

Massachusetts Gaming Commission
October 7, 2013



The Cordish Companies





MASSACHUSETTS Live! CASINO

Experience & Financial Strength





The Cordish Companies has an unparalleled record in developing successful gaming and entertainment projects and has been awarded an unprecedented seven Urban Land Institute Awards for Excellence for the following developments:

- Power & Light District Kansas City, MO
 - Fourth Street Live! Louisville, KY
 - The Power Plant Baltimore, MD
 - Bayou Place Houston, TX
 - Furness House Baltimore, MD
 - Charleston Place Charleston, SC
 - Rainbow Centre Niagara Falls, NY









The Cordish Companies' Live! Brand Ranks as Top Attractions in Each of its Markets







[ENR! BRAND

XFINITY Live! Philadelphia, PA



Power Plant Live! Baltimore, MD



LA Live! Los Angeles, CA



Hard Rock Live! Hollywood, FL







The Cordish Companies Has Built Two of the Five Largest Casinos in the U.S.

Top 10 Largest Casinos in the U.S. by Number of Positions

# Property	Location	Slot Machines	Tables (Banked)	Poker Tables	Total Positions
1. Foxwoods Resort Casino*	Mashantucket, CT	6,123	350	100	9,223
2. WinStar World Casino*	Thackerville, OK	7,368	70	45	8,238
3. Mohegan Sun Casino & Resort*	Uncasville, CT	5,656	280	40	7,736
4. Seminole Hard Rock - Tampa*	Tampa, FL	5,008	110	50	6,168
5. Maryland Live! Casino	Hanover, MD	4,319	122	52	5,571
6. Pechanga Resort & Casino*	Temecula, CA	4,000	177	43	5,492
7. Empire City Casino at Yonkers Raceway	Yonkers, NY	5,308	-	-	5,308
8. Borgata Hotel Casino & Spa	Atlantic City, NJ	3,153	183	80	5,051
9. Resorts World Casino New York City	Jamaica, NY	5,003	-	-	5,003
10. Twin River Casino*	Lincoln, RI	4,500	66	-	4,896



The Cordish Companies' Maryland Live! Casino is the Largest Commercial Casino in the U.S.

Top 5 Largest Commercial Casinos in the U.S. by Number of Positions

# Property	Location	Slot Machines	Tables (Banked)	Poker Tables	Total Positions
1. Maryland Live! Casino	Hanover, MD	4,319	122	52	5,571
2. Empire City Casino at Yonkers Raceway	Yonkers, NY	5,308	-	-	5,308
3. Borgata Hotel Casino & Spa	Atlantic City, NJ	3,153	183	80	5,051
		,	103	80	,
4. Resorts World Casino New York City	Jamaica, NY	5,003	-	-	5,003
5. Twin River Casino	Lincoln, RI	4,500	66	-	4,896





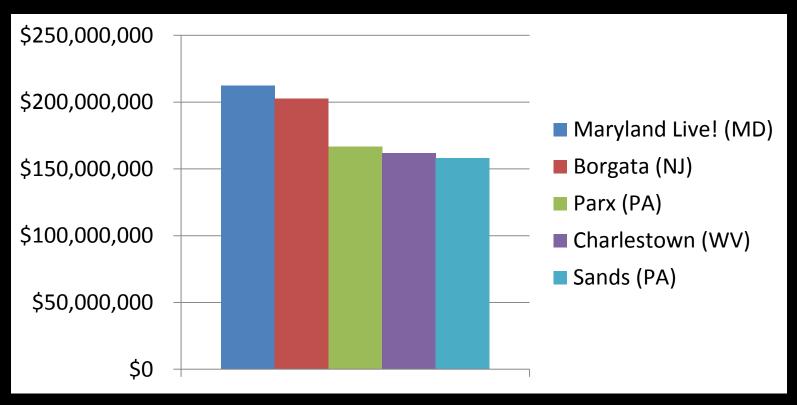








Cordish generates the highest revenue of any casino in the Mid-Atlantic region



Rank	Commercial Casino	Gaming Revenue (May – Aug 2013)
1	Maryland Live! (MD)	\$212,274,709
2	Borgata (NJ)	\$202,885,363
3	Park (PA)	\$166,774,835
4	Charlestown (WV)	\$161,821,998
5	Sands (PA)	\$158,054,449



