



HOLLYWOOD CASINO AT PENN NATIONAL RACE COURSE

PGCB License Renewal Presentation

December 18, 2024

OHA Docket #12930-2024

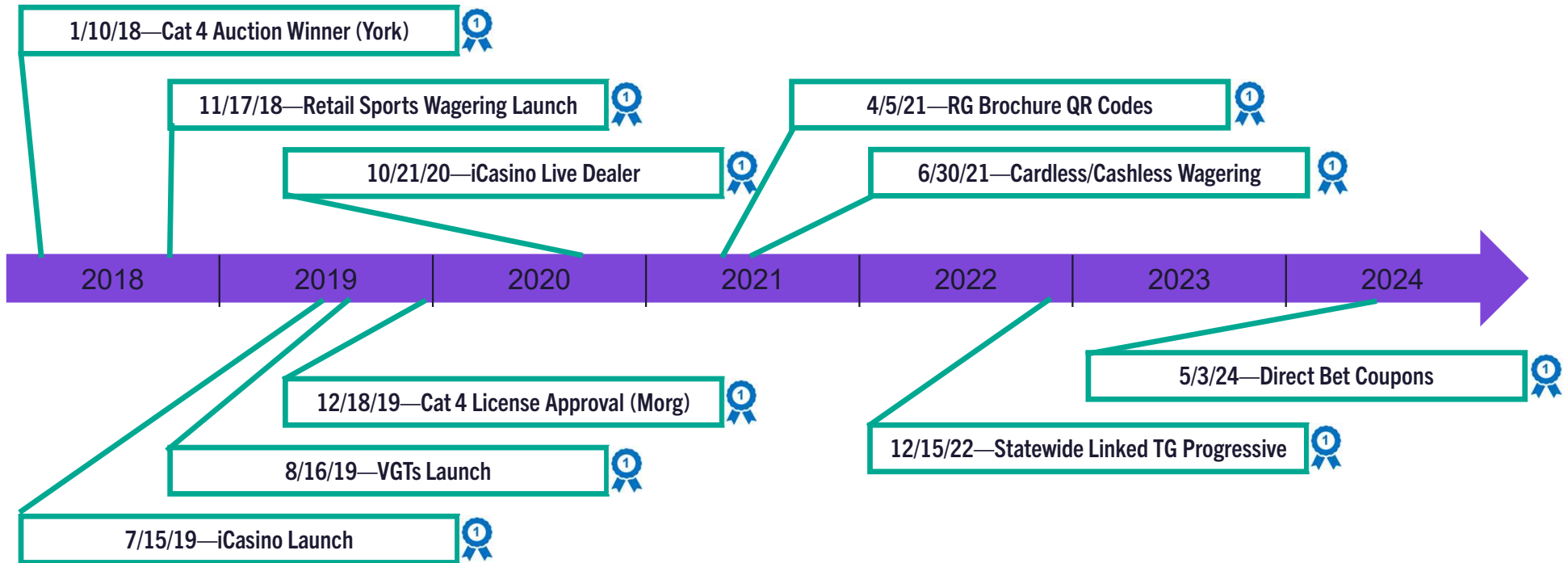
INTRODUCTIONS

- **Tony Frabbiele**, Vice President & General Manager
- **Andrew Watts**, Director of Casino Operations
- **Kim Rego**, Vice President of Human Resources
- **Alex Hvizda**, Regional Director of Compliance
- **Adrian King**, Ballard Spahr

