

COMMONWEALTH OF MASSACHUSETTS  
MASSACHUSETTS GAMING COMMISSION

PUBLIC MEETING

(VOLUME 2)

COMMISSIONERS

Gayle Cameron

James F. McHugh

Bruce W. Stebbins

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RE: HOST COMMUNITY HEARING IN RAYNHAM

January 27, 2014 6:30 p.m.

RAYNHAM MIDDLE SCHOOL

420 Titicut Road

Raynham, Massachusetts

## P R O C E E D I N G S

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3           COMMISSIONER MCHUGH: So, I'm calling  
4 the meeting to order. This is a statutory  
5 meeting of the Massachusetts Gaming  
6 Commission in the host community in  
7 accordance with the General Laws 23K, Section  
8 17C and 205 CMR 118.05.

9           This is a hearing that we began on  
10 December 5, 2013, and we're here tonight to  
11 continue with that hearing and to conclude it  
12 officially.

13           The agenda for tonight is, as we said  
14 in the notice of the meeting, essentially  
15 limited to consideration of comments about  
16 the agreements that have been executed  
17 between Raynham Park, LLC, the applicant for  
18 a Category 2 gaming license here in Raynham,  
19 and the town of Bridgewater; the town of  
20 Easton; the town of Middleborough; and the  
21 town of West Bridgewater. And that is the  
22 essence of the meeting.

23           But given where we are and the people  
24 in attendance we'll be a be a little liberal

1 in construing the -- construing the agenda.

2 So, I'd like to begin by welcoming  
3 everybody to the meeting. And to start off,  
4 I was going to call on Selectman Pacheco  
5 unless there is another order of business,  
6 order in which you'd prefer to go.

7 So, Selectman Pacheco.

8 MR. RICCI: Fine.

9 COMMISSIONER MCHUGH: Everybody can  
10 sit right where they are, but I thought that  
11 since we're in the host community we'd hear  
12 first from the representative of that  
13 community.

14 MR. PACHECO: Thank you, Judge.  
15 Thank you again, Commissioners. It's a  
16 privilege and an honor to have you for a  
17 second time in Raynham. And as I told the  
18 judge earlier, I hope you're here many more  
19 times in the future.

20 I'll be extremely brief. You've  
21 heard from me for a number of occasions of  
22 the past -- in the past. I'm joined here by  
23 my two colleagues, Selectman Schiavo and  
24 Selectwoman Smith. And I carry with me their

1 continued support of this proposal.

2 I think the only thing really  
3 appropriate for me to add at this point is I  
4 think a carryover of my presentation from  
5 last time. And that is the philosophies and  
6 the principles that lead both Mr. Carney and  
7 Mr. Ricci. And that is working with the  
8 communities. And I think that is awfully  
9 evident based on the effectiveness that is  
10 seen through the surrounding community  
11 agreements.

12 Raynham, among every other applicant,  
13 I believe was the most successful in issuing  
14 those surrounding community agreements. And  
15 we in Raynham have always prided ourselves on  
16 working with our sister communities, to make  
17 sure not only Raynham but the region is  
18 successful.

19 And in my talks with many of my  
20 colleagues in government around here,  
21 especially people like Mayor Hoye of Taunton,  
22 they really sang the praises of Mr. Carney  
23 and Mr. Ricci in terms of the negotiation  
24 process and making sure that the gaming

1           legislation works for all of us. It's not  
2           just about Raynham and the successes that we  
3           have; it's not just about Raynham Park and  
4           the successes that they have, but it's about  
5           the successes that this region can really  
6           experience if Raynham Park is awarded this  
7           license and is successful, and which I think  
8           we all believe that they will be.

9                         And so, I just want to reemphasis --  
10           reemphasize it's been a pleasure to work with  
11           Tony and George, and awfully a pleasure as  
12           well to work with the commissioners. And  
13           we'll continue to be available here in  
14           Raynham as you see fit to utilize us. And we  
15           hope for a long future in working together.  
16           Thank you.

17                        COMMISSIONER MCHUGH: Thank you very  
18           much, Selectman Pacheco. I want to thank  
19           you, and I know that Chairman Crosby and  
20           Commissioner Zuniga, neither of them could be  
21           with us tonight because of conflicts that  
22           were unavoidable, for the hospitality that  
23           you, and the public, and the town has shown  
24           us when we've held meetings here. Not only

1           hearings on this issue, but hearings of --  
2           with respect to the racing issues. And so, I  
3           want to thank you very much for that and  
4           we're very grateful to you.

5                       MR. PACHECO: Thank you, Judge.

6                       COMMISSIONER MCHUGH: Thank you.

7                       COMMISSIONER CAMERON: Thank you.

8                       COMMISSIONER MCHUGH: Mr. Carney.

9                       MR. CARNEY: Yes. Is this on  
10           already? Yes, members of the Commission, my  
11           name is George Carney for the record. I  
12           really appreciate you people coming back into  
13           the town again to hopefully give closure on  
14           this application of ours.

15                      As far as everything is concerned it  
16           doesn't seem possible, but when I sit here  
17           tonight I've always told people that work for  
18           me and people that have supported us, and the  
19           people of the town, there's always light at  
20           the end of the tunnel. And I believe that in  
21           -- in a short -- short space of time, that's  
22           going to take place.

23                      I want to thank you people for all  
24           your consideration and hopefully that in your

1 final analysis that you will be able to in  
2 good conscience grant us the license that we  
3 worked so hard to get. Thank you. If you  
4 have any questions, I'd be happy to answer  
5 them.