Awards – Maryland Live! Casino

Washington D.C./Baltimore



- 2013 Best of Gaming Winner Best Casino in Maryland Casino Player Magazine
- 2013 Readers Choice Winner for Best Casino Capital Gazette
- Postsecondary Career and Technology Education Award of Excellence for Outstanding Business Partnerships
 Maryland State Department of Education
- 2012 Anne Arundel Economic Development Corp. Development Award Annapolis and Anne Arundel County Chamber of Commerce
- 2011 Bridging the Gap Award Greater Baltimore Committee
- 2011 Most Inclusive Corporate of the Year for Minority Business Maryland DC Minority Contractors' Association



Awards – Hard Rock Hotel & Casino

Hollywood & Tampa, FL



Best of Southern Gaming Awards 2012

Best Overall Casino

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Miccosukee Resort & Gaming

Best Rooms

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Miccosukee Resort & Gaming

Best Suites

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Miccosukee Resort & Gaming

Best Casino Floor

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Gulfstream Park
- 3. Seminole Hard Rock Hotel & Casino Tampa

Best Poker Room

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Calder Race Course

Best Restaurant

- 1. Council Oak Seminole Hard Rock Hotel & Casino Tampa
- 2. Council Oak Seminole Hard Rock Hotel & Casino Hollywood
- 3. Empeeke Cheke Miccosukee Resort & Gaming

Best Amenities

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Miccosukee Resort & Gaming

Best Entertainment

- 1. Seminole Hard Rock Hotel & Casino Tampa
- 2. Seminole Hard Rock Hotel & Casino Hollywood
- 3. Calder Race Course

Best Entertainment Venue

- 1. Seminole Hard Rock Hotel & Casino Tampa
- 2. Seminole Hard Rock Hotel & Casino Hollywood
- 3. Calder Race Course

Best Nightlife

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Gulfstream Park

Best Theme

- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Seminole Hard Rock Hotel & Casino Tampa
- 3. Mardi Gras Casino

Best Casino Employees (Dealers, Slot Attendants, etc.)

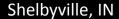
- 1. Seminole Hard Rock Hotel & Casino Hollywood
- 2. Miccosukee Resort Gaming
- 3. Seminole Casino Coconut Creek

Best Customer Service

- 1. Seminole Hard Rock Hotel & Casino Tampa
- 2. Seminole Hard Rock Hotel & Casino Hollywood
- 3. Miccosukee Resort Gaming



Awards – Indiana Live! Casino





Best of Southern Gaming Awards 2010

- Best Overall Casino
- Best Restaurant
- Best Buffet
- Best Customer Service
- Best Casino Floor
- Best Player's Club
- Best Racetrack/Racino