1

INVESTMENTS & IMPROVEMENTS

LEADING THE WAY



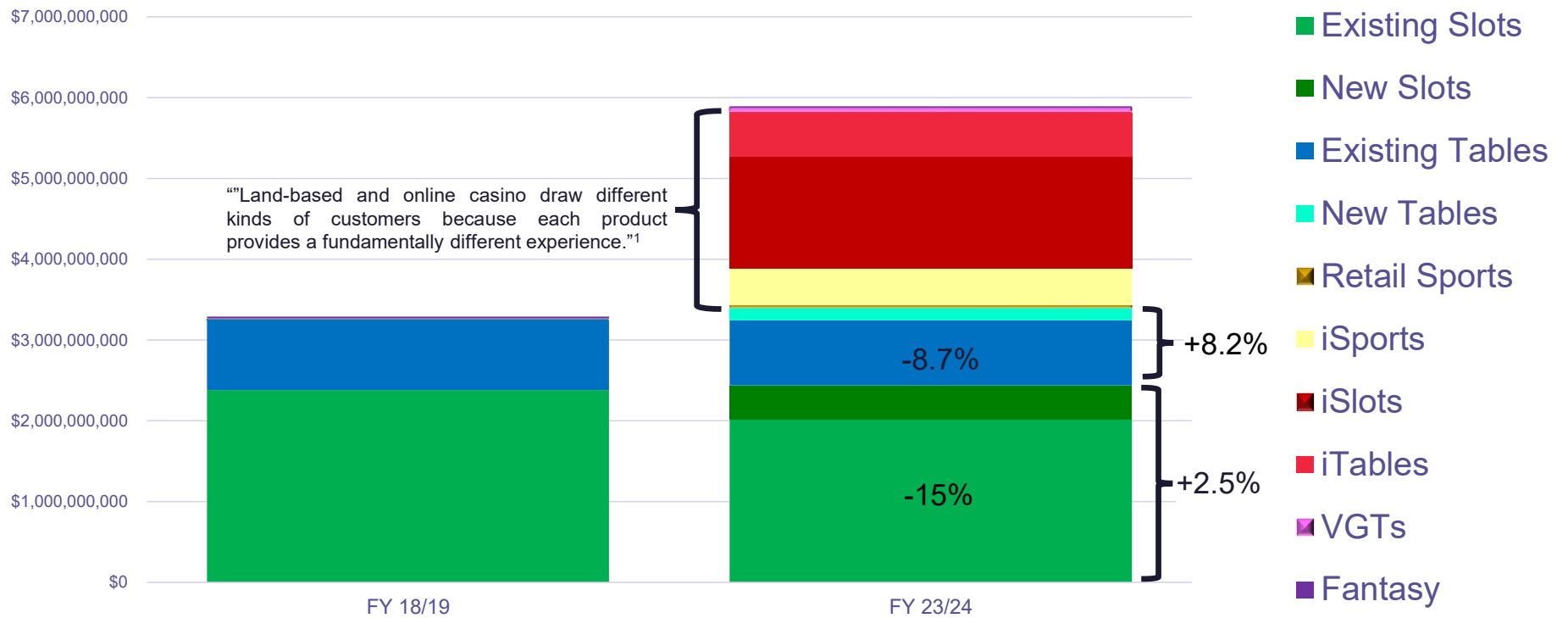
 = First in PA

BY THE NUMBERS

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

STATE OF THE COMMONWEALTH

PA Gaming Revenues



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

STATE OF PNRC

Slots

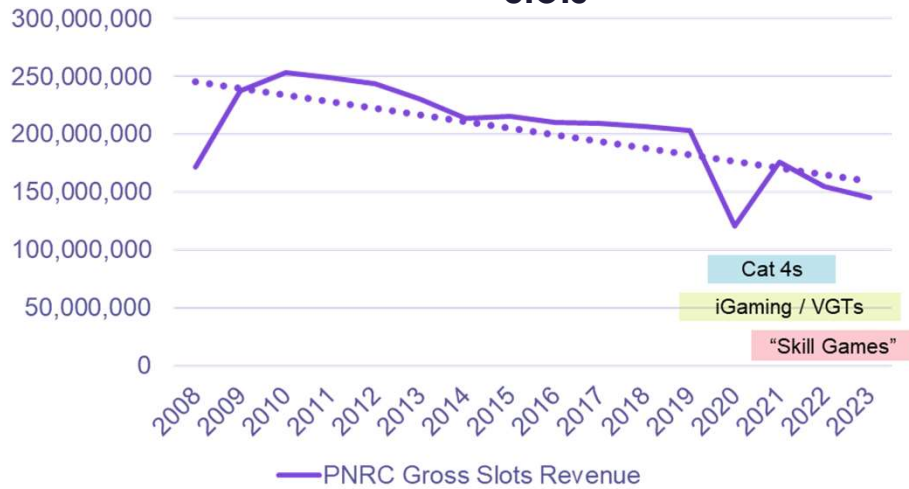
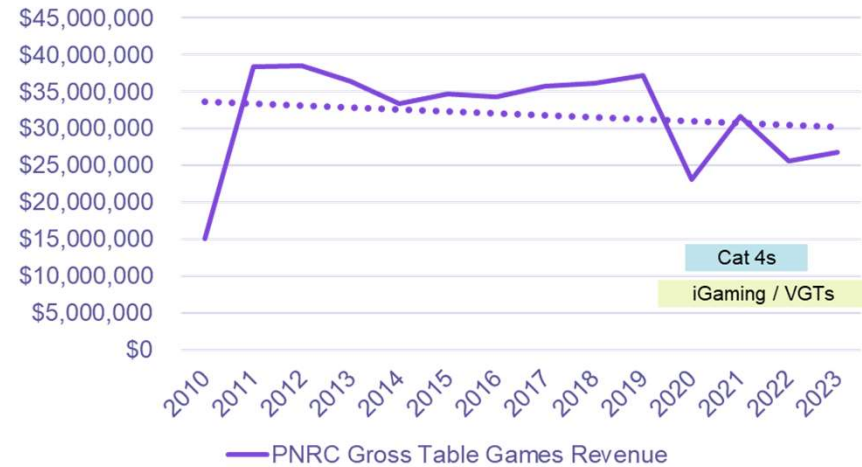
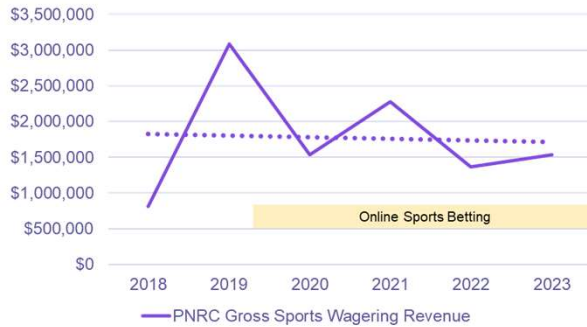


