

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: LIVE! PITTSBURGH'S LICENSE RENEWAL

PUBLIC INPUT HEARING

* * * * *

BEFORE: LINDA S. LLOYD, Presiding Officer

Denise Smyler, Chair

Frank Dermody

George Dunbar

HEARING: Wednesday, June 11, 2025

10:30 a.m.

LOCATION: Hempfield Township Municipal Building

Greensburg-Hempfield Business Park

1132 Woodward Drive

Greensburg, PA 15601

WITNESSES: Joe Billhimer, Sean Sullivan, Tom Gerber,

Doug Weimer, Misty Pollock, Lieutenant Robert

Copechal, Brad Beaver, Olivia Mahla

Reporter: Danielle S. Ohm

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A P P E A R A N C E S

MICHELLE S. FOGLE, ESQUIRE

DAVID J. DENOTARIS, JR., ESQUIRE

303 Walnut Street

Floor 10

Harrisburg, PA 17101

Counsels for Gaming Control Board

THOMAS DIEHL, ESQUIRE

Counsel for Live! Casino Pittsburgh

ALSO PRESENT:

Michelle Revetta

Bryan Blose

Matt Schropp

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OEC Exhibits 1 through 9 previously supplied,
admitted during this hearing.

Exhibits 4, 6, 7, 8 to be marked as confidential

P R O C E E D I N G S

PRESIDING OFFICER: Good morning,
everyone. My name is Linda Lloyd, and I'm the
Presiding Officer assigned by the Board today to
conduct this portion of the Category 4 License
Renewal Hearing for Stadium Casino Westmoreland RE,
LLC, doing business as Live! Pittsburgh.

Before we begin, if we could all turn
off or to vibrate our cellphones and other devices.
That way it doesn't interrupt our speakers.

I would like to remind everyone that
this proceeding is being recorded today by our Court
Reporter, who's sitting down here on the right - to
my right hand, and as well as being live streamed to
the Board's website. Eventually the video of the
hearing will also be uploaded and available on the
Board's website for anyone to view time and time
again at their leisure.

So, I call the hearing to order. The
date is Wednesday, June 11, 2025. The time is 10:29
and the location is the Township of Hempfield
Municipal Building and the Greensburg Hempfield
Business Park, Greensburg, Pennsylvania.

Currently the Pennsylvania Racehorse

1 Development Gaming Act, as amended, requires, at
2 Section 1326, that an Operator's License be subject
3 to renewal by the Board every five years. And this
4 License Renewal Hearing's convened by the Board
5 pursuant to the mandate currently found in Section
6 1205(b) of the Gaming Act that requires, as part of
7 this renewal process, that a Public Input Hearing be
8 held in the municipality where the licensed facility
9 is located.

10 The Public Hearing was advertised on
11 the Board's website, announced by the Board Chair at
12 Public Board Meetings and advertised in a local
13 newspaper. And today we have three members of the
14 Board present.

15 To my immediate right is our Chair,
16 Denise Smyler, and to my left are Commissioners
17 Frank Dermody and George Dunbar.

18 The hearing will begin with a
19 presentation by Live! Pittsburgh, and after that
20 presentation, the Board's Office of Enforcement
21 Counsel (OEC) and Board members will have an
22 opportunity to ask questions of Live! Pittsburgh.
23 And after that has concluded, the OEC will make a
24 short presentation. And again, the Board members
25 and counsel for Live! Pittsburgh will have an

1 opportunity to ask witnesses any questions.

2 At this time, I have not received any
3 registrations for public speakers. Is there anyone
4 in the room today that thought they registered,
5 raise your hand.

6 Okay. I will ask again at the end,
7 just in case, but at this point we won't have any
8 public speakers at the end of the hearing.

9 So, following the close of the
10 presentations, we'll have short closing comments
11 from each party and that will be the end of the
12 hearing.

13 So, right now let's begin by having
14 anyone from Live! Pittsburgh that might speak today
15 or will speak today and any OEC witnesses that are
16 in the room right now that will be giving testimony,
17 if you can please stand, raise your right hand, be
18 sworn by the Court Reporter.

19 ---

20 WITNESSES SWORN EN MASSE

21 ---

22 PRESIDING OFFICER: And I believe the
23 Court Reporter has spellings for all of the Board
24 members and Live! Pittsburgh witnesses. So, if you
25 could just state your name before you start to

1 speak, so she knows who you are. I'm not sure if
2 she has spellings for our OEC people or witnesses,
3 but I'll ask you to spell your name for her later.

4 So I will turn it over, then, to
5 Live! Pittsburgh.

6 ATTORNEY DIEHL: Yeah. Just briefly.
7 I'm Tom Diehl, Vice President of Legal for Stadium
8 Casino, Westmoreland RE, LLC, which we commonly
9 refer to here in this proceeding as Live! Casino
10 Pittsburgh.

11 And as far as our presentation is
12 concerned, we've submitted in advance - we're going
13 to have Joe Billhimer, our COO, provide a brief
14 overview of the Cordish properties. Then the
15 majority of the facility-specific matters are going
16 to be handled by Sean Sullivan.

17 MR. BILLHIMER: Okay. Can we start
18 the presentation?

19 Good morning. Thank you. On behalf
20 of the Cordish family and all of our team members
21 throughout the Commonwealth, we're pleased to be
22 here and looking forward to the dialogue.

23 You want me to introduce everyone?
24 I'm Joe Billhimer, B-I-L-L-H-I-M-E-R. Put in
25 parentheses, Joe B., because everyone will call me

1 Bill later on today. Go ahead and start rolling.

2 So, one of - I just want to give you
3 a little bit of an overview of Cordish companies and
4 who we are. And this will make sense when I - when
5 I go through some of the properties that we operate,
6 but we - we as a company bring in over 55 million
7 visitors annually through our properties across the
8 country. It's a pretty amazing number when you
9 think about different Live! districts that we
10 operate, as well as over a hundred food and beverage
11 and retail operations, as well as other verticals
12 that we go through.

13 The Cordish family is - is that, it's
14 a family. On the screen, you'll see there Blake
15 Cordish, Reed Cordish, David Cordish and John
16 Cordish, and as well as David Cordish. So, they're
17 very involved in our business.

18 Reed operates all of our F and B
19 districts across the country. John does all the
20 finance for the company. And Blake does a lot of
21 the development work and creativity. And when you
22 look at our Cat 4 property, it has their
23 fingerprints all over it.

24 The - this is a pretty daunting
25 slide, if you look at it. And there was a time

1 about a year ago that we had to update this every
2 month, because we had new properties opening up
3 across the country. But it just gives you a sense
4 that our Live! Pittsburgh is part of a much, much
5 bigger family and a very vibrant business with a lot
6 of different verticals in it.

7 So, this will show the different
8 avenues that we, in Cordish, are involved in, from
9 commercial real estate, coworking spaces.

10 Spark, if you've ever heard of that,
11 is one of our developments, our entertainment
12 districts, Texas Live!. Ballpark Village in St.
13 Louis is very well known. Our gaming I'll get to,
14 but if you look at that bottom left picture, the
15 hotel, we also have a Live! district there in
16 Arlington, Texas, adjacent to Texas Stadium. They
17 call it Jerry World, but that's not a rendering.
18 That's an actual picture from the Live! hotel that
19 we actually built.

20 We have residential. We have towers
21 all over Kansas City. I think we're on our fifth
22 tower there, for residential. Obviously restaurants
23 and sports-anchored districts that I just mentioned.

24 From a gaming perspective, Maryland
25 Live! was the - was the first after some other

1 development that the Cordish family did for Hard
2 Rocks in Florida. Our Philly Live! and our
3 Pittsburgh Live! were developed during COVID.

4 You know, I know - you know, in the
5 renewal process, probably everyone's had to tell you
6 about dealing with COVID. We actually built these
7 properties and opened these properties right in the
8 teeth of COVID.

9 We also have Virginia Live! that is
10 actually underway now. We're in the process of
11 developing it. We expect to open that in a
12 temporary form sometime in November. And we have a
13 small casino in Salem that we haven't even
14 represented up there that we're working on now that
15 will actually open in July.

16 So, what's happened in the
17 Commonwealth for us was the - really the expansion
18 of the Gaming Division for - for Cordish. We're
19 going to continue to grow. I'm sure you'll hear
20 from Sean on a lot of things that we're thinking
21 about, too, for Westmoreland. And we're very
22 excited and very pleased to be in the Commonwealth.

23 Thank you.

24 MR. SULLIVAN: My turn. All right.

25 So is it okay if I stand or is that

1 wrong? Don't have to.

2 PRESIDING OFFICER: It's a microphone
3 problem that we have.

4 MR. SULLIVAN: That looks like it's a
5 problem. I will sit.

6 PRESIDING OFFICER: I'm sorry.

7 MR. SULLIVAN: No, it's okay. So, I
8 backed up a little bit, because I just wanted to
9 quickly review who's here on behalf of the property.
10 We have Joe, who is - who I report to, COO. He's
11 out there kicking tires. If we met next week, we'd
12 probably have three more properties.

13 So, you know, he's out there looking
14 for deals, and we're happy about that. Tom Diehl,
15 as introduced, myself. And in the back we have
16 Brent Colston back there, Bryan, Michelle, Matt.
17 This is the A team, Will - Will Hayes. And then we
18 have our three witnesses you'll hear from shortly,
19 Doug Weimer with Hempfield Township; Tom Gerber, the
20 mall GM for both our mall and the Monroeville Mall,
21 and then Misty, who we're so happy to have and is an
22 all-star at the property.

23 So, just real quick, not here to
24 necessarily speak, but absolutely instrumental in
25 everything we do from a success perspective. And

1 we're doing pretty good. Always challenges, always
2 something new, but we're dealing with it.

3 So, I tried to break this up because
4 if you got your booklet right, it's 68 pages or
5 something, couldn't make it until tomorrow
6 afternoon, but I broke it up into maybe what I
7 thought was the most colorful conversations. And
8 then there's a lot of things that I'm sure that you
9 guys are well-understanding, compliance and
10 financial and then, you know, the old-fashioned slot
11 machines and entertainment.

12 So, in the spirit of trying to move
13 fast, if I get through these and you want me to keep
14 going, happy to do so, but I also want to be
15 respectful of your time and energy and not drag it
16 out too long, which I've known - I'm known for.
17 Everybody will tell you.

18 Let me see if I can figure this out.
19 So, Joe went through these wonderful slides and I
20 have to tell you, I've been doing this 45 years.
21 This is the best company by far. Cordish is the
22 most respectful, team-oriented company I've ever
23 worked for. I mean, it's amazing how much they care
24 about us, from the janitor to the top of the janitor
25 heap. I mean, it's just amazing. And I - I say

1 that, you know, after working for many of which a
2 lot of you know, but what a great organization.

3 So, just real quick, we'll look at
4 the campus. So, we're over at the mall and we're
5 happy to be there.

6 The Live! Casino is the darker-shaded
7 roof there. That used to be an old Bon-Ton
8 department store. And if you looked at that before
9 they went after it, you'd say there's no way.
10 There's no way there can be a casino here. It
11 doesn't work out. But they made it magically appear
12 and not just appear, fantastically appear. I mean,
13 some of you saw the - and are familiar with it - the
14 video wall and the upstairs restaurant and
15 everything else.