MASSACHUSETTS Live CASINO

Project Overview



Massachusetts Live! Project Team



PPE/The Cordish Company Developer

Sosh Architects Lead Architect

Cleo Design Interior Design

Stantec Civil and Traffic

McCarty Companies Civil

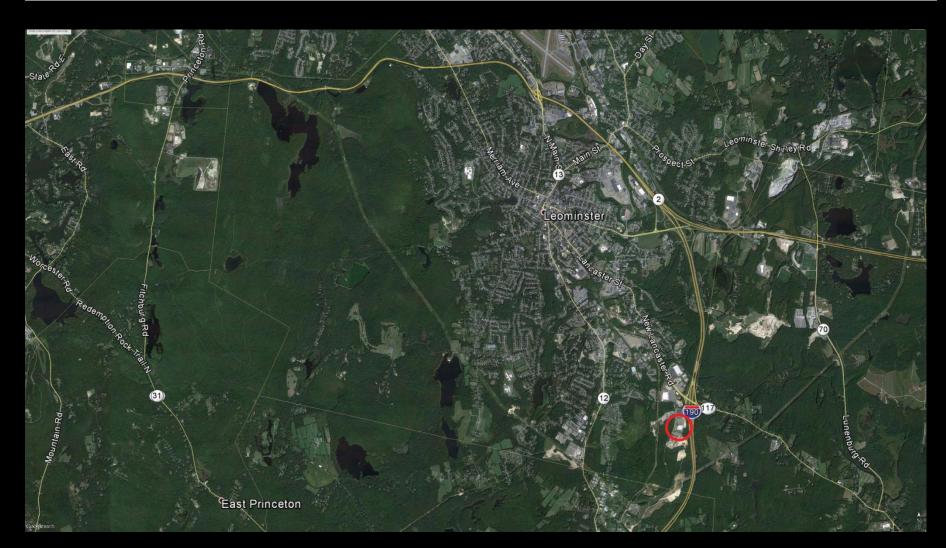
Tutor Perini Corp. Contractor

GSA [Giovanetti Shulman Assoc] MEP



Aerial - Regional

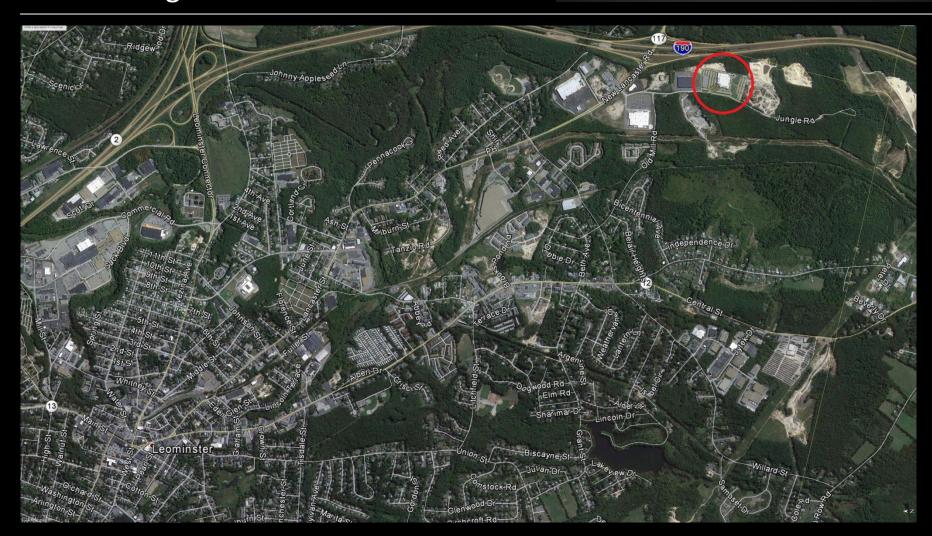






Aerial - Neighborhood







Aerial – Project Site

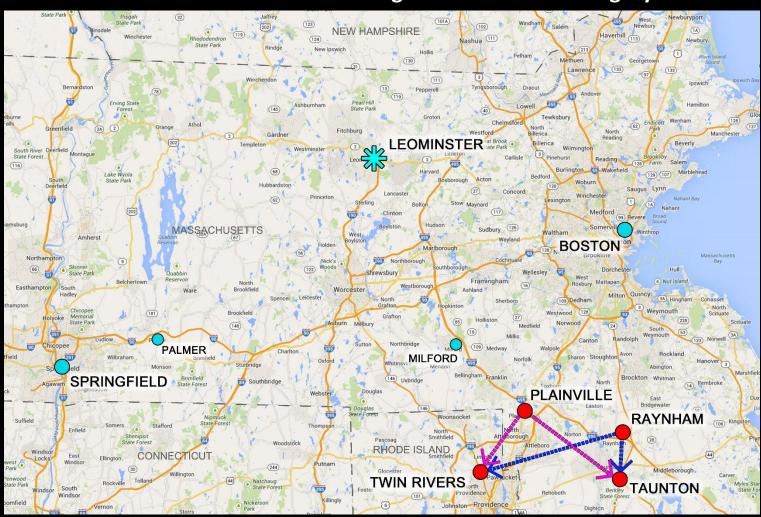








Massachusetts Live! is the Ideal Strategic Location for a Category 2 License





Massachusetts Live! Key Site Strengths

- Geographic Separation from Category 1 Facilities
- Excellent Highway Access (I-190; ROUTE 117; Route 2; I-495)
- Road and Utility Infrastructure in place
- Zoning is in place
- Existing Commercial/Industrial Area
- Large Parcel 26 acres +/-
- Regional Plan Targeted Growth Area
- Gateway City





Leominster is the Only Gateway City Under Consideration

Massachusetts Gateway Cities Programs Targets Medium Sized Urban Centers Where:

- Median Household Income Below State Average
- Rate of Attainment of Bachelor's Degree Below State Average
- Unemployment Rate is Above State Average

Gateway Cities Targeted for Economic Development and Job Creation Benefits

Governor Patrick's Administration recognizes that the success of Massachusetts Gateway Cities will provide a distinct competitive advantage for the Commonwealth as a whole