Table Games



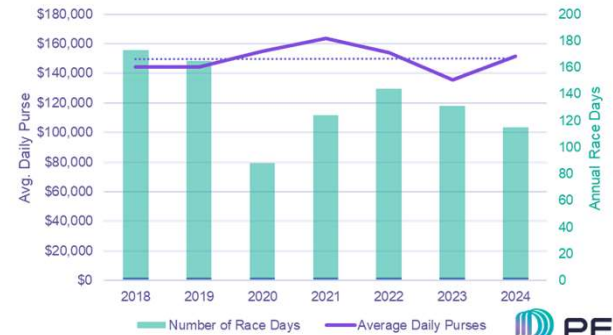
Retail Sports



VGTs

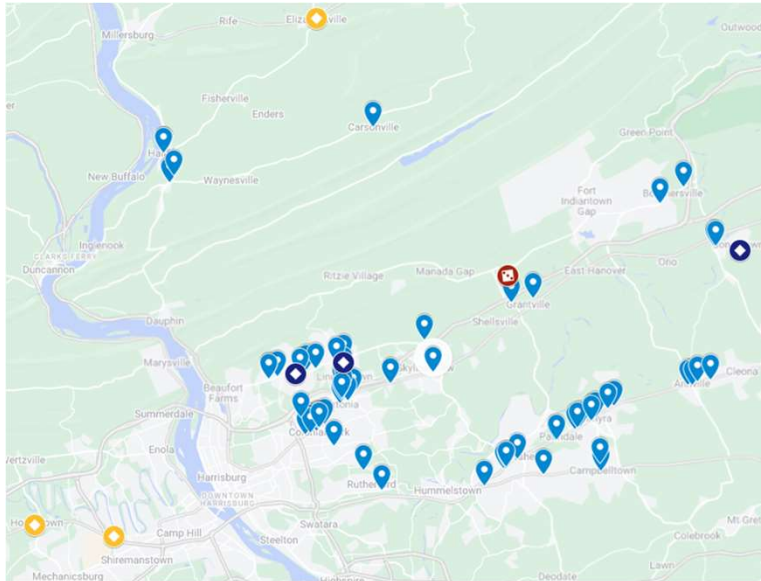


Racing



SKILL GAMES IMPACT