16 Dick's Boarding House took over right
17 here where Sears was. They took the top floor. So,
18 they're going to have a - I guess they call House of
19 Sports, which has got the rock walls and the soccer
20 fields and all the stuff with it, which is a great
21 addition to the campus. So, we're happy when we can
22 see success coming there. JCPenney's
23 does wonderful. Macy's does wonderful.

24 And then part of our deal is we get a
25 parking garage that's connected by a bridge going to

1 our nongaming second floor and then all this parking
2 around it. You'll hear me talk about outdoor
3 events. They basically take place out here to - if
4 - you know, leaving the casino to the right where
5 our team members generally park, but it's nice to be
6 part of a campus and have all that critical mass
7 that comes to visit us. And I think we've been very
8 beneficial for them all, which Tom will tell you
9 about.

10 Real quick overview. We did open in
11 COVID, and then we got told to close for 30 days,
12 which was perfectly understandable. It was a topsy
13 turvy world. We went into the COVID cleanliness,
14 sanitation and everything else and we got through
15 it.

16 Never saw so much plex. I think we
17 bought \$300,000 worth of plexiglass. So, it was
18 between every single machine, every single table
19 game spot. It was pretty amazing. I would have
20 never imagined that could happen but we leased the
21 property from CBL Properties, the Westmoreland Mall.
22 We have 550 family-sustaining jobs. We have a
23 100,000 square foot facility, 750 machines, the max,
24 40 table games, the max, Sportsbook. We have sports
25 and - Steel City, our big restaurant up top with

1 family-friendly arcade games, bowling and other good
2 things. And we have the PBR, which is a
3 professional bull riders' brand, where they ride
4 bulls up there and lots of line dancing and live
5 music and excitement on the weekends, Friday and
6 Saturday.

7 We have Guy Fieri's downstairs, which
8 is right when you walk in the door to the right.
9 And then we have a 7,000 square foot multipurpose
10 area called the Venue Live! smaller things, concerts
11 with maybe 600 - 500 people, weddings. We do bingo,
12 as we saw last night, some of us, but a really nice
13 multiuse area.

14 And then we get about a hundred - a
15 million and one - weekends might go up to 5,000,
16 give or take. I think yesterday was just under
17 2,000. So, but at the end of the day we'll have
18 over a million people come to the property. So,
19 pretty good stuff.

20 Five years in a row and they're
21 voting, they still come back. So, that's good.

22 This is the second - I'm sorry this
23 is the first one. So, right here is the main
24 entrance, what we call a porte-cochere. And you
25 come in the front entrance. About 85 percent of our

1 visitors come in that door.

2 The mall back here is responsible for
3 about 15 percent of the visitors. That goes up
4 during the holidays. Right? Christmas, people
5 shopping, they come in, they go to the restaurant
6 and so on, but in general it's 85 to 15. And then
7 you can see here in the middle we have a crossover
8 of table games. And then four slot machine
9 quadrants. We have a high-limit slots over here, a
10 poker room back here in the red, a high-limit table
11 game we just launched in October, November, along
12 with the poker room. And then we have this fabulous
13 40 foot video wall that's - you can games and sports
14 and Kentucky Derby and everything from both the
15 lower level of the floor and the top.

16 And then back here is all of our
17 office areas, our locker room, our uniforms room,
18 our team member dining room and everything else that
19 is in support of the property.

20 And then the second floor, you go up
21 the stairs from the first floor here or you can go
22 up the stairs in the back here or there's an
23 elevator here, but you can get up to the second
24 floor. And it's primarily the venue, as I
25 mentioned, which goes to the parking garage, which

1 is great, because some people don't want to go
2 through a casino, don't want to mess with it, come
3 to the wedding, enjoy themselves, go back out.
4 We're perfectly fine with that.

5 So, this is our venue. The PBR
6 nightclub is right here. PBR Cowboy Bar is really
7 what it's called.

8 And then this whole section here is
9 primarily sports and social. A big restaurant,
10 wonderful tables overlooking the big screens, a fan
11 cave. We kind of branded it back here for VIP
12 parties, bowling, arcade games. And an area up here
13 we call Social Club, which is also a breakout area
14 for anniversaries and parties. This is for the big
15 stuff, this is for the smaller stuff.

16 And let's see. Next we have -. So,
17 part of - as I've mentioned to a lot of people, we
18 don't have a big room to have Kevin Hart like our
19 sister properties. We're very jealous about that.
20 Dave Chappelle, we can't afford those guys, so we
21 get Dave Chewbacca, but what we do try to do is be
22 big outdoors, because during the summer and the
23 spring, little bit of a gamble because of weather,
24 but we go outdoors and we are able to put together
25 mega events.

1 And the purpose of those -. And I
2 remember Kevin when I first met him, you know, part
3 of the idea is, we want people to come from Ohio and
4 West Virginia to our state and spend their gambling
5 dollars here. You know, we'll be the recipient of
6 those things. This is what this stuff does.

7 So, our - one of our marquee events
8 was a Bulls and Barrels Rodeo, which was absolutely
9 insane. I'm not sure why we did it because it's
10 very scary. These bulls were like Volkswagens
11 bucking people off and it was insane, but we set up
12 a rodeo in the parking lot. We had to rent the
13 dirt, 42 giant tracks, trucks of dirt. It rained
14 two days before, so we had to till the dirt for 48
15 hours to get it dry.

16 If I told you the stories, you'd say,
17 what in the world were you guys thinking? Which I
18 still think every day. We have a car cruise. We're
19 up to our fourth annual car cruise. We get about
20 750 cars. We bring food trucks. We have live
21 music. It's just a big giant car cruise and lots of
22 collector vehicles.

23 And really these things are
24 multipurpose, as I said, draw people from out of
25 state or out of our immediate jurisdiction, but also

1 family-friendly. We take great pride in what the
2 owners call Live! In The Community. We're committed
3 to lifting the community, not let Pittsburgh have
4 everything. We want to have our own stuff going on,
5 but this car cruise has been a great success. And
6 our fourth one is coming up August 3rd.

7 We've done things like the wing
8 festival, where we have big giant chicken wing
9 cookoffs, set up everything out there, a beer
10 garden, craft vendors. We usually get about 70
11 craft vendors at these events as well. And those
12 are all local people who are coming here and selling
13 their wares, whether it's candles or cookies or
14 whatever they may be selling. And we're really
15 happy, because it's part of the entertainment
16 equation, if you will.

17 We did a block party in blue on the
18 left. We had fireworks, a carnival. We did a
19 summer festival, craft beer and wine festival, music
20 festival. This is kind of that craft fair. All
21 those events that I tell you have this appendage to
22 it, if you will, the craft fair area, which is very
23 exciting, as you can see here, very family-centric.

24 This year we're having a mega fight
25 weekend. It's called Fight Fest Weekend. We're

1 having MMA on a Friday night and boxing on a
2 Saturday night. And that's July 11th and 12th.
3 That'll be followed by the car show and then we'll
4 end up with an Italian Food Festival in September.

5 So, we keep those things going every
6 summer.

7 Back to Live! In The Community. And
8 working for a company that wants you to go out there
9 and be involved in the community is a fantastic perk
10 for us, because we care about the people, our
11 neighbors, and they care about it, too. So, one
12 thing we do is we do monthly Job Fairs. We open up
13 our ballroom upstairs to 60 to 65 employers and they
14 show up and they're hiring.

15 One of the things I first heard when
16 I came here is people are leaving Westmoreland,
17 Hempfield, they're going out of the state to find
18 jobs. So, we assemble all the job seekers, if you
19 will, through CareerLink, through ourselves, through
20 the Westmoreland County Commissioners and through
21 primarily some of our Legislators, Kim Ward and Eric
22 Nelson and so on, who've been instrumental.

23 But every month we have a job fair
24 and it's very important to be dependable, so when
25 people are in between jobs, they know they might

1 only need to wait a week, furthest, four weeks, but
2 there's a place to come and look for a job. We
3 don't charge the vendors anything and it's really
4 been beneficial for everybody.

5 We celebrate our local share money.
6 You might recognize some of these people in here,
7 but we generate a lot of proceeds for small
8 municipalities. I think the last one we had was 78
9 municipalities as small as a, you know, I don't
10 know, truck to the whole air conditioning for the
11 Palace Theater, which is a big, you know,
12 institution in the area.

13 MS. REVETTA: 21:14 Just for the
14 record, that picture -

15 MR. SULLIVAN: George.

16 MS. REVETTA: - it was taken when he
17 was a Representative.

18 MR. SULLIVAN: That's right, he was a
19 Representative and one of our favorites. George is
20 always - I'm not supposed to admire anyone, but
21 George has always been -. He understands the
22 business and from day one, he's just been -. It
23 hasn't been favoritism, he's just been - he knows
24 the business, has been extremely helpful, like all
25 of you do, but George is there -.

1 Anyway - we can't talk - too many
2 more - because he's a Legislator -.

3 Just a couple of highlights. Again,
4 Live! In The Community - and there's a lot about
5 minority and women-owned businesses. So, when you
6 look at this -. And by the way, we're all on the
7 same team here. The mall takes our lease money.
8 They've gotten \$5 million so far since we moved, you
9 know, and it's helped them, because they were
10 struggling for a little while.

11 Our labor, we farm out some of the
12 labor. Jani-King, minority-owned business, which is
13 a fabulous organization that cleans our property to
14 where we get tremendous accolades from our guests.
15 And then we have a separate security team that we
16 hire for the PBR, an area where liquid courage
17 sometimes comes into play, to try to make sure that
18 our people aren't exposed to any hostile situations.
19 And these guys are well-trained. And generally a
20 lot of them are ex military and so on, but we spent
21 6 million with them, in addition to having State
22 Police on property on the weekends.

23 We believe safety, cleanliness are
24 critical and we put our money where our mouth is, as
25 noted here.

1 We also do bingo. Well, can't say it
2 that way. We support bingo. Bingo is something we
3 found a lot of charities saying, can you help us?
4 We don't need money, we need this that. We hooked
5 up with a bingo company. They run it, they work
6 with the charities. We're hands off, but they use
7 our space. Right? They use our room every Monday.

8 And we just had a celebration the
9 other day, May 22nd, of \$430,000 awarded to
10 nonprofits through this bingo situation. Bingo's
11 not legal for us to operate, so we don't, but this
12 group called Mega Money Bingo does it. And we'll
13 see 300 people up there on a Monday night, which is
14 crazy, but -. And then we're just handing out
15 checks.

16 This is - actually, this is Carlotta.
17 I was on her Board, the Westmoreland Diversity
18 Coalition. She got \$26,000. To her that's a two
19 year budget, maybe three. Right? I mean, some of
20 these people don't have a lot of money and we're
21 happy and proud to be supporting their effort.

22 And then we do lots of checks through
23 what we call our Tito. Every casino does it.
24 You've probably heard about it. But when people
25 cash out, sometimes they have 50 cents on a ticket,

1 \$3 on a ticket, \$5 -. They'll put it in a
2 plexiglass box. We total all that. We give it to
3 various designated nonprofits. So, you can see
4 here, I guess that's \$9,000 given to the Mount
5 Pleasant EMS - EMTs.