Massachusetts Live! – A World-Class Gaming & Entertainment Facility

- Upscale, Environmentally Sensitive Design
 - 125,000 square feet
 - 3 restaurants
 - Live Music Venue
 - 26 acre parcel









Site Plan [Option A]





Exterior Rendering





NORTH ENTRANCE PERSPECTIVE







NORTH SIDE PERSPECTIVE







SOUTH SIDE PERSPECTIVE



Exterior Elevation





NORTH ELEVATION





Exterior Elevation





SOUTH ELEVATION





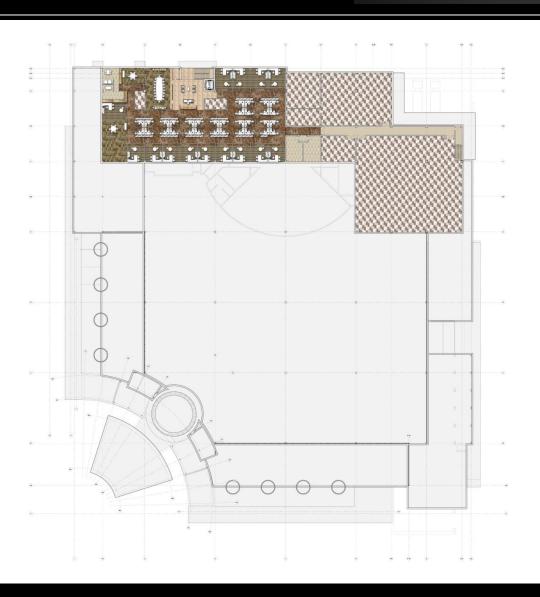
First Floor Plan





Second Floor Plan







































Environmental Features



Sustainable Strategy Highlights

LEED:

Utilize state-of-the-art environmental design to achieve Gold LEED and better standards

Stretch Energy Code:

Central Plant and Co-Gen

Water Conservation and Storm Water:

Project will target 40% reduction in water use. Roof water harvesting in cisterns for irrigation and use of low-flow fixtures. Comprehensive storm water management techniques: subsurface infiltration, rain-gardens/ bio-retention areas, permeable pavements.

Energy Conservation:

Energy Star rated equipment, high-efficiency HVAC and heat recovery, Energy recovery units, energy efficient gaming machines.

Renewable Energy:

Geothermal, solar and wind systems will be supplemented with the purchase of off-site green energy or renewable energy credits (recs) to achieve 10% renewable energy use.

Life-Cycle Monitoring:

For all energy consuming systems – Co-Gen and heat recovery systems, advanced building controls, maintenance and operational system review.

Master Plan















License Fee	\$25,000,000
Hard Construction	\$92,000,000
Soft Cost	\$25,300,000
FF&E	\$17,000,000
Gaming Equipment	\$25,000,000
Pre-Opening	\$19,400,000
Total Budget	\$203,700,000



