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Greenwood Gaming & Entertainment, Inc. Parx Casino

Renewal Public Hearing – April 3, 2025



Introduction & Opening Statement



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Key Highlights

- Parx continues to be the number-one-grossing slot revenue producer in Pennsylvania since opening in December 2006
- Parx has invested more than \$714 million in the property since 2006
- Created a beautiful destination, when combined with our first-class service, delivers a great experience that produces customer satisfaction and loyalty
- We are proud of our record of commitment to community outreach and giving, and team development



Key Highlights (Continued)

- Developed the best team in the business that creates an exciting atmosphere for guests
- We prioritize local residents for hiring and vendor selection to ensure we can grow together
- Maintain a strong working relationship with the community to ensure that there are no adverse impacts on traffic and crime
- Strong commitment to responsible gaming and compliance evidenced by our outstanding record in these areas



Historic Industry Leader

Parx opened in 2006, operating slot machines and table games in the former Philadelphia Park Racetrack grandstand





Historic Industry Leader

In 2009, Parx moved to its current facility, offering a 125,000 square-foot gaming floor with over 3,000 slot machines and added 57 table games in Summer 2010

Historic Industry Leader

Between 2017 and 2018, Parx added a world-class poker room, Xcite Center entertainment venue, and new restaurant outlets, including a stunning glass-domed beer garden



Parx Casino has a gaming floor of 165,037 square feet, 2,984 slot machines, 203 table games (including 131 traditional banking tables, 12 hybrid tables, and 48 poker tables) and 37 self-service sports wagering kiosks



Continuing to Move Forward

Since 2019, we expended an additional \$42.5 million in casino investments, including:

- Stunning new retail sportsbook opened in 2019
- State-of-the-art live dealer iGaming studio and iGaming offices
- Security and Surveillance upgrades, including:
 - New ID scanners linked to PGCB exclusion databases
 - High-speed weapons detection at entrances
 - Replaced approximately 900 cameras, upgrading to HD and 4K resolution
 - Replaced core network infrastructure to support higher resolution and reliability of feeds
- Upgraded all surveillance PCs



Additional upgrades include:

- Parx 360 Nightclub renovations, heated smoking patio, promotions booth, Bambu restaurant relocation
- Blink EV Charging Stations throughout parking lots
- New Hotel – Inn at Fox Chase



Hotel

In June 2024, Parx purchased the Inn at Fox Chase and began substantial upgrades. The Inn had 167 Guestrooms and 6 stories

Upgrades will include:

- Revamping the top floor to convert 32 guestrooms into 15 double-bay guest suites and one 4-bay presidential suite
- Upgrading corridors with new custom carpets, vinyl wall coverings, and lighting upgrades
- All other rooms will be fully renovated with new bathrooms and furniture
- New state-of-the-art fitness center
- Renovating modern lobby, lounge, dining area and bar to accommodate large parties
- Updating sundry shop, elevator cabs, and reception area





Xcite
center

Xcite
center

Xcite
center

















Benefits to the Commonwealth

Parx Casino generates the highest revenues and gaming taxes among Pennsylvania casinos. Since opening in December 2006, Parx Casino has paid the following gaming taxes to the Commonwealth:

- **Total gaming taxes paid are \$4.6 Billion**
 - Taxes from slots: \$3.6 Billion
 - Taxes from table games: \$358 Million
 - Taxes from sports betting (commenced January 2019): \$43 Million
 - Taxes from online casino gaming (commenced June 2019): \$131 Million

Investment in Racing

In 2024, Parx kicked off its 35th year operating Parx Racing. Since 1990, the Parx team has worked with its horsemen to establish one of the premier thoroughbred racing operations in the country

- Since the opening of the permanent casino in 2009, we have expended \$46.5 Million in investments and repairs to the backstretch
- Since our 2019 presentation we have
 - Renovated the jockey room
 - Renovated the detention barn, including a new roof coating
 - Created a vegetative buffer around the manure storage facility
 - Upgraded the paddock stairway
 - HVAC overhaul

Investment in Racing (Continued)

- Paid Purses totaling \$48.1 Million in 2024
- \$341,000 average purses per day in 2024
- Elevated the annual PA Derby to a Grade 1 stakes race joining the Grade 1 Cotillion stakes run on the same day, each with a \$1 Million purse, attracting the best thoroughbreds in the world
- Annual donation of \$50,000 – \$868,000 to date – to Turning for Home for the humane care of retired thoroughbred racehorses

A Bright Future

- Parx has taken a leading position in sports wagering, with operations now underway at Parx Casino
- Parx has a permanent 10,000 square-foot sportsbook
- Parx brought its first-class casino experience to a new market in 2023, opening Parx Casino Shippensburg, which has approximately 500 slot machines and 40 electronic gaming tables, a food court, restaurant/bar, and live entertainment
- Parx iGaming is operational under the betPARX brand in PA, NJ, MD and MI, which includes
 - Casino Games
 - Sports Wagering
 - Playtech Live Dealer

Responsible Gaming Highlights

- Train employees in responsible gaming on an annual basis
- Annual \$25,000 contribution to Council on Compulsive Gambling of Pennsylvania (CCGP)
- Annual sponsor of CCGP education and training in eastern Pennsylvania
- Continued support of Livengrin Gambling Addiction Treatment Program

Workforce Summary (As of December 2024)

- 2,033 employees in gaming operations
- 191 employees in racing operations
- 1,765 (87%) of our team members reside in Pennsylvania