6 So, lots of this going on. We've
7 given out \$290,000 to that.

8 We also do Community Lecture Series,
9 again, giving back to the community. So, this one
10 shows Rocky Bleier. Rocky is a tremendous human
11 being, has a huge, colorful story, from Vietnam to
12 the Steelers. Great friend, great guy. And he
13 comes out and he goes over the top. He not only
14 does his lecture series, he signed a book and met
15 with every veteran that was at the event and really
16 personally shook their hands and gave them the book,
17 as I mentioned.

18 So, we associate ourselves with
19 people that we're proud of. And Rocky is surely one
20 of those.

21 The company corporation, Cordish, has
22 been behind the National Medal of Honor Museum and
23 they guaranteed that they would do a million dollars
24 and they asked us properties to do a million dollars
25 as well. So, we've been working with them. This is

1 going on in Arlington and it's a fantastic project,
2 the Medal of Honor Museum. It's not just a museum.
3 It's an educational opportunity for youths and, you
4 know, young folks and so on. So, we're proud to be
5 part of that. And we've donated actually quite a
6 bit of money.

7 This was the Make It Matter. I
8 mentioned Carlotta. We also do seminars for these
9 folks. She said she wanted to have a seminar, a
10 conference with some of the nationally-known
11 speakers, Make It Matter. And so this was a two-day
12 event and it was really well-received, and a
13 commitment, if you will, to supporting diversity,
14 equity and inclusion.

15 We do these things where we saddle up
16 and go out to the Food Bank. We go throughout the
17 area, whoever needs help. We bring water to the
18 fire departments. We - Toys for Tots. Right?
19 Union Mission needed bedding. We had some leftover
20 bedding from a promotion. So, we took pillow sheets
21 and pillowcases out there and gave it to the folks
22 that needed it the most.

23 Just finished - half these people
24 behind me, maybe all of them, planting flags at the
25 local cemetery for Memorial Day. And it's our

1 second year doing that. So, they go up and down the
2 road, put flags in. Another proud moment for the
3 company.

4 And now -. So, that's kind of our
5 Live! In The Community things that I'm most proud of
6 and really encourage you to do. I will mention that
7 each Director is expected to be on at least two
8 Boards. So, everybody back here is on two different
9 Boards. I was on the Westmoreland Diversity
10 Coalition, the Chamber of Commerce and the Food
11 Bank. Somehow I just got wrestled on the USO from
12 Carmen, which I didn't know about until yesterday,
13 but long story short, we devote time and energy to
14 those Boards and help them with our resources, our
15 property. And they can tell you, they're part of
16 each one of them, but we won't ask them right now.

17 So, this is -. Moselle's not here,
18 but, you know, she's very familiar that everybody
19 has their diversity plan. Everybody's committed to
20 equal opportunity. Everybody's committed to a
21 workplace that is welcoming to minority men and
22 women. You need to match up to your county, you
23 know. And Westmoreland isn't exactly a really
24 diverse county, like maybe Allegheny County, but we
25 exceed our percentages, if you compare it to the

1 county, which is good. And we're always looking for
2 it. And I think about this a lot. I played sports
3 and I think about football. It didn't matter who
4 you were, what you were you. Could you do the job?
5 Right? And football teams, baseball teams are all
6 diverse, right?

7 That's how we look at it. If you can
8 bring us a different perspective, if you can bring
9 us the skills we need to be successful for all of
10 this partnership, then better. So, we take no issue
11 with this. We watch what's happening every day and
12 we don't care.

13 Gender distribution, again, you
14 probably looked at this, but pretty even, a little
15 bit more male than female in this particular case,
16 executive management, mostly men, although we
17 constantly promote from within and we've been
18 promoting more and more female every day. Not
19 because we're trying to meet a quota, but because
20 they're good. We just replaced our marketing
21 director with a female and she's fantastic - but
22 she's fantastic.

23 So, these are just some of those.
24 And somebody asked a question I think earlier. I
25 didn't even know what it was, but we have one silent

1 gen person, which is I guess the older end of the
2 spectrum here. I never even heard of that.

3 A lot of detail here. It's in your
4 booklet, but it shows you the breakout by position,
5 by ethnicity, if you will. Again, we exceed the
6 marketplace, which is just one measurement. Not
7 good enough. You got to keep doing more and not
8 because it's a requirement, because there's nothing
9 better. I mean, bringing in people that look at
10 things differently than you.

11 So, compensation, we're in good shape
12 here. I mean, listen, most of our positions are
13 gratuity positions. I was looking at it two days
14 ago.

15 Our slot folks were making \$67 an
16 hour on top of their base pay through gratuities. I
17 mean, that's a \$90,000 job, right? Don't tell them
18 I told you that, but - they pay taxes. All of our
19 positions are very lucrative and a lot of them are
20 well-compensated, when you put in their tax -
21 gratuities. And then of course a very, I think,
22 worthy benefits program as well, but our salaries
23 and wages for 2024 were 62 million. The benefits on
24 top of that was another 30 million. So, you're at
25 91 million for that period of time.

1 And what we do is we kind of keep an
2 eye on what's going on in Westmoreland and what's
3 going on, but remember these numbers don't have
4 gratuities in it. They have what's documented
5 through payroll, if you will. So, we even outpaced
6 the area.

7 And a lot of Westmoreland is blue
8 collar, but a lot's also white collar. So, you
9 know, you have a mix in there, getting about 42 and
10 we're 44. And then we have 390 full time, 163 part
11 time, a lot of kids, a lot of them don't want to
12 work the whole week. So, they work weekends when
13 you need them, which is fantastic.

14 And then on average out of the 553
15 the full-time equipment, if you take the hours
16 worked by the folks, it's 405 people on average, but
17 we do have 553 paychecks to be issued each two
18 weeks.

19 We believe in engagement with the
20 team members. If they're engaged, they believe you
21 trust them. They like you, you like them. The
22 world's much better. Guest services is much better.
23 Well-served. Right?

24 So, we have the Breakaway Cafe which
25 is our team member dining room. We go on leadership

1 retreats. This is just a picture of going to
2 Seneca. I think in a week or so we're going to - I
3 don't know how you go from Cleveland to - I mean
4 from Seneca to Cleveland, but we're going to
5 Cleveland, Michelle. So, we're going to Cleveland,
6 I guess the Rock and Roll Hall of Fame. We have
7 team member meetings all the time. Actually in two
8 weeks we have another series.

9 We support our sisters and we've lent
10 a lot of people, not lent, given a lot of our senior
11 team and team members to Bossier and Virginia and
12 other places. We have drawings for our team
13 members. We have spirit calendars, where they can
14 wear Steelers and hockey -. We have ice cream
15 socials. We have mobile dental that comes all the
16 time, sets up shop.

17 And then we have a really fantastic
18 program called Live! Rewards, where I'm given a
19 purse of money and I can identify anybody I want and
20 send them a thank you, a shout-out we call it. And
21 it's a healthy amount of money. And I search for
22 people to send and say, we saw you, we see you're
23 doing a great job. Here's 25 bucks, here's 50
24 bucks.

25 I mean it's really a fun program. We

1 just launched it recently and I couldn't be more
2 pleased with it. And each person here has that same
3 kind of a bucket of money.

4 We do our own Dealer school. We've
5 done it from day one. It's over in the mall. It's
6 an additional lease payment to the mall. We took
7 over an old area and converted it to a Dealer
8 school. We have Dealer schools approximately every
9 six weeks. We're never short of Dealers. As I
10 mentioned, some we have 550 people, give or take.
11 We have maybe 20 openings at max at any given time.

12 It's really a pretty healthy
13 environment. And the ones that are openings are the
14 hardest to fill, no matter where you are. Vegas,
15 anywhere. Cooks and dishwashers and to a degree,
16 security.

17 So, that's always a challenge, but
18 again, challenge 20 out of 550. These are just top
19 line aware things we do. Competitive benefits. We
20 believe we have a great program, bonus program for
21 executives as well as team members. We just sent
22 out an email the other day of all the people that
23 got service awards and it was a healthy amount of
24 money. And my email hasn't stopped with thank you
25 from the team members. I got 50, I got 300, I got

1 200.

2 So, we - we look for ways to
3 recognize and reward people for good jobs. We have
4 PTO, which is a standard old school, but we also
5 have FTO. So, the executives have FTO, free time
6 off. They can go off any time they want. They can
7 take six weeks, if they can afford to do it and the
8 job isn't ill-effected. Right? They don't have to
9 register for it. They signed up that they took it,
10 but they didn't earn it. It's just free time.
11 That's what it's called free. Right?

12 Yeah, it's free time that they can
13 use it at their convenience, whenever it may be.
14 And I think that goes down to managers. Yeah. So,
15 it's pretty -. It's 130 people that are getting
16 that.

17 The PTO is for the hourly folks,
18 primarily, but a great program to attract good
19 talent and retain them.

20 401k, as I mentioned the Breakaway
21 Cafe and then tuition reimbursement. If they get A,
22 B, Cs grades, they qualify. If it's an accredited
23 institution, they qualify. And if it's something
24 related to their job, you know, then they can get
25 the tuition paid. So, that's nice.

1 And then we have a whole commitment,
2 I think I'm almost done with the first section,
3 about training and development. So, we train,
4 train, train, train. We train on anti-money
5 laundering, we train on responsible gaming, RAMP
6 training, CPR, active shooters, all these things.
7 And thank goodness we do because everybody's got
8 their head on a swivel looking for minors, number
9 one, inside the building and outside, by the way.
10 And then number two, responsible serving. We don't
11 want to serve anybody who's showing any signs of -
12 inebriated. It's not the right thing to do versus
13 the '80s.

14 So, we absolutely are on the hunt to
15 make sure that everybody in there is having an
16 entertainment-based experience. And then we have
17 leadership and communications and other good things.
18 So, training is the backbone of everything we do.

19 I think this was my halfway point. I
20 can jump into other things, another 20, 30 minutes,
21 up to you all. Keep going?

22 Okay. So, this is compliance. And
23 compliance is critical for us, obviously. You know,
24 you have to be a safe environment. You have to be
25 compliant with our regulators. We love Colin and

1 Brandon back here and Kevin and everybody. We
2 couldn't agree more with the need to protect the
3 brand of Pennsylvania gaming. We lose that, the
4 confidence of people won't come here. They'll go to
5 Ohio gaming, they'll go to West Virginia, again, go
6 to every neighboring state there is.

7 Kevin told me really early on that
8 part of his rigidness on something that - not
9 rigidness, but his advice is, you know, we all need
10 to worry about the brand together, because if
11 you -. If we lose the brand, they don't trust
12 Pennsylvania gaming, because there's cheats in the
13 newspaper every day. Believe me, it comes trickling
14 down to our casino. So, we work together, but we
15 have to have a minimum staffing. We have to staff
16 every door. We're always on the road looking for
17 things.

18 We're in pretty good shape. We don't
19 have a lot of bad news going on here in Westmoreland
20 or Hempfield.

21 Very documented, as I mentioned to a
22 couple of you, we use the latest, greatest system,
23 Veridocs, for checking IDs. There is a difference
24 between systems. We train rigorously, repeatedly,
25 so that everybody knows what they're doing.

1 We market throughout the building, on
2 our Internet. Everywhere you go, we want to make
3 sure you're seeing the signs. Every entrance is
4 protected, to keep minors off -. Occasionally
5 things slip and, you know, we pay the fiddler when
6 we do. Some of them are pretty tricky, but, you
7 know, we don't have a bad history at all. State
8 Police, going to talk about that a minute.