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



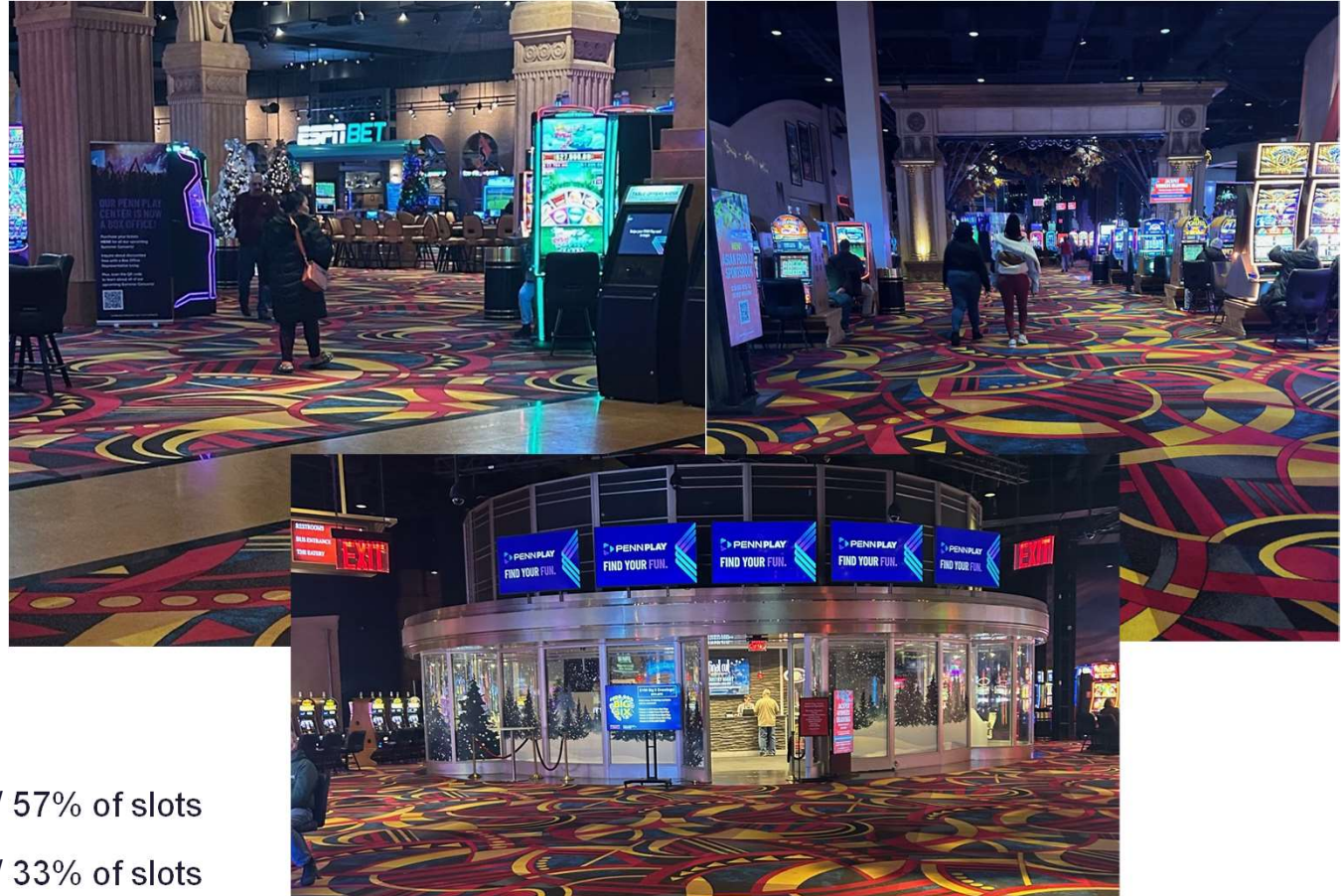
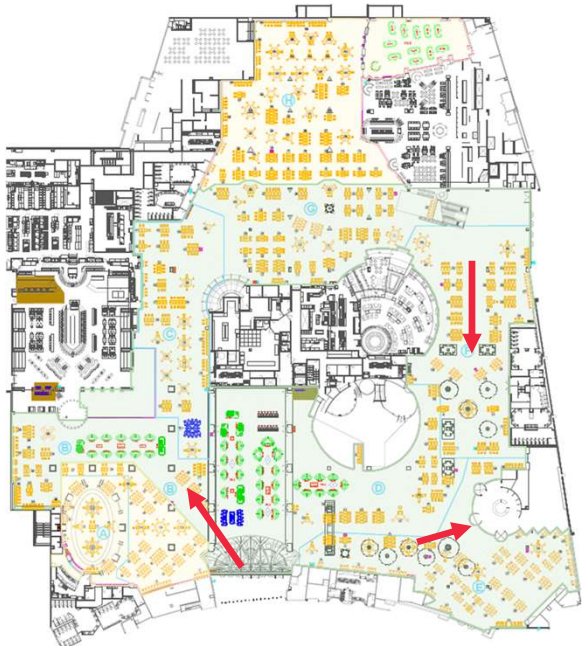
Skill Game, VGT, or Slot Machine?



