduates Have Opportunities at Live! Casino Pending PGCB License Approval



# Recruitment

## **Competitive Benefit Programs:**

- Live! Views Benefits as an Essential Part of a Team Member's Total Compensation and we Feel our Benefits are Among the Most Comprehensive and Affordable in our Industry. Our Core Benefit Options Include A Variety of Medical, Dental and Vision Plan Options. We Also Offer Employer-Paid Life and Disability Benefits, Voluntary Life Benefits, and an Employee Assistance Program.

## **Bonus Programs:**

- Stadium Casino Westmoreland, RE LLC Offers Several Bonus Programs for Management, Including an Annual Targeted Bonus Program and a Long –Term Bonus Incentive Plan for Directors and Above.
- All Team Members are Eligible for a Referral Bonus Program and Quarterly Bonus Programs.

## **PTO & FTO:**

- Stadium Casino Westmoreland, RE LLC Offers Eligible Team Members Paid Time Off (PTO), Accrued Over the Course of the Fiscal Year and Based on Tenure with the Company.
- Flexible Time Off (FTO) Provides Bonus Eligible Team Members with Time-Off for Vacations, Holidays, Personal Appointments, and Various Other Life-Events. FTO is Eligible to use Immediately and Provides Freedom and Flexibility.





# Recruitment

## 401K:

- Stadium Casino Westmoreland, RE LLC Provides a 401(k) Retirement Trust And Savings Plan That Allows Eligible Team Members to Save Money on a Tax-deferred Basis for the Future. The Company Matches 50% of the First 6% of Team Member Contributions.

## TDR ("Breakaway Café"):

- Stadium Casino Westmoreland, RE LLC Offers an Exclusive Team Member Dining Room with a Variety of Hot or Cold Items Available at Subsidized Low Costs. Items Such as Bagels, Cereal, Milk, Soda, Yogurt, Fruit and Juice are Available Daily at no Cost to All Team Members. The Team Member Dining Room Also Partners with Avenue-C to Purchase Other Options Through a Market Experience.

## Tuition Reimbursement:

- Stadium Casino Westmoreland, RE LLC Offers a Tuition Reimbursement Program that will Reimburse 100% of Tuition Expenses for the Successful Completion of Business-related Courses Completed By Eligible Team Members, Up to a Maximum of \$6,000 Per Calendar Year or a Lifetime Maximum of \$30,000.



# Training & Development

## Weekly New Hire Orientation

## Annual Compliance Training

- Anti-Money Laundering (AML & Title 31)
- Responsible Gaming
- Respectful Workplace
- Responsible Alcohol Management Program (RAMP)
- CPR
- Active Shooter
- Human Trafficking
- Bloodborne Pathogens
- **Guest Service Training**
  - Delivering the Live! 5 Service Standards
  - H.E.A.R.T Steps – Guest Recovery Training
- **Leadership Training**
  - Core Essentials & Emotional Intelligence
  - Effective Communication
  - Handbook Review & Legal Landmines





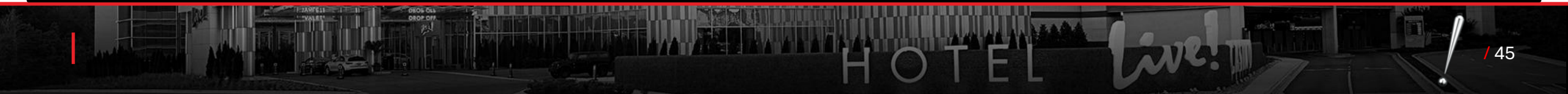


## Compliance

- Security Department
- RiP & State Police
- Compulsive Gambling (1-800)
  - Self Excluded Patrons (Veridoc)
- Underage (Pictures of Underage Signs)
- Responsible Serving – RAMP
- Audits (DOR / RSM)
- Fines / Warnings