9 Notices everywhere you look. You
10 can't avoid it. We don't let drinks leave even the
11 restaurants, because once they do, we can lose track
12 of them. And if they go out the building, we're in
13 trouble. So, we always have an eye to the detail of
14 drinking responsibly and drinking in the building,
15 Codes of Conduct. Lots of things that you see with
16 every property.

17 This is just a quick snapshot of our
18 record. So, from '22 to' 25, 46,000 bucks. So, the
19 first year, actually second, I guess, the first
20 couple years are always challenging. People are
21 testing you and things are - everyone's from a
22 different jurisdiction, usually. So, we hit the
23 high point of 35,000 bucks in related fines. Then
24 we dropped it down to a third of that, 11,000.

25 Didn't have any last year. And so

1 far, knock on wood, none this year. So, we take
2 this as a serious challenge and do not want to be
3 meeting with you guys in Harrisburg. As much as we
4 love to see you, we don't want to be called out -.

5 We have the standard slot machines.
6 I mean 750 of them. We pay handsomely in jackpots.
7 We spent - we paid out \$75 million last year, you
8 know, 31,000 jackpots. So, there's a lot of money
9 going through the machines, a lot of it being given
10 back and a lot of winners. You know, I mean it's -.
11 but if you're in the casino for that, you might not
12 want to be there. You're in there for the
13 entertainment. Right? And if you're lucky, you get
14 a jackpot. Right? I mean, we're in the
15 entertainment business, mostly.

16 Table games, we have all the
17 traditional table games, 40 of them, Poker,
18 blackjack, craps. A lot of carnival games.
19 Crisscross and there's so many of them it's crazy
20 nowadays.

21 We put in a new high-limit area. We
22 have table tournaments. But this area is actually a
23 nice little gym that we added in November. You saw
24 last night, some of you, that this table has been
25 replaced with a ball prop table, but this is a great

1 experience that we've added to the puzzle and
2 hopefully we can continue to do every year.

3 Our poker room, a new poker room we
4 brought down from upstairs. We did that in October.
5 Great experience. Different world. When locals
6 play against locals, it's not quite the same as a
7 tourist coming town and steps into the trap. These
8 guys are all - they all know each other and they -
9 it's a friendly bunch of games.

10 FanDuel Sports. Our Sportsbook is
11 over to the side down here, in front of the big TV
12 right here. And then you get to watch all the
13 shenanigans going on, from Kentucky Derby to boxing
14 to Steelers' games and everything in between.
15 That's a real nice marketing differentiator.

16 The nongaming, we'll touch on that
17 quick. We have our sports and social. It's a
18 family-friendly place. We do put live music up
19 there, DJ music. It's pretty much a sports bar.
20 These shakes are amazing. They sell like hotcakes.
21 Have all these arcade games. Bowling, a very fun
22 place on the second floor. And again, looks out
23 over the casino video wall.

24 And then we have Guy's, as we
25 mentioned. Guy's is well-known. It was really

1 helpful when we opened, I mean, a marquee name to
2 the property for - commanded attention. It's been a
3 good relationship. It's slowing down a little bit
4 but we'll see how it goes.

5 You always got to keep things fresh.
6 People in a local market, you know, don't want the
7 same thing every day, every year. PBR Cowboy Bar.
8 I mentioned the buckle bunnies. There's a couple
9 buckle bunny pictures. They're crazy. They get up
10 here and dance on the bull and we can barely stand
11 on it.

12 Line dancing all the time. Some rope
13 trickers and so on. It's a great little place in
14 Greensburg, Westmoreland County that you don't find.
15 You usually see this in a big city. We've got all
16 kinds of fun going on here.

17 This is the venue. We have - it's
18 funny, last night went in there, the poker tables
19 are in there now. The cheap tables - these are the
20 good tables. We don't the poker table - I mean, not
21 poker, bingo. Bingo doesn't get the good tables.
22 And they can't hit their bobbars. They hit
23 everything but the -. So, we don't give them these
24 good ones, but for weddings and for everything else
25 we do give them the good tables. Meetings,

1 weddings, corporate retreats, celebrations.

2 Holiday season's crazy with Christmas
3 parties. Really a good local venue for those.

4 Just looking at 30,000 feet on
5 revenues and taxes. You can see 104 million here.
6 Up to 112, 116, 117. It's growth in gaming, but -
7 it slowed a little bit, but, you know, all in, \$450
8 million for the little engine that could. And then
9 this is how it shakes out on taxes, if you will.

10 We're basically at 50 percent across
11 the board. If we had a greater contribution through
12 table games, that would lower it, but we're a slot
13 place first and foremost, with tables right behind
14 it, but 51 percent is almost like clockwork in
15 taxes. And this is a pie chart showing the same
16 thing. 246,000 - million dollars paid out here.
17 Local share, both the Hempfield and Westmoreland
18 County, state tourism tax and so on. Property tax,
19 horse racing, you guys know the recipients.

20 Gaming revenues, 450,000 - 450
21 million. It's hard to say, as I mentioned,
22 nongaming, 75 million. So, a total contribution of
23 revenues for the property of 525. And then you take
24 this portion, 50 goes to the state, 50 goes to us.
25 I mean it's a pretty good relationship, I think.

1 Here's our spend for local minority
2 women-owned businesses. So, we're conscious, as I
3 mentioned, it's 10 million the first year, 13
4 million, 11 million. Little over 11 million. So,
5 we've spent 45 million in these categories -.

6 Well, let me say this, 34 million is
7 in local spend, of which 6.3 is minority-owned and
8 women-owned, 5.5 million. So, a pretty good
9 representation of, you know, what we're expected to
10 do and what we're proud to do.

11 And this just shows you we constantly
12 want to reinvent ourselves and invest in like the
13 poker room, like the high-limit tables. So, here's
14 our expenditure by year. We spent 11 million 8 over
15 these years. And it's not like we've got this huge
16 property. So, \$3 million is a big deal. A million
17 of that is slot machines, probably the poker room,
18 the table games room. And then here's how it's
19 actually broken out. So, same number, but now it's
20 by slot machines. Maintenance, keep the place
21 running. It's an old building, in some respects.

22 The venue, we built a new venue a
23 while back, table games and restaurant. So, 12
24 million bucks over four years, 1, 2, 3, 4, 5 years
25 is a pretty good reinvestment. The bigger

1 properties have bigger projects, so not the same.

2 One thing we're flirting with, and
3 this is a county project, is we all believe there
4 needs to be more hotel rooms in the city, in the
5 state, in the area, should say county. We think it
6 should be right here, because it says so in the CBR
7 evaluation and advisory services recommendation. We
8 did a study that was sponsored by local businesses
9 and so on. It came back and said there should be a
10 200 room hotel built. There should be 15,000 square
11 feet of meeting space, 50,000 of event space. There
12 should be a restaurant, a bar, an indoor hotel and
13 it should be at the mall.

14 So, we say, well, nothing better than
15 being the neighbor. So, who knows where it'll end
16 up or how it's going to finalize, how it's going to
17 get funded.

18 A lot of stiff questions, but this
19 would be a magical improvement for the mall, for the
20 property and for the community. So, the study has
21 come out. It says it's feasible now, you just got
22 to put together the dots to make it make sense.

23 So, I think that was 20 minutes or
24 so, close, maybe. By the way, it was pretty -.

25 MS. REVETTA: Forty-seven (47)

1 minutes and eight seconds.

2 MR. SULLIVAN: The first time I've
3 been under 50, ever. That's great. Anyway, thanks
4 for listening. I hope it was informative. And we
5 appreciate you guys being here and coming out to
6 visit yesterday, a couple of you. And we truly do
7 appreciate the relationship. We - we respect the
8 regulators, from all respects, whether it's LCB,
9 PSP, because it's a partnership and we can't fight
10 each other, that's for sure. All right, I'll shut
11 up.

12 PRESIDING OFFICER: I will turn to
13 OEC. Do you have questions for anyone from Live!?

14 ATTORNEY FOGLE: Thank you. Good
15 morning, Chair, Commissioners of the Board. My name
16 is Michelle Fogle, F-O-G-L-E, Assistant Enforcement
17 Counsel with the OEC.

18 So, I'm just going to refer to each
19 slide for my question. So, for slide 13, first
20 floor layout.

21 MR. SULLIVAN: Slide 13. I will get
22 there as fast as I can, without blowing up the
23 computer. It's on 13.

24 ATTORNEY FOGLE: So it's the first
25 floor layout. Does Live! - at the present time,

1 does Live! Casino intend to reduce the number of
2 slot machines or table games on the casino floor?

3 MR.SULLIVAN: No.

4 ATTORNEY FOGLE: And are there any
5 slot machines presently on the casino floor that
6 Live! plans on replacing or switching out?

7 MR. SULLIVAN: So every year part of
8 that capital budget discussion is we replace
9 machines, right, when they've worn out their
10 welcome. It might be the box, the machine itself.
11 Because -. You okay?

12 ATTORNEY FOGLE: Yes.

13 MR. SULLIVAN: 48:59 Because it's
14 just worn out and there's no replacement things.
15 So, we invest about a million dollars a year in new
16 machines to make it fresh. And we also invest about
17 \$300,000 to \$400,000 in conversions, which means the
18 box is still good, but Halo 1's worn out, so you got
19 to put in Halo 2. Right? So, we're always changing
20 it in a favorable manner, because they do lose their
21 luster.

22 ATTORNEY FOGLE: And does Live! have
23 any plans to change the location or the square
24 footage of the smoking area for patrons?

25 MR. SULLIVAN: You know if - there's

1 some variable questions here, right? Not right now,
2 but there is a conversation that if we could expand
3 and if it was warranted and if it made sense, that
4 hotel would make a lot of sense to motivate us to do
5 some things. Yeah, we would adjust, but for right
6 now, this is locked in pretty well and it's limited,
7 but it is what it is.

8 And I should say, and I said this
9 last night, it's a tough one. I don't smoke. I
10 don't like smoking. But smoking machines do 30
11 percent more revenue than nonsmoking. So, you
12 can't, you know, easily walk away from it.
13 Political statement, I guess.

14 ATTORNEY FOGLE: I don't know. And
15 then I am going -. If you go to slide 40 now.
16 Yeah. It's about recruitment. I'm sorry, 41. And
17 then I'll just be asking, how many days are team
18 members required to work before they're eligible for
19 the benefit program?

20 MR. SULLIVAN: So it's not days, per
21 se, it's hours. And tell them, Michelle -.

22 MS. REVETTA: Okay, so it is -.
23 They're able to enroll -.

24 PRESIDING OFFICER: Can you please
25 stand? Can you please stand up and tell us who you

1 are?

2 MS. REVETTA: Michelle Revetta,
3 R-E-V-E-T-T-A.

4 PRESIDING OFFICER: And before you
5 start, can you - can we hear her for the audio for
6 the video?

7 Okay. Go ahead. Thank you.

8 MS. REVETTA: I will talk loud.

9 So team members are eligible to
10 enroll in benefits day 1 through 45, and they become
11 effective the first of the month following 60 days.