2

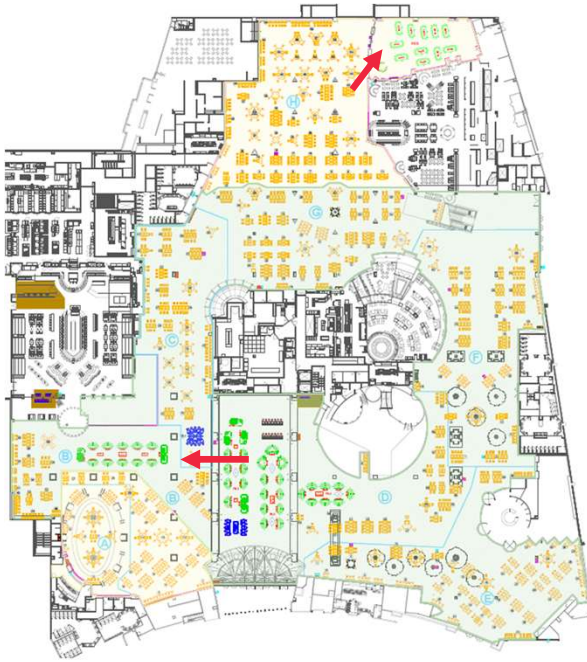
OPERATIONS

SLOTS



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

TABLE GAMES



Hollywood Casino at Penn National Race Course
November 8 · 🌐

We have exciting news! ♥️ ♠️
 🎰 Poker high hands are now available Wednesdays & Sundays 4PM-9PM with \$300 paid out every half hour.
 📅 Starting Monday, November 25th Poker will be open 7 days a week!
 See full hours & promotions here: <https://bit.ly/3S9b7qC>
 Gambling Problem? Call 1-800-GAMBLER.