Project Schedule



ity ID Activity Name LEOMINSTER SLOT PARLOR - LEOMINSTER, MA RFP AND PRECONSTRUCTION A1710 GANING LICENSE APPLICATION SUBMISSION A1720 APPLICATION REVIEW & APPROVAL	Ong Dur 444 191	Start 04-Oct-13 04-Oct-13	03-Jul-15	A S Oct N D	2014 Ian F Mar Apr M Jun J		Data Date: (17-8 2015 an F M Apr M Jun
LEOMINSTER SLOT PARLOR - LEOMINSTER, MA RFP AND PRECONSTRUCTION A1710 GAMING LICENSE APPLICATION SUBMISSION	191	04-Oct-13	03-Jul-15	A S Oct N D			
RFP AND PRECONSTRUCTION A1710 GAMING LICENSE APPLICATION SUBMISSION	191				والنفذ النظا الخاة الحدد الأما الناء		
RFP AND PRECONSTRUCTION A1710 GAMING LICENSE APPLICATION SUBMISSION		04-Oct-13	07 1144				
A1710 GAMING LICENSE APPLICATION SUBMISSION		04-04-13					
			07-301-14				
A1720 APPLICATION REVIEW & APPROVAL		04-Oct-13*					
ATTO DESCRIPTION THE FRAME	60	04-Oct-13	31-Dec-13 31-Mar-14				
A1740 PRECONSTRUCTION TIME FRAME 41760 ESTABLISH GMP	30	02-Jan-14 18-Feb-14	31-Mar-14 31-Mar-14				
A1770 START BUYOUT	0	01-Apr-14	31-Mar-14		_		
A1790 CONSTRUCTION START	0	07-Jul-14			*		
Parameter Section (Control of Control of Con		07-Jul-14 02-Jan-14	02-Sep-14				
DESIGN & PERMITTING	171	1200, 3000, 300					
ENVIRONMENTAL PERMITS	40	24-Apr-14	18-Jun-14				
ARCHITECTURAL DEVELOPMENT	145	02-Jan-14	24-Jul-14			-	
CIVIL DESIGN	95	06-Feb-14	18-Jun-14			_	
STRUCTURAL	125	06-Feb-14	31-Jul-14				
MECHANICAL / ELECTRICAL / PLUMBING / SPRINKLER	125	02-Jan-14	25-Jun-14				
/ENUE DESIGN	118	20-Mar-14	02-Sep-14			- a reference commence comme	
IGHTING DRAWINGS	45	17-Apr-14	18-Jun-14				
NTERIOR DESIGN DRAWINGS	100	06-Feb-14	25-Jun-14			_	
FIRE LIFE SAFETY REPORT	100	06-Mar-14	24-Jul-14			<u> </u>	
SUBMITTAL & PERMIT MILESTONES	104	26-Feb-14	31-Jul-14				
BUYOUT & PROCUREMENT	223	16-Jan-14	25-Nov-14				
CONSTRUCTION	225	07-Jul-14	22-May-15				
ON SITE MOBILIZATION	5	07-Jul-14	11-Jul-14		0		
SITE PREP / EARTHWORK	15	11-Jul-14	01-Aug-14		t .	_	
FOUNDATIONS	17	28-Jul-14	20-Aug-14			_	
SLAB ON GRADE	22	05-Aug-14	05-Sep-14				
STRUCTURE	42	08-Sep-14	05-Nov-14				
EXTERIOR ENCLOSURE / ROOF	75	01-Oct-14	20-Jan-15				
FIRE PROOFING / OVERHEAD MEPS	37	01-Oct-14	21-Nov-14				
/ERTICAL TRANSPORTATION	70	06-Nov-14	17-Feb-15				
NTERIOR FINISHES - LEVEL 1	143	30-Oct-14	22-May-15				
NTERIOR FINISHES - LEVEL 2	75	14-Nov-14	04-Mar-15				
PORTE COCHERE	121	06-Nov-14	05-May-15				
SITE WORK / HARDSCAPE / LANDSCAPE	83	29-Dec-14	29-Apr-15			f	
IFE SAFETY TESTING & TCO	97	18-Feb-15	03-Jul-15				21
	50	18-Feb-15	28-Apr-15				
LIFE SAFETY & SUBSTANTIAL COMPLETION (BACK OF HOUSE)		27-Mar-15	03-Jul-15				