# Security Department

- **Safety & Security:** Ensures the physical safety of guests and team members in all operations.
  - Responded to a total of 245 medical incidents in 2024 (119 Team Members, 126 Guests)
- **Security Team Staffing:** 24-hour staffing to include Security Ambassadors, Security First Responders, Key Control and Leadership Team.
- **Entrance Control:** Proactively protects the gaming floor from underage or excluded guests using the Veridocs Identity Management System.
- **Incident Reporting:** All incidents investigated by the Security Department are thoroughly documented using the iTrak Casino Security Incident Management System.
- **Training:** Newly hired Security Department personnel are mentored by experienced Security Ambassadors initially and until confident in their assignments. All personnel receive continuous training via daily pre-shift briefings and mandatory, annual training courses





# Entrance Control (Veridocs System)



Smoking is Permitted  
in the **GREEN** shaded areas  
on the casino floor.



**THIS PROPERTY  
PERMITS SMOKING IN  
DESIGNATED AREAS**

**Live!**  
CASINO

Children may not be unaccompanied  
anywhere within the facility including  
the parking garage or parking lots.

The Security Department will contact  
the Pennsylvania State Police if any  
child is found unaccompanied.

**Live!** CASINO

## NOTICE

**CASINO GUESTS ARE NOT PERMITTED  
TO LEAVE MINORS UNDER THE AGE  
OF 18 UNACCOMPANIED ANYWHERE  
ON OR ABOUT THE PREMISES.**

The Live! Casino® Security Department will  
contact the Pennsylvania State Police if any  
minor is found unaccompanied.

Thank you!





# Property Rules & Regulations (Signs)

## CODE OF CONDUCT

- For the comfort, safety, and security of everyone on our premises, the following expectations have been established for all guests. Live! Casinos reserve the right to refuse entry to anyone unwilling to comply with this Code of Conduct.
- No weapons of any kind are permitted on premises.
- Items that present a risk of harm to person or property are prohibited, such as chains, locks and laser pointers.
- No inappropriate behavior (including touching of Live! employees), loitering, solicitation, substance abuse, intoxication or criminal activity will be tolerated.
- Items like masks concealing identity are prohibited, unless required for health purposes. Face covering apparel may subject visitors to additional security requirements.
- Equipment such as digital cameras, video cameras or other devices intended to record are prohibited inside the casino. Should you wish to capture your memory with a photo, we will be happy to assist you.
- Outside food is not permitted.
- Beverages (alcoholic or any other type) may not be brought into or taken from the premises.
- No pets are permitted (service animals excluded).
- State law dictates that all casino guests must be at least 21 years of age to enter the gaming floor. We reserve the right to verify identification and age of all guests at any time.
- You must possess a valid government-issued photo ID; expired IDs, paper copies of IDs, or those which are unreadable are not accepted.
- In accordance with State law, smoking is not permitted except in specifically designated areas. This prohibition includes electronic cigarettes and vaporizers.
- All bags are subject to search. Should you refuse to have your bags searched, all unsearched bags must be returned to your vehicle.
- Management reserves the right to refuse entry and/or remove any guest whose conduct is deemed inappropriate.
- NO unaccompanied minors are permitted anywhere on the premises, including the parking garage, parking lots and common areas.
- Motorcycle club clothing and logos are prohibited.

**Live!**CASINO  
PITTSBURGH

## LIVE! CASINO RULES & REGULATIONS

It is unlawful for any individual under 21 years of age to enter or remain in any area where slot machines or table games are operated. It is unlawful for any individual under the age of 21 to wager, play or attempt to play a slot machine or table game. Individuals violating this prohibition will be removed and may be subject to arrest and criminal prosecution.

Any individual, including an off duty officer or agent of a local, state, or federal law enforcement agency, may not possess a weapon or other device designed to be used to inflict pain or cause injury in Live! Casino & Hotel without the prior written approval of the Pennsylvania Gaming Control Board.

A person who is on the PGCB Exclusion programs list will be subject to arrest for Trespassing if that person is on the gaming floor or engaging in gaming activities.

Photography and video recording is not permitted on the casino floor. Please ask one of our Team Members to take a picture for you, if you would like a souvenir photo of your Live! experience.

No soliciting, canvassing, distribution of literature or trespassing by Non-Employees in or on the premises.