Statewide Linked Hollywood Table Games Progressive

Blazing 7s

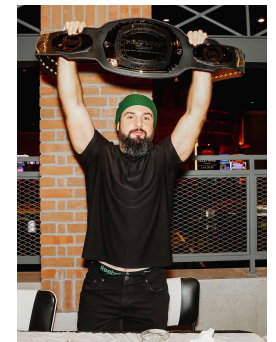
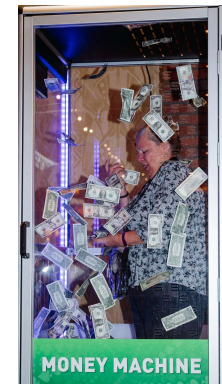
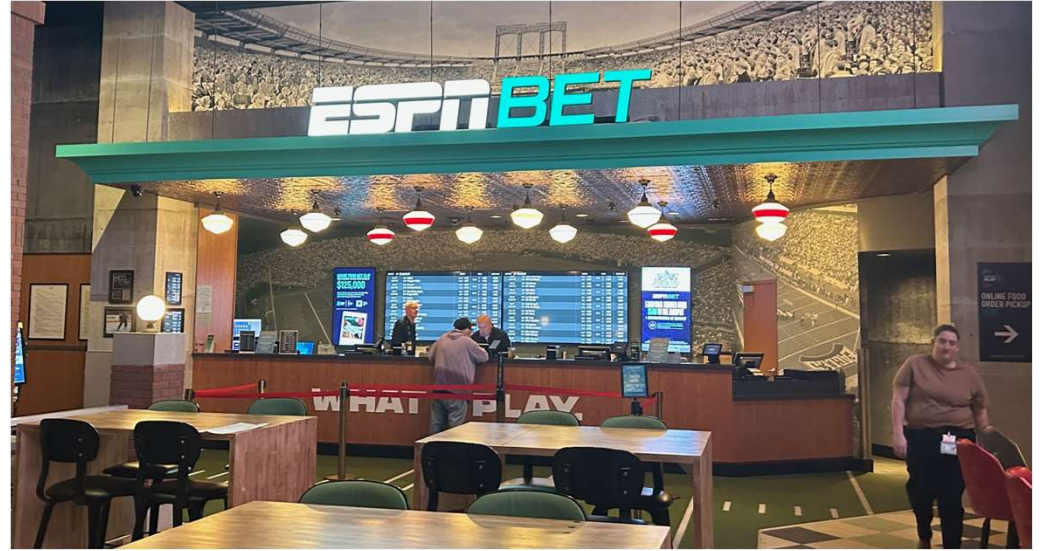
- \$4.2M Wagered
- \$1.4M Jackpots
- \$254,067 (4/7/23)
- \$247,973 (3/29/24)
- \$205,694 (8/5/23)

Five Card

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



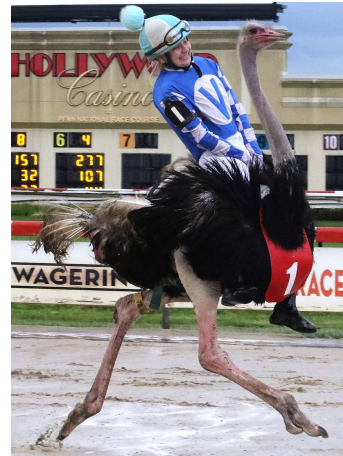
SPORTS BETTING



RACING



- Penn Mile—Grade 3, \$400,000
 - \$5.7M handle (record)
 - Frankie Dettori and Javier Castellano
- Camels, Ostriches, and Zebras
 - ~8,000 attendees (record)
- Fan Appreciation Night at the Races
- Pink Out Night at the Races
- Penn Heroes Night at the Races



NON-GAMING



HOLLYWOOD Casino

CASINO PROMOTIONS DINING RACING ENTERTAINMENT CAREERS EVENTS

VALUE DEALS
Beat the heat this summer and cool off with these great deals, and FREE live entertainment every weekend!

... **SPORTSBOOK SPECIALS** ...