Alternative Site Plan

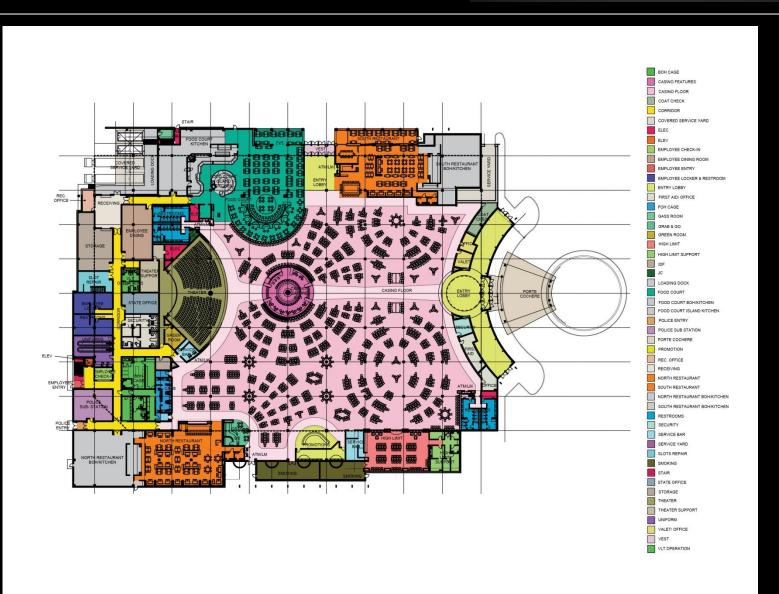






Alternative First Floor Plan

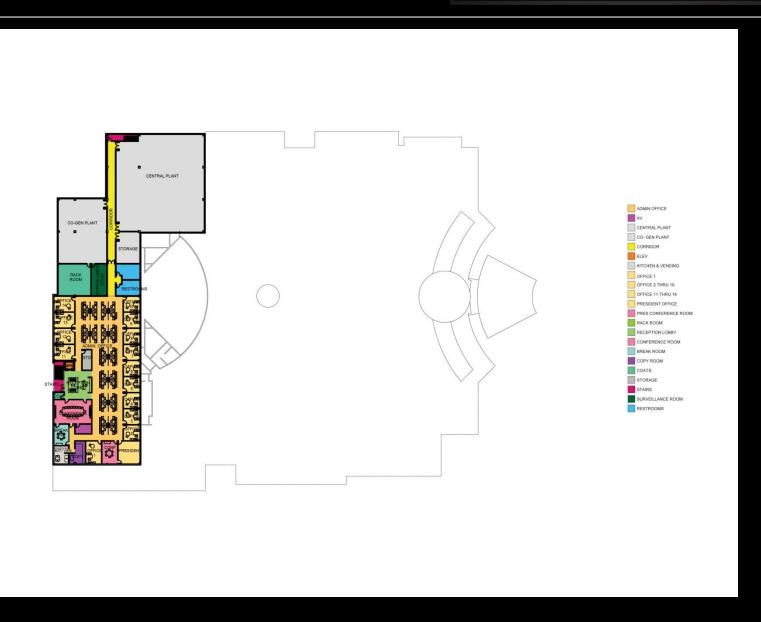






Alternative Second Floor Plan







Alternative Project Schedule



S LEO MINSTER SK filter: All Activities	LIVE! CASINO MASSACHUSETTS - EXISTING BUILDING USE							Data Data: 07-8ap-1; Run Data: 02-Oct-1;						
tivity ID	Activity Name		Orig Dur	Rem Dur	Start	Finish	Lolo	Lul s		01210	2014	2840.60		
LIVELCA	SINO MASSACHUSETTS - EXISTI	NG BUILDING USE	301	301	04-Oct-13	11-Dec-14	SUct	ИП	J F I	M A M	J Jul	A S	UN	
	RECONSTRUCTION	10 001201110 002	123	123	04-Oct-13	01- Apr-14								
A1710	G AMING LICENSE APPLICATION SUBMISSION		0	0	04-0 ct-13*	200000000000000000000000000000000000000								
A1720	APPLICATION REVIEW & APPROVAL		60	60	04-Oct-13	31-Dec-13				11				
A1740	PRECONSTRUCTION TIME FRAME		32	32	02-Jan-14	14 Feb-14								
A1760					06-Jan-14	14 Feb-14	 			-++-		 	+	
A1770			30	30	09-Jan-14	0.00.000.0000			•	4 4		11	1	
A1780			0	0	25-Feb-14*					1 1		11	1 1	
A2090			0	0	01-Apr-14*					•				
DESIGN &	110	110	17-Dec-13	21-May-14							1 1			
BUYOUT & PROCUREMENT		170	170	09-Jan-14	04 Sep-14		 					tt		
CONSTRUCTION		193	193	25-Feb-14	26-Nov-14									
ON SITE MOBILIZATION		5	5	25-Feb-14	03-Mar-14									
DEMOLITION		25	25	25-Feb-14	01- Apr-14							1 1		
	/ EARTHWORK		24	24	01- Apr-14	02-May-14								
OFF-SITE II	MPROVEMENTS		90	90	15- Apr-14	27- Aug-14	il-i	1"1"	reteir				计计	
FOUNDATI	ONS		10	10	07- Apr-14	22- Apr-14								
SLAB ON G			16	16	15- Apr-14	07-May-14							1 1	
STRUCTUE	RE		24	24	02-May-14	06-Jun-14	ll i			900		11	Ιİ	
EXTERIOR	ENCLOSURE / ROOF		62	62	09-May-14	06- Aug-14						•		
FIRE PROC	OFING / OVERHEAD MEPS		39	39	16-May-14	11-Jul-14	tht	11	rtt-	111		1	1-1	
VERTICAL	TRANSPORTATION		72	72	06-Jun-14	18-Sep-14				11				
INTERIOR	FINISHES - LEVEL 1		116	116	12-Jun-14	24-Nov-14				1 1			i i	
INTERIOR	FINISHES - LEVEL 2		82	82	11-Jul-14	05-Nov-14			11	11			—	
PORTE CO			115	115	16-Jun-14	26-Nov-14								
	K / HARDSCAPE / LANDSCAPE		58	58	21-Jul-14	10- Oct-14	#	1	- -	-+-+-	+	1		
	TY TESTING & TCO		45	45	07-0ct-14	11-Dec-14								
	TY & SUBSTANTIAL COMPLETION (CASIN	A FRANTAL HAUGE	45	45	07-Oct-14	11-Dec-14		1		1 1				