12 ATTORNEY FOGLE: Okay. And are part
13 time team members eligible for -?

14 MS. REVETTA: Yes.

15 ATTORNEY FOGLE: Okay. And are part
16 time team members eligible for PTO?

17 MS. REVETTA: Yes.

18 ATTORNEY FOGLE: And this - you may
19 only be able to answer this generally, but
20 specifically, how does Live! Casino ensure equal
21 opportunity when it's seeking its vendors? So,
22 maybe not a question for you.

23 More specifically, how does it
24 actively seek out minority women to provide
25 opportunities to?

1 ATTORNEY DIEHL: Just number one, we
2 have a pretty robust plan protocol for seeking
3 vendors. And of course we go through a competitive
4 bid process, which we consider, number one, minority
5 women and local businesses are always under
6 consideration. We will consider like everything
7 else, cost, the quality of service and so forth,
8 but if they're even within - if they're minority,
9 women or local, any within five percent of the
10 minimum bid, they were considered.

11 ATTORNEY FOGLE: And can you
12 approximate about the percentage of management
13 positions that are filled with internal hires? You
14 did mention that.

15 MR. SULLIVAN: A whole bunch. I think
16 we were talking 90 percent the other day. I mean,
17 we are so committed to hiring from within, it's
18 scary, but we're fortunate because they're good
19 people.

20 ATTORNEY FOGLE: And then you're
21 talking about tuition reimbursement. What
22 determines whether a team member is eligible? So is
23 it only full time?

24 MR. SULLIVAN: So anybody's eligible,
25 but to get reimbursed, right, you need to be in an

1 area that's relevant to your position. That's
2 pretty wide. You need to be an accredited school.
3 You know, it's got to be legitimately documented as
4 an institution. And then you have to get an A, B or
5 a C, at least. And if you do those three things,
6 you'll get reimbursed.

7 ATTORNEY FOGLE: Okay. And currently
8 with recruitment, is Live! facing any hiring,
9 staffing or retention challenges.

10 MR. SULLIVAN: You know, as I
11 mentioned, 550 people, 20 openings. The answer is
12 yes when it comes to cooks. We cannot find cooks
13 and we can't keep them. But nobody else can in the
14 world. And dishwashers, dishwashers are
15 challenging. And then third, we're always looking
16 for a few extra security folks. Not the glorious
17 positions. Don't get a lot, don't get tips.

18 So, they're challenging and they're -
19 none of them are overpaid. So, we scramble all the
20 time. We have separate food and beverage hiring
21 events. We have our own 30-day, you know, community
22 events. We get through, but yeah, those three areas
23 are tough, but only 20 to 550. I mean, a lot of
24 properties would be less than that.

25 ATTORNEY FOGLE: Okay. And then you

1 touched on unattended minors, always, you know,
2 looking for them. Do any team members receive more
3 formal training?

4 MR. SULLIVAN: Yeah, I mean
5 everybody's very familiar with the security, for
6 sure, gets the formality. Surveillance gets the
7 formality. We have gaming on property, as you know.

8 It's really actually a challenge for
9 us because we're in a mall and people drop their
10 kids off at the mall all the time. So, we have
11 surveillance looking into the mall. When they see -
12 when we see an unintended minor, we got to pounce on
13 them. Go out there, talk to them, try to find their
14 parents.

15 Worst case is their parents dropped
16 them off at the mall, came into the casino. Then we
17 have to find them and so on, but everybody in the
18 property is well-conscious of minors and the
19 challenge that we all have. Nobody would be
20 unaware. The challenge is, some are better to take
21 determining age. Right? We say anybody under 13,
22 we're jumping on in a hurry. Anybody under 18,
23 we're definitely making contact, but it's tough,
24 because you're -. People are driving at 16, they're
25 pulling up into the parking lot, you know, but I'd

1 say everybody's very well-conscious of it, with
2 security and surveillance being the real focal
3 point.

4 ATTORNEY FOGLE: Okay. Thank you.
5 And then slide 63 discusses the local minority and
6 women-owned businesses.

7
8 PRESIDING OFFICER: How many of those
9 are double-counted with the minority and women-owned
10 businesses?

11 MR. SULLIVAN: I heard somebody
12 talking about that a minute ago. Michelle, do you
13 know that one?

14
15 MR. BLOSE: Hi, I'm Bryan Blose,
16 B-L-O-S-E. We have approximately 20 that are
17 double-counted in there. So, not - not a
18 significant amount.

19 ATTORNEY FOGLE: And that would be 20
20 individual businesses; correct?

21 MR. BLOSE: Yeah.

22 ATTORNEY FOGLE: Okay. And then the
23 last question. The hotel that is going through the
24 feasibility study, would there be any age
25 restrictions on who can stay there?

1 MR. SULLIVAN: That's an
2 interesting question. I would say no, because I'll
3 tell you what, the location is next to the House of
4 Sports. Right? And baseball teams come from out of
5 state. They have tournaments and everything else.
6 I can't imagine there would be an age restriction.

7 Now, the connection to the casino is
8 a different ballgame. Right? There'll be a wall.
9 But no, I think you got to be open to families and
10 kids and so -. Yeah.

11 ATTORNEY FOGLE: Thank you. That's
12 all I have.

13
14 PRESIDING OFFICER: ATTORNEY DIEHL,
15 do you have any follow-up based on the questions
16 that Ms. Fogle -?

17 ATTORNEY DIEHL: I do not.

18 PRESIDING OFFICER: Okay. Then I
19 will turn to the Board members.

20 Mr. Dunbar.

21 MR. DUNBAR: Thank you. First off,
22 let's not kid ourselves. I have biases. I mean, my
23 - I'm a recovering Legislator. And five years ago I
24 stood out here with a mask on and cut the ribbon.
25 So, I do have biases, but make no mistake, those

1 biases do not change that I will do my due diligence
2 to - as we go through this process of license
3 renewal.

4 A few of my questions got stepped on
5 already, but that's okay. They're - they're good
6 questions. I will start by saying, I don't call
7 this Live! Pittsburgh. I always have and always
8 will call it Live! Westmoreland. I'm sure
9 Commissioner Weimer will agree with me on that, that
10 it is a Westmoreland-based thing. So, several of my
11 questions deal with what's going on in Westmoreland
12 County and how the casino fits into that.

13 First off, I'm sure, Sean, your
14 involvement, you know, the challenges faced in
15 Westmoreland County have been our demographics. We
16 are very aged and continue to age in Westmoreland
17 County. And we view the casino as an opportunity to
18 essentially get younger.

19 So, I'm curious, in your experience,
20 you - 45 years in the industry and not only here at
21 Live!, but also prior to that at The Meadows, how do
22 you view the casino as far as the demographics? Is
23 it normally - the brick and mortar is normally an
24 older clientele. Is Live! Westmoreland that way as
25 well or -?

1 ATTORNEY DIEHL: So, that's
2 interesting. And slot machines are older clientele,
3 especially midweek, right, and generally skew a
4 little bit female. Table games are younger,
5 male-oriented. The second floor is a tremendous
6 attraction to younger people.

7 I mean, that cowboy bar and even the
8 events we do up there do draw younger people. And
9 that's part of our design. We don't want to become
10 the old folks' home. We want to be always
11 introducing new people to the product. And I think
12 we're doing a pretty good job of that. And that's
13 something certainly Westmoreland County would like
14 to see as well.

15 MR. DUNBAR: As far as workforce
16 development, the employees that you are getting, are
17 they relocating to Westmoreland County? Are they
18 already here or -?

19 MR. SULLIVAN: Yeah, I think a lot of
20 them are here. There's no doubt. And to be honest
21 with you, the celebrations aren't leaving, because
22 when I first came here talking to Doug and other
23 people in the county, the president of the Chamber,
24 there was leakage. Right? People were graduating
25 high school. Maybe they're gone.

1 MR. DUNBAR: Yes.

2 MR. SULLIVAN: So our objective with
3 the Job Fairs and other things is to give them a
4 reason to stay. But I think - I think it's getting
5 better. You know, if Doug had a moment to speak, he
6 would tell you how he's leading the charge on
7 getting people into electricians, plumbers, other
8 things, not just college, and just stay here in the
9 county.

10 We want to grow the population. And
11 you're right, it has been suffering. It's getting
12 older and it's getting less.

13 MR. DUNBAR: So, I want to -. The
14 slide, I can't remember which one. Slide 62, where
15 - revenue growth -.

16 The casino revenue growth was relatively
17 stagnant, nothing
18 earth-shattering.
19 But the revenue growth for nongaming was extremely
20 high, 21 percent growth in the last year.

21
22 And where is that at? Is that -?

23 MR. SULLIVAN: So a lot of that
24 sports and social, upstairs. Okay? A lot of -.

25

1 MR. DUNBAR: Also making it a younger
2 environment.

3 MR. SULLIVAN: It is a younger
4 environment. There's no doubt about that, but the
5 additional capital we spent in the venue, too, I
6 think is bringing more, more groups.

7 MR. DUNBAR: When did the venue open?

8 MR. SULLIVAN: It opened in 2022.
9 It's on another slide. 2022, I think. I'll see if
10 I can find it, but the venue does give us that wide
11 spectrum of folks. Bingo's an older crowd.
12 Weddings are younger crowds. I mean, it's actually
13 a nice contributor at all different levels.

14 Sean, can I add another comment to that,
15 too? In that - in that growth as well, we do
16 partner with FanDuel, which is - we do receive a
17 revenue share component to that, which is an online
18 - online gaming aspect. So, that - that's
19 contributed to some of that growth as well.

20 MR. DUNBAR: So, plans for the future is to
21 continue that growth, nongaming growth?

22

23 MR. SULLIVAN:

24 PRESIDING OFFICER: Mr. Dermody.

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PRESIDING OFFICER: I have a couple of questions, but the first one is the Wing Fest, there's a note that there's a chicken coop, a VIP Tent.

MR. SCHROB: I don't remember what a chicken coop was. What was a chicken coop?

MR. SCHROPP: My name is Matthew Schropp. I'm the food members director. Is S-C-H-R-O-P-P That was the branded name of the beer garden, I believe. It was more of a play on words and fun. No live chickens.

MR. SULLIVAN: I was out that day, too -.

PRESIDING OFFICER: 25 Because I think that live chickens would be very offended having their brothers and sisters being eaten.

MR. SULLIVAN: You're right.

PRESIDING OFFICER: And I think it's on page 37. You talk about diversity of the county versus diversity of your employees, and it's higher, but do you do any outreach to any areas outside of the county to recruit employers - employees, I

1 should say? I'm sorry.

2 MR. SULLIVAN: Yeah. So, it's
3 interesting because part of the challenge is, you
4 know, transportation. A million different variables
5 that affect how far they're going to be willing to
6 come, but for example, we do go to -. We work
7 closely with NAACP. We work closely with different
8 organizations. We have a wide open door and we
9 celebrate that.

10 Our nonprofits, a lot of them have
11 access to different ethnicities and racial makeup,
12 but -. And we - we hire them as fast as we can.
13 And I got to be honest, there's not a lot out there.
14 So, it's challenging, but we work in Jeanette a lot
15 with some organizations. We have a close friend
16 that owns the Educated Athletes First, and he works
17 with kids in high school and college. And we tell
18 him, anybody looking for a job, send them our way
19 right away. So, we're reaching. We're out there.

20 PRESIDING OFFICER: So do you actually
21 reach out to other universities, because these kids
22 - young people that could have no -?