<p>CLICK HERE</p> <p>VIEW OUR MENU! View our complete menu by clicking here! Choose from an array of incredible burgers, wings, shareables, hand-helds & more while watching your favorite teams.</p> <p>Taylor Chip Cookie Special</p>	<p>DINE IN ONLY</p> <p>MONDAY SPECIALS 4PM-10PM Double BBQ Burger \$7.77 Double pulled burger, cheddar cheese, BBQ sauce, onion straws, lettuce, tomatoes, fries, pickle</p>	<p>DINE IN ONLY</p> <p>TUESDAY SPECIAL 4PM-10PM \$3 Each Shrimp Tacos</p>
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Hollywood Casino at Penn National Race Course
September 25

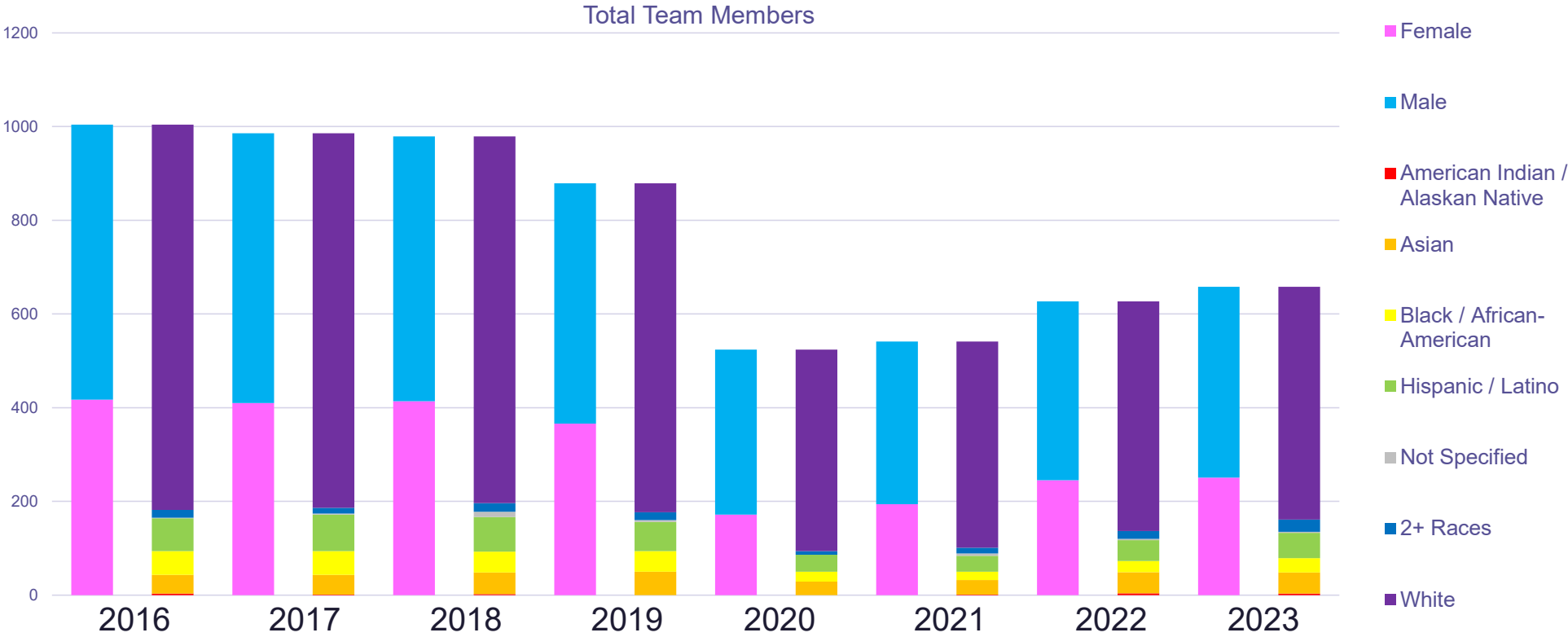
We're excited to announce that Prime Rib Night at Final Cut Steakhouse is now available on Sundays in addition to Thursdays for \$35! Learn more & book your reservations now: <https://bit.ly/3XFoG1S>

Gambling Problem? Call 1-800-GAMBLER.