MASSACHUSETTS Live CASINO



MASSACHUSETTS Live! CASINO

Economic Impacts





Massachusetts Live! Will Maximize Economic Impacts

- Construction Impact & Jobs (Direct & Indirect)
 - Operations Impact & Jobs
 - Taxes (State & Local)



Taxes (State & Local)



			Т	axes & Con	munity Pay	/m ents						
(\$ in thousands)	Pre- Opening	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Cumulative 10 Years
State		4									,	,
Initial Gaming License Fee	\$25,000.0											\$25,000.0
Gaming Tax	98	\$95,839.6	\$107,026.8	\$88,071.2	\$83,081.5	\$85,199.6	\$86,903.5	\$88,641.6	\$90,414.4	\$92,222.7	\$94,067.2	\$911,468.2
Gaming Commission Fee		\$750.0	\$750.0	\$750.0	\$750.0	\$750.0	\$750.0	\$750.0	\$750.0	\$750.0	\$750.0	\$7,500.0
Meal/Sales Tax	\$4,235.0	\$1,096.0	\$1,224.0	\$1,007.2	\$950.1	\$978.6	\$998.2	\$1,018.2	\$1,038.5	\$1,059.3	\$1,080.5	\$14,685.5
Personal Income Tax (Direct Employment)	\$2,655.9	\$1,390.7	\$1,514.4	\$1,379.0	\$1,362.1	\$1,389.3	\$1,417.1	\$1,445.5	\$1,474.4	\$1,503.9	\$1,533.9	\$17,066.3
Total State Payments	\$31,890.9	\$99,076.3	\$110,515.2	\$91,207.4	\$86,143.8	\$88,317.5	\$90,068.9	\$91,855.2	\$93,677.3	\$95,535.9	\$97,431.6	\$975,720.0
Payments per Host Agreement		0.0										
Project Planning Payments (estimated)	\$50.0											\$50.0
Initial Community Payments (estimated)	\$250.0											\$250.0
Minimal Annual Payment ("MAP")			7									7
Property Tax		\$1,000.0	\$1,020.0	\$1,040.4	\$1,061.2	\$1,082.4	\$1,104.1	\$1,126.2	\$1,148.7	\$1,171.7	\$1,195.1	\$10,949.7
Development Impact Payment		\$100.0	\$100.0	\$100.0	\$100.0	\$100.0	\$100.0	\$100.0	\$100.0	\$100.0	\$100.0	\$1,000.0
Community Benefit Payment		\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$2,700.0	\$27,000.0
subtotal:		\$3,800.0	\$3,820.0	\$3,840.4	\$3,861.2	\$3,882.4	\$3,904.1	\$3,926.2	\$3,948.7	\$3,971.7	\$3,995.1	\$38,949.7
Community Percentage Payment ("CCP")		\$3,911.8	\$4,368.4	\$3,594.7	\$3,391.1	\$3,492.8	\$3,562.7	\$3,633.9	\$3,706.6	\$3,780.7	\$3,856.4	\$37,299.2
Greater of MAP or CCP		\$3,911.8	\$4,368.4	\$3,840.4	\$3,861.2	\$3,882.4	\$3,904.1	\$3,926.2	\$3,948.7	\$3,971.7	\$3,995.1	\$39,610.0
Leominster Community Foundation		\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$50.0	\$500.0
Total Local Payments	\$300.0	\$3,961.8	\$4,418.4	\$3,890.4	\$3,911.2	\$3,932.4	\$3,954.1	\$3,976.2	\$3,998.7	\$4,021.7	\$4,045.1	\$40,410.0

Source: Signature Advisory Services

10 Year Total: \$1,016,130.0



Host Community Agreement



MINIMUM ANNUAL PAYMENT:

Greater of \$3.8 million per year or 2% of annual gross gaming revenues Increases to 2.5% of annual gross gaming revenues after 10 years

INITIAL COMMUNITY BENEFIT PAYMENT:

\$250,000
Paid on Grant of License

LEOMINSTER COMMUNITY FOUNDATION:

\$50,000 annually

MITIGATION:

PPE will pay for utility infrastructure costs, public safety costs and traffic improvement costs resulting from the casino's construction and operation.