23 MR. SULLIVAN: We go to every Job
24 Fair that we hear about. I mean, Michelle and her
25 team are at university Job Fairs, whether it's St.

1 Vincent's or Seton Hill, all of them. As I say, we
2 believe in it, so we're looking for it. It's not
3 like we're not resisting it. We think diversity of
4 thought is instrumental and our customers are
5 diverse. Right? So, we want people that understand
6 it.

7 PRESIDING OFFICER: Going into
8 universities also will bring young people
9 back, -

10
11 PRESIDING OFFICER: - not just diverse
12 people, but young people -

13 MR. SULLIVAN: That's right.

14 PRESIDING OFFICER: - and that's one
15 of your goals.

16 And the last question I asked
17 regarding the minority and women-owned business
18 spend. I think it's on page 63.

19 Does that number include construction
20 and professional services or -? And can you give me
21 just a breakdown of that spend, whether it's -.

22 MR. SULLIVAN: Yeah. So, we spent a
23 hundred million dollars on the project for
24 construction. I don't believe they're in this at
25 all, the report for spend. Bryan might know.

1 MR. BLOSE: Yeah. Yeah. They're not
2 included. They would be - they would be included in
3 the - not in the construction, because that started
4 before 2021. But as a - for a breakdown, just as -
5 these are approximate numbers.

6 PRESIDING OFFICER: Don't give me
7 approximate numbers. You can give it to us after.
8 I'd like specific number -

9 MR. BLOSE: Okay.

10 PRESIDING OFFICER: - of breakdown.
11 And also the breakdown as far as the race,
12 ethnicity, whether it's Latinos,
13 African-Americans, Native Americans and women. Just
14 break those numbers down.

15 MR. BLOSE: We can give you some more
16 detail. Yeah, for sure.

17 PRESIDING OFFICER: And ATTORNEY
18 DIEHL, if you just send that to the Board Clerk,
19 we'll distribute it to all the Board members.

20 ATTORNEY DIEHL: I can certainly do
21 that. Thank you.

22 PRESIDING OFFICER: Thank you, Mr.
23 Sullivan, for the tour yesterday. There were - a
24 lot of questions that I would have had -

25 MR. SULLIVAN: Yeah.

1 PRESIDING OFFICER: - were answered
2 by you during the course of the tour and the
3 property is very impressive.

4 MR. SULLIVAN: I'm glad. I left you
5 each my card. Anything come up when you're driving
6 back home or anything you think of, holler. It's my
7 cellphone on there. I'm happy to answer anything.

8 PRESIDING OFFICER: I still might do
9 that mechanical bull thing.

10 MR. SULLIVAN: I know. We're going
11 to get you up there sooner or later. We'll start
12 out with line dancing and then up on the bull.

13 PRESIDING OFFICER: Thank you. And I
14 think Mr. Dermody had another question.

15 MR. DERMODY: Just one question. Is
16 there any public transit to the mall?

17 MR. SULLIVAN: There is. The local
18 bus comes there at three different stops. One's
19 right next to the casino. Not a lot of traffic, but
20 it does help transport a few employees.

21 MR. DERMODY: I was going to ask you
22 about the employees. Is there any service still to
23 Pittsburgh and back - back and forth?

24 MR. SULLIVAN: I'm not aware of bus
25 transportation or anything to Pittsburgh, but the

1 county is. The county bus program is there five
2 times a day, six times a day.

3 MR. DERMODY: Thank you.

4 PRESIDING OFFICER: Ms. Fogle, do you
5 have any follow-up questions for anybody on all the
6 testimony we've heard?

7 ATTORNEY FOGLE: No.

8 PRESIDING OFFICER: ATTORNEY DIEHL?

9 ATTORNEY DIEHL: No follow-up
10 questions on the testimony. We'd only like to
11 remind you that we have three witnesses come forth
12 when you're ready.

13 PRESIDING OFFICER: Okay. Well then
14 let's take care of housekeeping and enter your
15 PowerPoint into the record, so we don't forget that.

16 ATTORNEY DIEHL: Yes, I distributed
17 beforehand to the Clerk, Reporter. And it's marked
18 as Exhibit Number 1. And it will be the only
19 physical exhibit we submit.

20 PRESIDING OFFICER: And we'll mark it
21 as Live! Pittsburgh Exhibit 1.

22 ---

23 (Whereupon, Live! Pittsburgh Exhibit 1,
24 PowerPoint Presentation, was marked for
25 identification.)

1 ---

2 PRESIDING OFFICER: Ms. Fogle, do you
3 have any objection?

4 ATTORNEY FOGLE: No.

5 PRESIDING OFFICER: We'll enter that
6 into the record and you can call whoever you'd like
7 to come first and will have one of the seats with
8 the microphone.

9
10 MR. GERBER: Yes. Hello everyone, my
11 name is Tom Gerber. I'm the Senior General Manager
12 of Westmoreland Mall. One correction. I used to be
13 the manager of Monroeville Mall. My company sold
14 Monroeville Mall earlier this year, but I am now the
15 manager of York Gallery at the York Town Center in
16 York, PA.

17
18 I picked up some properties in Central PA, but I
19 have some - few comments on behalf of CBL and -
20 regarding the casino, complementing a lot of what
21 Sean has said. So, since joining the Westmoreland
22 Mall in late 2020, the Live! Casino has been a
23 valuable addition to our tenant mix. Live! brings
24 millions of customers to the complex, expands our
25 trade area and has a positive impact on existing

1 mall retailers and restaurants.

2 Mall sales have increased ten percent
3 in 2024 and are on the rise in 2025. Although we
4 cannot specifically contribute all of this to the
5 casino, the casino brings the traffic, which
6 definitely helps. Live! continues to be a strong
7 partner to the mall and the community. We work with
8 them to host events, as Sean mentioned, like car
9 shows, Food Festivals and other outdoor-themed
10 activities in our mall parking lot. Each event is
11 well-managed, heavily advertised, bringing more
12 traffic to the property, giving our customers and
13 visitors more local entertainment options.

14 Operationally, Live! Casino has
15 maintained a good presence at the center, with a
16 clean, well maintained, secure facility. They offer
17 our customer a casual-themed sports restaurant,
18 well-known diners, Sean mentioned, an event center
19 that caters to numerous local organizations and
20 activities.

21 The Westmoreland Mall management
22 team, myself and my other colleagues enjoy a close
23 working relationship with Sean and his team. And we
24 look forward to continuing our partnership well into
25 the future.

1 PRESIDING OFFICER: Thank you.

2 Anybody have a question? We have a question.

3 MR. DUNBAR: One brief question. You
4 had mentioned a ten percent increase in revenues at
5 Westmoreland Mall. How does that compare to other
6 properties you have?

7 MR. GERBER: You know, we - it falls
8 - it's on the higher end of normal for us. I mean,
9 that fluctuates with 55 properties, so - but it's, I
10 would say, in the top tier portion of our company as
11 far as increases are concerned.

12 MR. DUNBAR: And one last question.
13 other properties that you would have maybe somewhere
14 in the Commonwealth, would you be interested in
15 having Cat 4s there as well? Is that something that
16 you feel is a viable product for you in the future?

17 MR. GERBER: Yeah, we do have - we do
18 - we have a Hollywood Casino at the property I
19 mentioned, York, Pennsylvania.

20 MR. DUNBAR: Thank you.

21 PRESIDING OFFICER: Ms. Fogle, do you
22 have any questions?

23 ATTORNEY FOGLE: No, no questions.

24 PRESIDING OFFICER: Okay. Thank you.

25 MR. GERBER: Thank you.

1 MR. WEIMER: Good morning and thank
2 you for the opportunity to speak today. My name is
3 Douglas Weimer. Last name is spelled W-E-I-M-E-R.
4 I am honored and proud to serve as Chairman of the
5 Board of Supervisors here in Hempfield Township, the
6 largest municipality in Westmoreland County and the
7 host community for Live! Casino Pittsburgh at the
8 Westmoreland Mall.

9 On behalf of my fellow Supervisors, I
10 welcome you to our lively community, which is a
11 growing community. Since the opening in November of
12 2020, Live! Casino has proven to be a focal point
13 for our local economic revitalization. Beyond
14 offering high-quality entertainment, dining and
15 leisure, it has become a key driver of economic
16 growth in our township.

17 The impact is especially clear when
18 you look at the numbers. In just its second year of
19 operation, the casino contributed nearly \$1.2
20 million in local taxes directly to Hempfield
21 Township. And in 2024, we received over \$2 million
22 in local share account funds, money that - money
23 that really helped us two brand new fire chief -
24 fire engines and invest in essential
25 flood-protection equipment. These are critical

1 public-safety upgrades that, quite frankly, wouldn't
2 have been able to be possible without the additional
3 support generated by the casino.

4 Live! Casino has also become a major
5 employer in our area. It's created over 500
6 permanent jobs and provides nearly \$22 million each
7 year in employee compensation. But these aren't
8 just hourly jobs, they're real careers, in fields
9 like hospitality, culinary art, security and
10 operations. They offer stability, growth in future
11 - and a future for our residents, helping to keep
12 individuals and families grounded right here in
13 Hempfield Township, Westmoreland County.

14 Additionally, the casino has
15 strengthened our small business economy. Since
16 opening, it has spent over \$15 million on goods and
17 services from local vendors, including more than
18 \$3.5 million from minority and owned - women-owned
19 businesses, helping our regional in our community
20 recover and to grow.

21 In total, Live! Casino has generated
22 over \$8.6 million in gaming revenue to Hempfield
23 Township since its opening. That revenue supports
24 infrastructure, public services and economic
25 initiatives that benefit every corner of our

1 community, but beyond the dollars and cents, Live!
2 Casino has truly become a gathering place for our
3 community. It's a spot where people come together
4 for concerts, celebrations and share experiences,
5 things that not long ago would have meant a trip
6 outside of our county, to Pittsburgh or out of
7 state.

8 Its presence adds genuine value to
9 everyday life here in Hempfield, bringing energy,
10 connection and convenience right to our doorstep.
11 The presence of Live! Casino has been positively
12 transformative to the Greater Hempfield Township
13 community. To put it plainly, nonrenewal of this
14 license would be a step backward.

15 Hempfield Township has not raised
16 property taxes in over 35 years, in part due to
17 innovative revenue sources such as those provided by
18 this facility. If Live! Casino were to close its
19 doors, our community would face the loss of
20 essential funding, hundreds of jobs, and the forward
21 - and the forward momentum we have worked so hard to
22 build. No one should want to see the positive
23 synergy created by Live! Casino falter.

24 On behalf of Hempfield Township's
25 tens of thousands of residents we serve and the

1 hundreds of thousands we host yearly, I respectfully
2 urge the Pennsylvania Gaming Control Board to renew
3 the license for Live! Casino Pittsburgh. Its
4 continued operation is vital to the financial,
5 economic and social vitality of our community. I
6 thank you for your time and consideration.

7 PRESIDING OFFICER: Thank you. Do I
8 have any questions from Ms. Fogle?

9 ATTORNEY FOGLE: No.

10 PRESIDING OFFICER: Thank you very
11 much.

12 ATTORNEY DIEHL: We have one last
13 witness.

14 MS. POLLOCK: Hi.

15 PRESIDING OFFICER: You are?

16 MS. POLLOCK: I'm Misty Pollock,
17 P-O-L-L-O-C-K. I'm a Bartender and a Server at the
18 sports and social upstairs. I started day one with
19 the casino. So, we've been through the COVID
20 pandemic, you name it. We have the new event space.
21 The casino nominated me for the PRLA Employee of the
22 Month. I actually won it. They've given me every
23 tool and opportunity in my job to make me succeed.
24 level and the actual title was the Spirit
25 of hospitality.