Workforce Highlights

- We continue to create new opportunities for gaming roles at our brick-and-mortar property and iGaming operations.
- We continue to provide full-time opportunities that provide a living wage, benefits, and the opportunity to plan for retirement. We also provide part-time competitive opportunities to those who are interested in working in a gaming environment.
- Over 75% of Parx's career opportunities are filled by current team members. We post open roles internally to encourage team member growth.
- Developed Parx University to provide high level management training supervisors and managers identified by their department heads as potential next generation leaders
- Only fully non-smoking casino work environment in Pennsylvania and New Jersey

An Inclusive Workforce

- Parx is proud of its inclusive workforce
- Minority (historically under-represented groups):
49% of Total Employee Workforce
- Female: 39% of Total Employee Workforce
- Management Level / Director Level (Female 33%, Minority 23%)
- Over 12 spoken languages by our Team Members
- Participation in programs to hire disabled workers and veterans

Construction / Vendor Purchasing

Over the past 5 years, Parx has a strong record of commitment to the local community and inclusive vendor participation

- Local Business Enterprise /state expenditures: \$201 Million
- Total MBE/WBE expenditures: \$30.5 Million
- 15 “How to do Business with Parx” meetings with MBE/WBE/LBE suppliers and vendors conducted
- Over 800 outreach meetings with MBE/WBE/ LBE individual suppliers
- Active membership with Eastern Minority Supplier Development Council of PA-DE-NJ
- Active membership with the Women’s Business Enterprise Council

Community Involvement Highlights

We are an active member of various local business development groups:

- Hispanic Chamber of Greater Philadelphia
- African American Chamber of Commerce
- Asian American Chamber of Commerce
- Greater Philadelphia Chamber of Commerce
- Bensalem Business Association
- Lower Bucks, Upper Bucks and Central Bucks Chambers of Commerce
- Visit Bucks – Bucks County Convention and Visitors Bureau
- Northeast Philadelphia Chamber of Commerce
- Bensalem Economic Development Council
- Transportation Management Association

Since 2019, we have contributed more than \$2.9 Million through Pennsylvania's Educational Improvement Tax Credit (EITC) and Opportunity Scholarship Tax Credit (OSTC) programs.

Community Involvement Highlights (Continued)

- Since 2019, Parx has awarded \$184,000 in scholarships to 150 college-bound students of:
 - Bucks County Technical High School
 - Bensalem High School
 - Conwell-Egan and Archbishop Wood Catholic High Schools
 - Children of Parx Casino and Racing employees
 - Father Judge High School
- Universal Audenried High School
- Meet regularly with Bensalem Gaming Advisory Board to ensure that the advisory committee is informed about current operations and future plans
- Parx Team Members serve on area Boards of Directors (e.g., American Red Cross, Network of Victim Assistance, Citizens Crime Commission, United Way of Bucks County, Lower Bucks Chamber, Livengrin, YMCA of Bucks County, Habitat for Humanity of Bucks County)
- Partnerships with Livengrin Gambling Addiction Treatment Program, Community College of Philadelphia, Bucks County Community College Student Empowerment Program. Caring for Friends, Habitat for Humanity Bucks County and Bensalem Economic Development Council

Charitable Work

- Parx is the highest charitable giving casino in Pennsylvania, and has been since opening
- Since 2019, we have made donations and established sponsorships totaling \$70 Million to over 700 organizations
- Donations were made to international, national, and local groups that support varied causes, including:
 - YWCA Bucks County
 - Building a Better Bensalem Together
 - Habitat for Humanity
 - Bensalem Health Fair for Seniors
 - American Red Cross
 - Council on Compulsive Gambling
 - Special Olympics
 - UNCF (United Negro College Fund)
 - Bensalem Summer Concert Series
 - Bensalem Pride Day
 - NAACP Bucks County Annual Dinner
 - Livengrin Ride for Recovery
 - Bucks County Health Improvement
 - Libertae Halfway House Family House of Bensalem
 - Latino Leadership Alliance
 - Historic Philadelphia, Inc.
 - Bucks County Jewish Outreach Center
 - Bensalem Township EMS
 - Scholarship awards to Area High School graduates
 - EITC/OSTC contributions to education
 - Fallen Firefighters
 - Veterans outreach programs
 - Woods Services

Awards & Recognitions

- Women's Business Enterprise Center Award of Excellence
- Bucks County NAACP Award for Community Service
- Tourism Impact Award from Visit Bucks
- Bensalem Jewish Outreach Center community service award
- Philadelphia Chapter NAACP Corporate Citizen Award
- American Red Cross Chairman's Award
- Community College of Philadelphia Community Leadership Award
- UNCF Corporate Leaders Award
- United Way Service Award
- Central Bucks Chamber of Commerce Service Award
- Caring for Friends Corporate Award
- SEPA Red Cross Award
- Central Bucks Annual Business Award
- Woods Services Award
- Bucks County Community College MLK Leadership Award
- Menz Fit Champion Award
- Bensalem Notary Business Award

Delivered on a Promise — Commitments Accomplished

- Loyal community partner and a good neighbor to Bensalem
- Commitment to growth and innovation in current and new gaming options
- Over 2,000 good-paying jobs
- Generation of New Business for Local Suppliers and Vendors
- Recapture Dollars Leaving State
- Continued Capital Investment in Pennsylvania
- Significant Tax Benefits to the State
- Physical Improvement to the Track Amenities and Backside
- Involvement with Community Organizations
- Charitable Donations
- Hiring Locally and Utilization of Local Businesses
- Partnership with Educational Institutions
- Commitment to Participate in Efforts to Grow Area
- Open Communication with Local Authorities, Businesses and Residents of Area
- Responsible Gambling Program and Training

Thank You



Parx Casino – Bensalem, PA

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