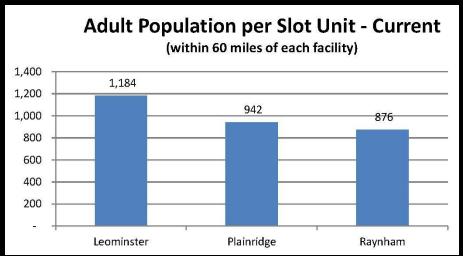
Massachusetts Live! Will Maximize Gaming Revenues Compared to Other Applicant Sites

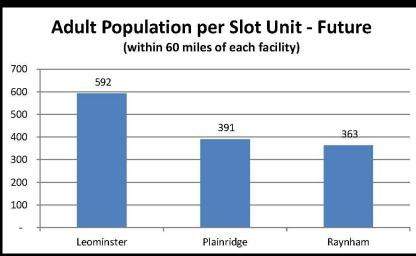
Site	State Competition	Best Case	Average Case	Worst Case
Massachusetts Live!	No	\$240,300,000	\$218,400,000	\$196,600,000
	Yes	\$186,500,000	\$169,600,000	\$152,600,000
Raynham*	No	\$136,875,000	\$91,250,000	\$50,187,500
	Yes	NA	NA	NA
Plainridge*	No	NA	\$196,400,000	NA
	Yes	NA	\$129,800,000	NA

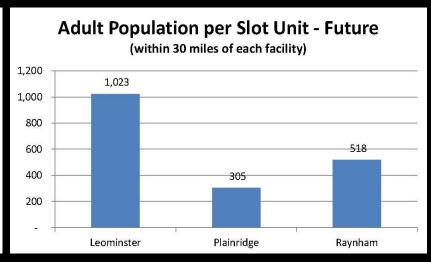




Massachusetts Live! Will have Highest Demand of Category 2 Sites Pre and Post Competition









MASSACHUSETTS Live CASINO

Community & Outreach Involvement



Community Support & Outreach



Trade Unions

Leominster DPW and Laborers Local 39

Public Safety Unions

Leominster Patrolmen's Union Mass Cop 364 Leominster Superior Officers Association MCOP 282 Leominster Fire Fighters Local 1841

Chambers of Commerce and Tourism Organizations

North Central Massachusetts Chamber of Commerce Nashoba Valley Chamber of Commerce Johnny Appleseed Trail Association North Central Massachusetts Development Corporation Buckingham Bus Company Greater Gardner Chamber of Commerce (GGCOC)

Cultural and Community Organizations

Spanish American Center of Leominster
The Arc of Opportunity in North Central Massachusetts
Beacon of Hope
Leominster Veterans Services

Educational Institutions

Fitchburg State University

Massachusetts Community College Casino Careers Training
Institute

Homeowner's Groups

Liberty Commons Condominium Trust

Entertainment Venues

SMG-DCU Center – Worcester FSU Center Stage



UMass-Cordish Joint Venture



Will Create 20,000 Jobs Over the Next 20 Years

- \$1 million to \$1.5 million annual grant
- 5,000 direct jobs
- 15,000 indirect jobs
- Fund creation of new Medical Device Innovation Ad Manufacturing Companies
- High-tech/Manufacturing jobs in Lowell-Leominster-Worcester graphical crescent



A Proposed Program for Economic Development in Massachusetts between the University of Massachusetts and The Cordish Company









Community Involvement





Summary



- Owner has an unparalleled track record of creating and operating world-class gaming and entertainment facilities
- Leominster is the most strategic location in the Commonwealth for a Category 2 License
 - The project will benefit the only Gateway City in consideration
 - The project will maximize revenues to State and Local Governments
 - The project will generate the greatest spin-off development activity through the UMass-Cordish Partnership
 - Tremendous community support & outreach
 - Financial Strength
 - Owners are involved day-to-day