Please play responsibly, for help call 1 (800) GAMBLER.

**NO DRINKS  
PERMITTED  
PAST THIS  
POINT.**

**Thank you for  
your cooperation.**

**Live!**  
CASINO

GAMBLING PROBLEM? CALL 1-800-GAMBLER.

**✓ DRINK  
RESPONSIBLY**

All drinks received on the casino first-floor must be consumed in the casino. Drinks can never be taken out of the building.

Thank you for your cooperation.





# Compliance Record

(\$46,000 2022 – 2025)

3/22	Security permitted SE onto floor who gambled	\$11,250
7/22	Underage (Fraudulent OH DL) consumed alcohol and gamed during several visits	\$250
11/22	Slot Techs used revoked software after being required to remove	\$10,000
11/22	Progressive enabled prior to PGCB authorization	\$750
11/22	Underage access to gaming floor (gamed)	\$12,500
2022 TOTAL		<b>\$34,750</b>
2/23	Conducted financial transaction for SE patron	\$11,250
2023 TOTAL		<b>\$11,250</b>
2024 TOTAL		<b>Zero</b>
2025 YTD		<b>Zero</b>





## Casino Entertainment

- Slot Machines
- Table Games
- Poker Room
- FanDuel Sportsbook



# Slot Machines

From the Minute you Pull into our Free Parking Garage you can Feel the Electricity in the Air. The Lights. . . the Sounds . . . the Heart-pounding Excitement of Hitting Another Jackpot at One of 750 Slot Machines. Nearly \$75,000,000 Cash Won in 2024. So Many Jackpots... 31,000 Jackpots Paid In 2024. The Variety of Games is Ever-changing, but One Thing that Doesn't Change is The Dizzying Array of Choices and the Pulse-Racing Fun of Live! Gaming™ Roam Through Rows of Slot Machines and Discover Some of the Hottest Games Around. Bigger Jackpots, State-of-the-art Graphics, Hi-tech Displays... Give These a Spin!





# Table Games

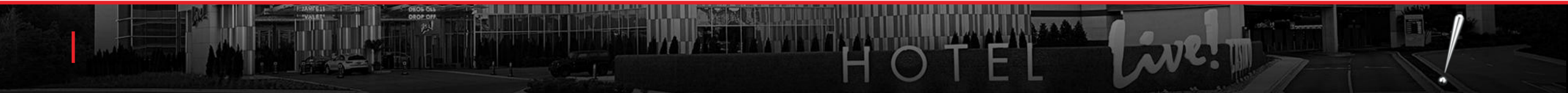
At Live! You Will Find 40 Tables Games Including Poker, Blackjack, Craps, Roulette, Baccarat and Several Carnival Games. The New High Limit Room Opened in November 2024. The Upscale Gaming Space Offers High-Action Tables, a Stylish Bar, Artwork from the Cordish Collection, and Big Screen TV's. The Room Cost of Over \$1.7m and Features 2-blackjack Tables, 1-Baccarat Table.





# Poker Room

The New \$1.5m Live! Poker Room Provides a Fresh, Lively and Dynamic Space for Players to Compete Against the Best. Guests Can Enjoy 6-Tables and Multiple TVs within the Approximately 1,400 Square Feet of Space! Take your Place in The Live! Poker Room and Join in on our Action-packed Weekly Tournaments and Daily Promotions. With Luxurious Seating and World-class Poker Tables, you're in for an Unforgettable Gaming Experience.





# FanDuel Sports Book

The FanDuel Sportsbook and Lounge inside of Live! Casino is the Best Place to Watch and Bet on Sports. Walk Up and Make Your Bet at Any of Our 12 Betting Kiosks. Or Visit Our Personal Betting Windows to Place a Bet a With a Sportsbook Representative. Bet on Sports All Over the World. Enjoy the 40-Foot Video Wall at the Sports & Social Steel City Casino Bar or at the Second Floor Sports & Social Restaurant, Featuring the VIP FanCave.







## Non-Gaming Entertainment

- Sports & Social Restaurant
- Guy Fieri's Kitchen + Bar
- PBR Cowboy Bar
- The Venue Live!