1 MR. SULLIVAN: Spirit of Hospitality,
2 amongst the whole state. I mean, it's just amazing.
3 And she wears it proudly every day. And she's - you
4 know, when you're served by Misty, you're going to
5 be in good shape. And she's - and hard for them,
6 too, to serve responsibly, because, you know, these
7 people are trying to get more drinks, but they're
8 professionals, they do it.

9 MS. POLLOCK: And then touch base,
10 too, about keeping jobs in like Westmoreland County.
11 I for one was at the Rivers in Allegheny County and
12 I came to Westmoreland because it was closer to
13 home. It was easier to get to and it was more of a
14 convenience, which is great for our house, you know
15 what I mean?

16 They bring a lot of money. They
17 treat us wonderfully. 401ks, benefits, bonuses.
18 They acknowledge us and see that we do try, you know
19 what I mean? And then if you have an opportunity,
20 you can go help them and do community service, help
21 put the flags out, do the Food Banks, Toys for Tots,
22 all the above.

23 They make sure we get emails daily
24 about anything that is happening.

25 ATTORNEY DIEHL: Easy.

1 PRESIDING OFFICER: Anybody have any
2 questions?

3 MR. DERMODY: No questions. Just
4 thank you.

5 PRESIDING OFFICER: Thank you.

6 ATTORNEY DIEHL: And that would
7 conclude our presentation.

8 PRESIDING OFFICER: Okay. And we
9 will move this. Move to our OEC for any statement
10 they might have.

11 ATTORNEY FOGLE: Thank you, Director
12 Lloyd.

13 Prior to this hearing, the OEC
14 provided the Board and Stadium Casino Westmoreland
15 with documents marked as OEC Exhibits 1 through 9,
16 which relate to the casino's Category 4 Slot Machine
17 License Renewal Application OEC and Stadium Casino
18 Westmoreland agree to a set of stipulations
19 regarding the admissibility and authenticity of
20 these exhibits, which are not before you today but
21 remain accessible through an access link previously
22 sent to you.

23 The stipulations cover the following
24 exhibits, the Pennsylvania State Police's Bureau of
25 Gaming Enforcement Report obtained from the National

1 Incident Base Reporting System detailing criminal
2 activity that occurred at the casino from 2021 to
3 2024 and this is marked as OEC Exhibit 1.

4 On May 27, 2025, the Bureau of Liquor
5 Control Enforcement issued a letter to OEC regarding
6 three enforcement actions taken against the casino
7 since receiving its license. And this is marked as
8 OEC Exhibit 2.

9 On May 8, 2025, the Board's Office of
10 Compulsive and Problem Gambling issued a memorandum
11 regarding Stadium Casino Westmoreland's compliance
12 with its Casino Compulsive and Problem Gambling
13 Plan. This is marked as OEC Exhibit 3.

14 On May 12, 2025, The Department -
15 Pennsylvania Department of Revenue, Bureau of
16 Compliance, provided a copy of Stadium Casino
17 Westmoreland's Statement of Account, confirming that
18 it is in good standing with the Department of
19 Revenue. And this is marked as OEC Exhibit 4.

20 Since the casino's license issuance,
21 OEC and the Licensee has - have entered into four
22 Board-approved Consent Agreements with civil
23 penalties totaling \$45,000. And together these are
24 marked as OEC Exhibit 5.

25 OEC and the Licensee conducted six

1 compliance conference memorandums since the license
2 issuance and these are marked as OEC Exhibit 6.

3 OEC has issued 19 warning letters
4 since the license issuance. In each instance where
5 an Answer was required, the Licensee responded to
6 OEC's letters, detailing the corrective measures
7 taken to address OEC's concerns. And this is marked
8 as OEC Exhibit 7.

9 And OEC has issued Stadium Casino
10 Westmoreland two demand letters since this license
11 was issued. They properly addressed - they properly
12 addressed OEC concerns. And this is marked as OEC
13 Exhibit 8.

14 At this time, OEC respectfully
15 requests that the aforementioned exhibits and
16 stipulations be entered into the record, with
17 Exhibits 4, 6, 7 and 8 marked as confidential.

18 PRESIDING OFFICER: Mr. Diehl, do you
19 have any objections to these documents entered into
20 the record?

21 ATTORNEY DIEHL: No objection.
22 Michelle provided those well in advance. We had an
23 opportunity to review them and their recitation was
24 spot on. So, no objection.

25 PRESIDING OFFICER: Okay. We'll

1 enter Exhibits 1 through 9 into the record at this
2 point, keeping 4, 6, 7 and 8 confidential. And OEC
3 will call three witnesses today to testify about
4 Stadium Casino Westmoreland. The witnesses are from
5 the Pennsylvania State Police, the Board's Bureau of
6 Casino Compliance and the Board's Bureau of
7 Investigations and Enforcement (BIE). And then with
8 your permission, Director, we'll call our first
9 witness.

10 ATTORNEY DENOTARIS: We'll now call
11 Lieutenant Robert Copechal. I'm David DeNotaris.

12 COURT REPORTER: You're going to have
13 to spell that for me.

14 ATTORNEY DENOTARIS: Assistant
15 Enforcement Counsel.

16 COURT REPORTER: No, just spell your
17 last name.

18 ATTORNEY DENOTARIS:
19 D-E-N-O-T-A-R-I-S.

20 PRESIDING OFFICER: Can you pull your
21 microphone -?

22 ---

23 LIEUTENANT ROBERT COPECHAL,
24 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
25 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS

— — —

— — —

Q. Could you please state and spell your name for the record?

A. Yes. My name is Lieutenant Robert Copechal, C-O-P-E-C-H-A-L, with the Pennsylvania State Police.

Q. And could you describe your career with the Pennsylvania State Police?

A. As of September of this year I'll have 30 years on the job. I spent 11 years as a Patrol Trooper, four as a Patrol Unit Supervisor. Served as Academy Firearms Instructor for two cadet classes. I was a Criminal Investigation Unit Supervisor for four years. I was Patrol Section Sergeant, Troop B, Washington for two years. Then I served as a BGE, Bureau of Gaming Enforcement Office Commander at the Meadows for four years. And since March of 2020, I've been the Western Section Commander for the Bureau of Gaming Enforcement.

Q. Could you please describe your job duties?

1 A. As Western Section Commander, I have
2 operational administrative oversight over four
3 casino offices in Erie, Pittsburgh, Washington and
4 Uniontown. Each of those are staffed by a Sergeant,
5 two Corporals, an additional eight Troopers. I also
6 intermittently serve as a Bureau Director if he is
7 away on vacation or performing other duties.

8 Q. What is the role of the Bureau of Gaming
9 Enforcement, Live! Pittsburgh?

10 A. So, Live! Pittsburgh, being a Category 4,
11 Troop A Greensburg has primary response for
12 jurisdiction and enforcement at that facility. So,
13 we serve as a support role for the Troop A
14 Greensburg barracks.

15 Q. Could you describe the relationship
16 between the Bureau of Gaming Enforcement and Troop A
17 Greensburg?

18 A. Between the two - the Bureau and the
19 troop, very good, very solid relationship.

20 Q. All right.

21 And could you describe the working
22 relationship between the Bureau of Gaming
23 Enforcement and the Board's Bureau of Casino
24 Compliance?

25 A. Speaking for the areas that I supervise,

1 we have a very good relationship. We get along
2 well. We support each other in our missions for
3 criminal enforcement or regulatory concerns or
4 issues.

5 Q. And are you familiar with how arrest
6 statistics are reported by the State Police?

7 A. Yes. Each year, at the end of each year,
8 December, the Office Commanders are responsible for
9 going through the NIBRS, N-I-B-R-S, National
10 Incident Based Reporting System, compiling that data
11 and categorizing it through the part one and part
12 two offenses.

13 Q. And I will now be referring to what's
14 been marked as OEC Exhibit 1.

15 Is the info contained in the report
16 subject to a revision after it's submitted?

17 A. The only time that would be is if there
18 was a late report submitted towards the end of the
19 year that had to be modified, if there was an
20 additional count added onto a report, an additional
21 charge or something like that. Overall, that's a
22 very, very minor instance.

23 Q. And are criminal offenses listed in the
24 report?

25 A. They are, yes.

1 Q. And have you reviewed the arrest
2 statistics?

3 A. I have.

4 Q. And what's the last date arrest
5 statistics are available for the recorded offense?

6 A. Through the end of December of 2024.

7 Q. And what is the most common criminal
8 offense, based on the info provided?

9 A. The most common that we - listed on the
10 report would be disorderly conducts and assaults.

11 Q. And are these numbers consistent with
12 what you've seen at other casinos?

13 A. Yes, generally that's the - most casinos
14 experience the similar type of behavior pattern.

15 Q. Can you say how many thefts are reported
16 in an average month?

17 A. Thefts are one of the lesser reported
18 offenses. In 2021 there were six reported. 2022
19 there were nine. In 2023 there were six. And in
20 2024 there were three.

21 Q. Are there a significant number of violent
22 crimes?

23 A. So if you look at assaults being one of
24 the top ones, they can range from anywhere from a
25 simple harassment, pushing or shoving to something

1 more serious, but most of them are categorized as
2 harassments. However, they are in the downtrend
3 with numbers decreasing yearly throughout '21
4 through '24.

5 Q. Are there a significant number of crimes
6 involving individuals under 21?

7 A. No. The last - we had two minor reported
8 incidents in 2021 and zero for the years '22, '23
9 and '24.

10 Q. Has there been any noticeable increase of
11 any crime between 2021 and the present?

12 A. No. Most - most of the stats that I
13 reviewed are trending in the downward direction.

14 Q. Do you see a pattern in the type offenses
15 that have occurred at Live! Pittsburgh in general?

16 A. Nothing that leaps off the page, no.

17 Q. Has there been any deviation from any
18 trends or types of arrests?

19 A. No, not - not that I can tell from what -
20 from the data that I reviewed, no.

21 Q. Is the State Police satisfied with the
22 cooperation of Live! Pittsburgh employees?

23 A. It's taken to the Commanders at Troop A
24 Greensburg. It seems that they have a good
25 relationship with the security staff there at Live!.

1 Q. And based on the information in Exhibit
2 1, are there any issues or concerns which in your
3 opinion would negatively impact Live! Pittsburgh
4 suitability for continued licensure?

5 A. Based on the information I reviewed and
6 prepared for today, no, there are not.

7 ATTORNEY DENOTARIS: All right, thank
8 you. I have no further questions.

9 PRESIDING OFFICER: Mr. Diehl, do you
10 have any questions?

11 ATTORNEY DIEHL: I wanted to thank
12 the Lieutenant and his team at Troop Greensburg for
13 your service. Very much appreciated.