3

OUR PEOPLE

REFLECTING OUR COMMUNITY



GROWING TOGETHER

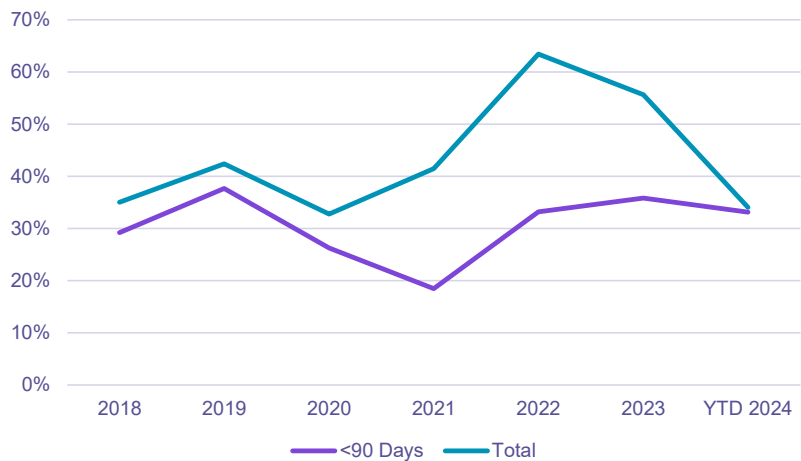
- From 2018 to 2024:
 - 73 Hourly to Salary Promotions
 - 45% female
 - 21% racial minority
 - 68% under 40
- Workforce Development
 - Penn Women
 - Emerging Leaders Program
 - Mid-Career Leadership Program
 - Penn Mentoring Program
 - Free Trainings/Certifications

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



KEEPING IT FUN

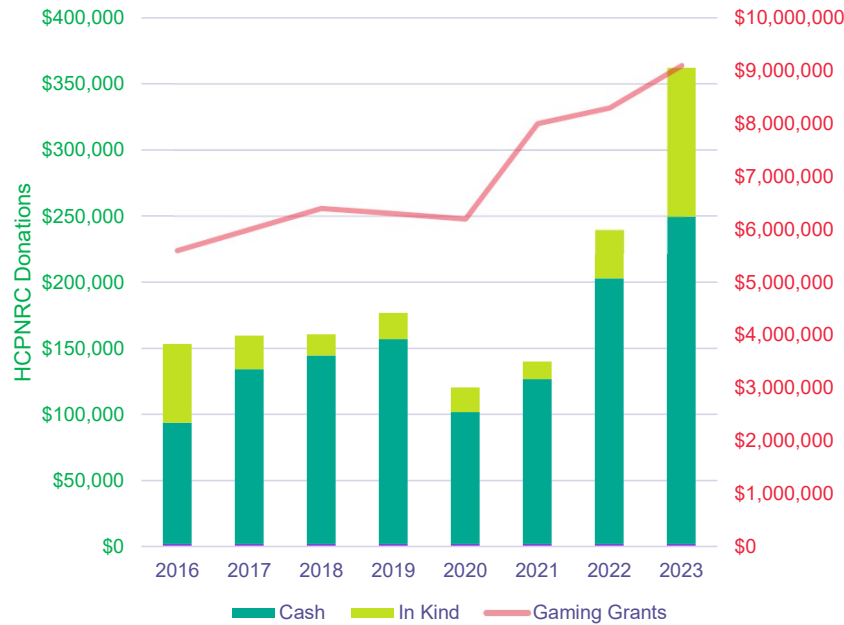
Turnover



4

OUR COMMUNITY

GIVING BACK



Dauphin County Gaming Grants



2 Tickets to any concert for all 355 faculty and staff



Grantville Vol. Fire Co. \$180,000+



PA Veteran's Trust Fund \$250,000+



\$125,000+



\$100,000+



Breakthrough T1D™ Formerly JDRF \$20,000+



SHOWING UP





PENN
ENTERTAINMENT