# Sports & Social Restaurant

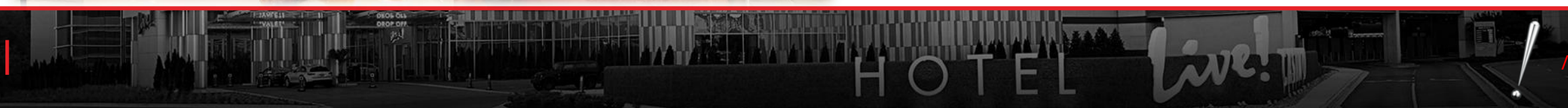
Sports & Social Steel® City is a One-of-a-kind Sports Bar, Arcade, and Social Lounge in the Live! Casino Pittsburgh®. Sports & Social® Serves Made-from-scratch American Classic Items Perfect for Sharing and Pairing With a Cold Beer or a Signature Cocktail. Sure to Fit Any Goer's Palate! This Two-level Space Features A 40-foot Diagonal High-definition LED TV Showcasing the Top Sports Watching Events Year-Round Equipped with Bowling, Foosball, Arcade Basketball, Shuffleboard, Skee-ball and a Golf Simulator





# Guy Fieri's Kitchen + Bar

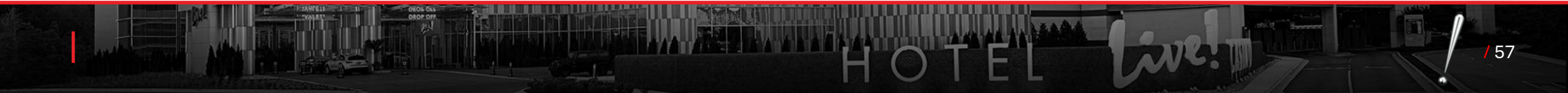
Take a Trip Into Flavortown With Guy's American Kitchen & Bar! This Casual Dining Experience Features "Real Deal" Guy Signature Recipes from Award Winning Burgers, Championship BBQ, and Serious Big Eat Dishes. Guy's Scratch Made Recipes Extend Out Into the Bar with "Off Da Hook" Hand Crafted Cocktails, Craft Beers, and Guy's Very Own Hunt & Ryde Wines.





# PBR Cowboy Bar

PBR is More Than a Bar; It's An Attitude and Way of Life that Celebrates Your Free Spirit... Your Wild Side. So, Buckle Up, and Get Ready for the Ride of Your Life. Born Out of the Toughest Sport on Dirt, PBR Pittsburgh Lives up to its Legendary Namesake. The Professional Bull Riders, PBR, is the Fastest Growing Spectator Sport in the Country, Embodying Toughness and a True Spirit Of Independence. PBR Pittsburgh Fuses that Spirit with Nightlife and Unrivaled Entertainment to Create The Ultimate Night Out. It's Bold... It's Sexy... It's Fun. This Magnificent Venue Includes 4,560 Square Feet of Space. Throw in Cold Beer, and a Little Bull Ridin' and it's Every Cowboy and Cowgirl's Nighttime Oasis.





# The Venue Live!

The Venue Live!™ is the Premiere Choice for Corporate Retreats, Meetings, Weddings and Other Celebrations. Due to its Customizable Space and Banquet Seating of up to 650 that Will Guarantee to Make your Event One to Remember. The 7,000+ Square-foot Multi-Use Concert and Event Venue Features World Class Entertainment and Acts as the Place to be to Witness the Headlining Names in Music, Comedy, and Other Can't Miss Entertainment.