14 PRESIDING OFFICER: Thank you.

15 LIEUTENANT COPECHAL: Great. Thank
16 you.

17 ATTORNEY FOGLE: We will call our
18 next witness, Brandon Beaver, from the Bureau of
19 Casino Compliance.

20 MR. BEAVER: Good morning.

21 PRESIDING OFFICER: Good morning.

22 ---

23 BRANDON BEAVER,
24 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND
25 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS

1 FOLLOWS:

2 ---

3 DIRECT EXAMINATION

4 ---

5 BY ATTORNEY FOGLE:

6 Q. Can you please state and spell your first
7 and last name?

8 A. Brandon Beaver, B-E-A-V-E-R.

9 Q. Okay.

10 And with whom are you currently employed?

11 A. Pennsylvania Gaming Control Board.

12 Q. And what is your present job title?

13 A. I am the Casino Compliance Supervisor
14 stationed at Live! Casino.

15 Q. And can you please describe your
16 employment history with our agency?

17 A. Sure.

18 I was hired as a Casino Compliance
19 Representative in June of 2013. In December of
20 2015, I was promoted to Casino Compliance Supervisor
21 at Lady Luck. And then in 2020, I transferred to
22 Live! Casino Pittsburgh, when they opened.

23 Q. And can you please describe the main
24 duties and responsibilities of a Casino Compliance
25 Supervisor?

1 A. Sure.

2 I mainly ensure the casino is following
3 the State regulations and their approved internal
4 controls. If they violate, we document it and send
5 it up to OEC.

6 Q. Okay.

7 And the role of the Bureau of Casino
8 Compliance, what role do they play in the Category 4
9 facility licensee?

10 A. Making sure the casinos follow the State
11 regulations and their internal controls. Handle
12 patron complaints. Make sure there's no self- - the
13 casino isn't allowing self-excluded individuals or
14 anyone on the exclusion list to gamble, things like
15 that.

16 Q. And what's your team's scope of access as
17 it applies to the casino's facilities?

18 A. We have unfettered access. We can go
19 anywhere they can go.

20 Q. Have you ever been prevented from
21 accessing any areas of the casino?

22 A. No.

23 Q. Can you please describe the relationship
24 between yourself and the Live! Casino Pittsburgh
25 staff?

1 A. It's a very good relationship, a
2 respectful relationship.

3 Q. Does the staff provide timely
4 notifications to your team when compliance issues
5 arise?

6 A. Yes. They are pretty good at notifying
7 us.

8 Q. Okay.

9 And during compliance investigations, is
10 the staff cooperative with your review?

11 A. Yes.

12 Q. And as a Casino Compliance Supervisor,
13 are you familiar with the regulatory issues that
14 occur at Live! Pittsburgh?

15 A. Yes. Yes.

16 Q. And what are the most common issues
17 facing Live! Pittsburgh?

18 A. The one issue they had ongoing for a
19 little while was they had issues with updating their
20 players' card system and removing self-exclusion
21 removals and then also adding the new
22 self-exclusions. However, the last time we did an
23 audit, they have cleaned it up and they have figured
24 out how to do that correctly.

25 Q. Is the casino active in addressing not

1 just this issue, but other compliance issues to
2 prevent similar incidents from occurring again?

3 A. Yes. Yeah, they're pretty active on
4 their response to incidents.

5 Q. And then in what ways does the Bureau of
6 Casino Compliance interact with patrons of the
7 casino?

8 A. Myself and the Casino Compliance
9 Representatives do walk the Gaming Floor. So, we do
10 interact with patrons on the floor. Or if there is
11 a patron complaint, we - we will take care of the
12 patron complaint against the casino.

13 Q. And can you describe the relationship
14 between Casino Compliance and the Pennsylvania State
15 Police, both the Bureau of Gaming and -?

16 A. Yeah, the Bureau of Gaming is not at the
17 Cat 4, so we don't really see them. There's one
18 special investigator that occasionally comes by and
19 I do work with him for certain things and provide
20 him with what he needs. As far as Troop A, we don't
21 have much contact with them, but I've never had an
22 issue with them.

23 Q. Okay.

24 And in your opinion, are there any
25 concerns or issues that exist that would negatively

1 impact Live! Casino Pittsburgh's suitability for
2 continued licensure?

3 A. No, I feel the property works very well
4 with us and yeah, they handle what they have to
5 handle.

6 ATTORNEY FOGLE: Okay. Thank you. I
7 have no further questions.

8 PRESIDING OFFICER: Mr. Diehl, do you
9 have any questions?

10 ATTORNEY DIEHL: Just briefly. It's
11 no secret that Pennsylvania has a very robust
12 regulatory environment. And I just want to comment
13 that Brandon's team has always been fair and very
14 knowledgeable and we appreciate that relationship.
15 Thank you.

16 PRESIDING OFFICER: Any questions
17 from the Commissioners?

18 Thank you.

19 ATTORNEY FOGLE: And lastly, OEC will
20 call Olivia Mala from the BIE.

21 MS. MALA: Good afternoon.

22

23

24

OLIVIA MAHLA,

25 CALLED AS A WITNESS IN THE FOLLOWING PROCEEDING, AND

1 HAVING FIRST BEEN DULY SWORN, TESTIFIED AND SAID AS
2 FOLLOWS:

3 ---

4 DIRECT EXAMINATION

5 ---

6 BY ATTORNEY FOGLE:

7 Q. Can you please state and spell your name
8 for the record?

9 A. Yes, my name's Olivia Mahla. That's
10 M-A-H-L-A.

11 Q. And with whom are you currently employed?

12 A. The Pennsylvania Gaming Control Board.

13 Q. And what is your present job title?

14 A. I am an Investigator and I also serve as
15 the Case Agent for Live! Casino Pittsburgh.

16 Q. And can you please describe your
17 employment history with our agency?

18 A. I began as an Investigator in August of
19 2023. And in May 2024, I was assigned the Case
20 Agent position.

21 Q. Can you please describe the main duties
22 and responsibilities of an Investigator?

23 A. My main duties are to research on various
24 databases and interview applicants, which could be
25 businesses or people, to help determine suitability

1 for a Gaming License. I use different databases
2 like JNET, Accurint, PACER, Truview to review
3 criminal, financial and legal history of different
4 companies or individuals seeking a Gaming License.

5 Once my research is complete, I have an
6 interview with the applicant and I review the
7 application, ask a series of questions, and then
8 compile a report that is reviewed through a chain of
9 command and through the OEC.

10 Q. And did you perform the investigation
11 into Live! Casino Pittsburgh's application to renew
12 its Category 4 Facility License?

13 A. No. I did not.

14 Q. So, how did you come about Live! Casino's
15 Report of investigation for its renewal hearing?

16 A. So, while I'm not the Investigator, I
17 reviewed the ROI and I'm the assigned agent for
18 Live! Pittsburgh. I visit monthly, have a great
19 working relationship with upper management and CCRs
20 at the property, and am knowledgeable about the
21 history and current status of Live!. As the
22 assigned Agent, I'm responsible for reviewing and
23 being aware of the background of the company as well
24 as the licensed individuals.

25 I'm constantly updated on the happenings

1 of Live! and am capable of discussing what's in the
2 report.

3 Q. When did the investigation into Live!'s
4 renewal application begin?

5 A. November 4th, 2024.

6 Q. And can you please provide a summary of
7 investigation scope?

8 A. Yes, the investigation includes a
9 thorough review of the business background,
10 including ownership structure and history, as well
11 as information on the affiliated entities of the
12 company. There's also a detailed outline of the
13 interview with the reporting Investigator and
14 Live!'s VP of Legal.

15 The report includes a breakdown of the
16 Gaming Floor, including how many slot machines and
17 table games there are, as well as employee
18 information, such as Principal employees,
19 shareholders and number of total employees.

20 The investigation also outlines
21 information on the property, including leasing
22 information and fiscal statistics. The report also
23 includes vendor contract information, litigation
24 history, as well as a review of any Nongaming
25 Licenses and Permits. There's also a detailed

1 explanation of the contacts to the nongaming
2 organizations that Live! is associated with and any
3 violations pertaining to those licenses or Permits
4 are listed as well.

5 The investigation also included a review
6 of enforcement actions and violations with detailed
7 synopses, the investigations into those. The report
8 also outlined any criminal history as well as
9 results of the completed database searches.

10 Q. And is the BIE's investigation into Live!
11 Pittsburgh's renewal application complete?

12 A. Yes.

13 Q. And based on the investigation, are there
14 any areas of interest related to the casino's
15 renewal application?

16 A. No.

17 Q. And is there anything that the BIE
18 discovered that would negatively impact Live!'s
19 suitability for continued licensure?

20 A. No.

21 ATTORNEY FOGLE: Thank you. I have
22 nothing further.

23 PRESIDING OFFICER: Mr. Diehl, any
24 questions?

25 ATTORNEY DIEHL: The only point that

1 Mahla is part of a larger team at BIE that goes
2 through these applications. As you're aware, there
3 are hundreds and hundreds of pages. And I'm
4 impressed and appreciate the work that they go
5 through with spending like time with people like me
6 on the telephone to get intricate detail of not only
7 the entities that are involved. which are frankly
8 confusing to me at times, but they sit through them
9 and go through them page by page and ask a lot of
10 questions.

11 And so it's a lengthy process and I
12 just want you to know that we appreciate that it's
13 thorough and herein indicate that it's positive.
14 It's a satisfying result. Very long process. So,
15 thank you.

16 PRESIDING OFFICER: Questions from
17 Commissioners?

18 Thank you very much.

19 MS. MAHLA: Thank you.

20 ATTORNEY FOGLE: And then Ms.
21 Mahla's testimony concludes OEC's presentation. We
22 won't have anyone further.

23 PRESIDING OFFICER: Okay. As I
24 stated before, we did not have any registered public
25 speakers. And again, I'll ask, is there anyone here

1 that thought they were here to speak and I have not
2 called their name?

3 Seeing no hands. We'll move on.

4 Mr. Diehl, do you have any closing
5 statement?

6 ATTORNEY DIEHL: Well, I can't
7 imagine covering anything that Sean hasn't already
8 covered thoroughly. So, the only thing I'm going to
9 say is, we greatly appreciate the opportunity to
10 discuss with you a team and a project that we are
11 very proud of, and we thank you for your questions
12 and thank you for your consideration.

13 PRESIDING OFFICER: And Ms. Fogle,
14 any closing statement at this time?

15 ATTORNEY FOGLE: No, we have nothing,
16 but we just thank you for your time and attention.

17 PRESIDING OFFICER: Okay. The record
18 will remain open until the Board hears the license
19 renewal matter at a later public Board meeting.

20 Based on today's testimony and
21 evidence, I'll prepare a report that will be sent to
22 the Board along with a transcript of the hearing and
23 all of the documents that were entered into the
24 record today. Those will be supplied to all Board
25 members before they consider this at their future

1 Board meeting.

2 And I want to thank the staff here at
3 Hempfield Township for helping to arrange the
4 hearing today and for technical support and whatnot
5 today. Thank you very much. And that is the end of
6 the hearing.

7 Thank you. Hearing's adjourned.

8 * * * * *

9 HEARING CONCLUDED AT 5:00 P.M.

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CERTIFICATE

I hereby certify that the foregoing proceedings,
a hearing held before Presiding Officer Lloyd was
reported by me on June 11, 2025 and that I Danielle
S. Ohm read this transcript and that I attest that
this transcript is a true and accurate record of the
proceeding.

Dated the 3rd day of July, 2025



Court Reporter
Danielle Ohm