## Finance

- Tax Contributions
- Gaming
- Non-Gaming
- Growth in Revenues
- Local, Minority, and Women Businesses
- Property Investment



# Revenue & Taxes Paid by Year

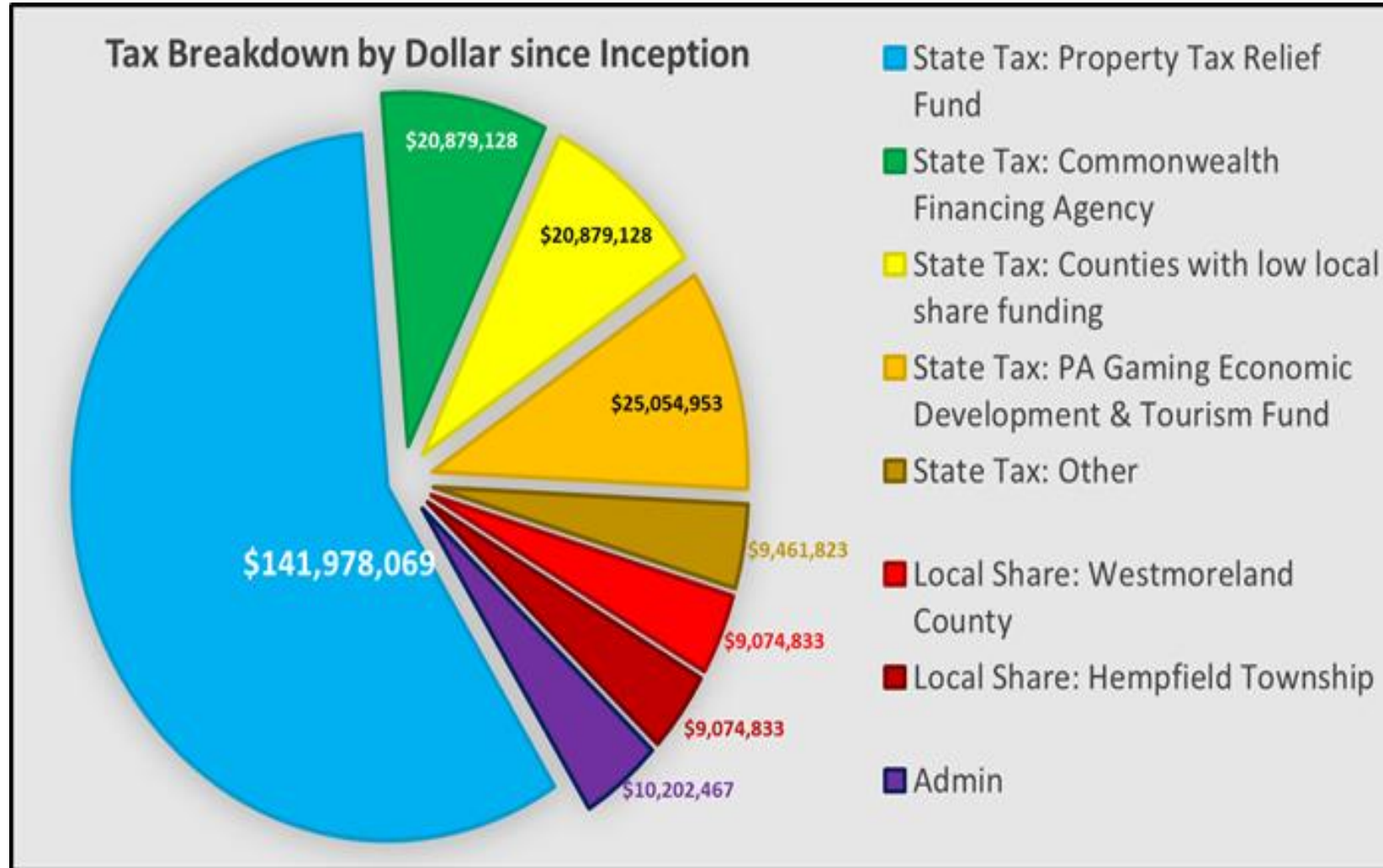
GAMING REVENUE	FY 2020-2021	FY 2022	FY 2023	FY 2024	TOTAL
SLOTS	\$ 88,225,759	\$ 95,951,569	\$ 98,388,448	\$ 101,679,914	\$ 384,245,691
TABLE GAMES	\$ 14,756,581	\$ 13,437,752	\$ 15,269,826	\$ 14,035,864	\$ 57,500,022
ETG	\$ 60,829	\$ 691,412	\$ -	\$ -	\$ 752,242
POKER	\$ 38,474	\$ 944,722	\$ 710,175	\$ 723,116	\$ 2,416,487
SPORTSBOOK	\$ 1,482,570	\$ 802,531	\$ 1,786,956	\$ 1,326,285	\$ 5,398,342
TOTAL	\$ 104,564,213	\$ 111,827,987	\$ 116,155,405	\$ 117,765,179	\$ 450,312,784

Revenue & Taxes	2020	2021	2022	2023	2024	Total LTD
Total Gaming Revenue	4,329,818	100,234,395	111,827,987	116,155,405	117,765,179	451,453,365
Slot Tax	2,083,326	47,811,326	53,731,172	55,186,731	56,829,083	215,641,638
Table Games Tax	93,600	2,637,002	2,543,610	2,755,406	2,416,158	10,445,776
Poker Tax	-	6,848	168,144	126,397	128,454	429,843
Sportsbook Tax	29,087	565,191	347,264	717,459	534,998	2,193,998
Total Gaming Taxes	2,206,013	51,020,367	56,790,189	58,785,992	59,908,694	228,711,255
Gaming Tax %	50.9%	50.9%	50.8%	50.6%	50.9%	50.7%



# Taxes Since Inception

\$246,605,234





# Revenues (Gaming & Non-Gaming)

GAMING REVENUE FY 20-24		Growth
2020-2021 FY	\$ 104,564,213	
2022 FY	\$ 111,827,987	6.9%
2023 FY	\$ 116,155,405	3.9%
2024 FY	\$ 117,765,179	1.4%
Total	\$ 450,312,784	

NON-GAMING REVENUE FY 20-24		
2020-2021 FY	\$ 15,443,168	
2022 FY	\$ 17,125,494	10.9%
2023 FY	\$ 19,199,683	12.1%
2024 FY	\$ 23,360,787	21.7%
Total	\$ 75,129,131	

TOTAL REVENUE FY 20-24		
2020-2021 FY	\$ 120,007,381	
2022 FY	\$ 128,953,481	7.5%
2023 FY	\$ 135,355,088	5.0%
2024 FY	\$ 141,125,965	4.3%
Total	\$ 525,441,915	



# Local, Minority & Women Owned Businesses

	<u>Local</u>	<u>MBE</u>	<u>WEB</u>	<u>TOTAL</u>
<b>2021</b>	\$6,767,015	\$1,761,274	\$1,936,998	\$10,465,287
<b>2022</b>	\$9,721,657	\$1,585,332	\$1,906,878	\$13,213,867
<b>2023</b>	\$8,036,537	\$1,581,339	\$1,235,689	\$10,853,565
<b>2024</b>	<u>\$9,264,305</u>	<u>\$1,440,390</u>	<u>\$517,412</u>	<u>\$11,222,107</u>
<b>TOTAL</b>	\$33,789,514	\$6,368,335	\$5,596,977	<b>\$45,754,826</b>





# Property Investment

## Capital Investment

### 2021 - 2025 Capital Spend

• 2021	\$595,856
• 2022	\$2,870,895
• 2023	\$1,095,092
• 2024	\$4,301,055
• 2025	\$3,010,000
<b>Total</b>	<b>\$11,872,897</b>

### 2021-2025 Capital by Type

• New Slot Machines	\$2,825,554
• Maintenance	\$2,335,573
• The Venue – Banquets	\$1,990,024
• High Limit Table Games	\$1,705,000
• Poker Room	\$1,516,746
• Restaurant Replacement	\$1,500,000
<b>Total</b>	<b>\$11,872,897</b>



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PITTSBURGH

**Possibilities**

Hotel & Conference Center



# Feasibility Study

## Summary & Possible Location

### CBRE Valuation & Advisory Services (Recommendation):

- 200 Upscale Room
- 15,000 SF Meeting Space
- 50,000 SF Event Space
- Restaurant – Bar - Indoor Pool
- Location at the Westmoreland Mall to Open in 2028



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THANK YOU  
Q&A