6 COMMISSIONER MCHUGH: Thank you, Mr.  
7 Carney.

8 Ms. Lee.

9 MS. LEE: Yes. Good morning --  
10 actually good evening, Commissioners. I  
11 apologize for that. When we last left, I  
12 think the only outstanding item before the  
13 commission was surrounding community  
14 agreements. We had successfully entered into  
15 one. And then we had a few that we needed to  
16 nail down.

17 Since then, we absolutely have done  
18 that. We approached this by instruction of  
19 my clients through the lense of being  
20 partners, continued partners with the  
21 communities.

22 Since we last met, as Commissioner  
23 McHugh has indicated, we successfully entered  
24 into an agreement with the town of

1 Middleborough on December 16, 2013; the town  
2 of West Bridgewater on December 18th; the  
3 town of Easton on January, approximately  
4 16th; and then the town of Bridgewater on  
5 January 13th.

6 We included in those agreements,  
7 including Taunton's very, very consistent  
8 terms, we included in contrast to maybe our  
9 -- community agreements because the  
10 surrounding community agreements clearly  
11 designate those communities and  
12 differentiates them. As a result, those  
13 surrounding community agreements have a  
14 specific annual mitigation fee. And, excuse  
15 me, in year four there's a 2.5 escalator in  
16 all of those agreements with terms diverge.  
17 But consistently through those, there's based  
18 on priority of local hiring preferences, and  
19 a provision where there is responsible gaming  
20 plans and policies to be implemented, and a  
21 community liaison to continue the great work  
22 that Mr. Carney has started, that Greenwood  
23 has continued, and that Raynham Park, LLC  
24 will continue to be committed to and execute



1 if we are so fortunate to get the license.

2 Thank you.

3 COMMISSIONER MCHUGH: Thank you, Ms.  
4 Lee. And I -- I congratulate you and -- and  
5 your clients in negotiating these agreements,  
6 and congratulate the officials in  
7 Bridgewater, and Easton and Middleborough,  
8 and West Bridgewater.

9 The agreements that you can reach,  
10 and I know these were not easy to reach,  
11 there were difficult issues in all of these.  
12 And -- but the agreements that you can reach  
13 is far better than any agreement that could  
14 come out of an arbitration. And the  
15 realization of that, and the work, and the  
16 hard work that you did to reach the  
17 agreements consensually is a credit to both  
18 sides. So, the Commission is very, very  
19 happy to see that.

20 Mr. Ricci.

21 MR. RICCI: Is this one working? No.  
22 I'd just like to add on to what Grace has  
23 said, and -- and really what Joe Pacheco  
24 said. To point out that it was a pleasure to

1 negotiate with these surrounding communities  
2 because it forced us all to sit down and --  
3 and address, discuss and find solutions for  
4 issues that affected these communities based  
5 on our business. Which is exactly what the  
6 legislation required.

7           What was very reassuring and  
8 comforting for me was that the issues were  
9 never that the towns didn't want us here.  
10 They all wanted us here unanimously. So, we  
11 started from a really good base and then it  
12 was about really understanding what the  
13 issues were, and coming up with a reasonable  
14 way to address them.

15           And as you said, Judge, that  
16 sometimes that takes a little while because  
17 some of these are complicated, but I was  
18 very, very pleased with the process, with the  
19 way the towns conducted the negotiations.  
20 And as I said earlier, they -- they all came  
21 with the purpose of seeing a deal done  
22 because they did want to see us succeed. I  
23 don't believe we have all the towns  
24 represented this evening because of

1 scheduling conflicts. I know they were  
2 trying to be here last week to really state  
3 what I had said earlier. But that gave me a  
4 great deal of satisfaction that these towns  
5 do want us here, and do want us to succeed.  
6 And we've come to an agreement that actually  
7 will not only mitigate any impacts but give  
8 an incentive to see us succeed.

9 I mean, when you combine the local  
10 support we have with Raynham, as Joe Pacheco  
11 mentioned, and that's evidenced by the  
12 eighty-six percent approval rating that we  
13 had on a referendum, and you look at the  
14 details which I think Grace -- I don't want  
15 to get into too much detail, but the amounts  
16 that we've agreed to with the surrounding  
17 communities is in excess of \$1,000,000.00 per  
18 year. And that's fixed, it's guaranteed.  
19 It's not contingent. That far exceeds any  
20 amount that the other licensees have  
21 committed to pay their surrounding  
22 communities.

23 So, I see our license as one that has  
24 the highest level of support among its host

1 community, and at the same time offers the  
2 greatest benefit to its surrounding  
3 communities. And we have unanimous support  
4 within those surrounding communities. And  
5 I'm very proud of that fact. It's a real  
6 testament to the work George has done within  
7 this community. And -- and I feel very  
8 pleased that we were able to complement what  
9 he's done in the past and -- and really  
10 further that effort. So, thank you very  
11 much.

12 COMMISSIONER MCHUGH: Thank you, Mr.  
13 Ricci. Mr. Schiavo, did you want to say  
14 something tonight? Selectman Schiavo, I  
15 should say.

16 MR. SCHIAVO: Thank you, Mr.  
17 Chairman. I think what has already been said  
18 pretty much summarizes the cooperative  
19 spirit. I -- I think of words like consensus  
20 and collaboration, these are words that come  
21 to my mind when dealing with the surrounding  
22 communities. I think the speed with which  
23 this group has worked and the success with  
24 which they have achieved that work says a lot

1           about their overall feeling. With regard to  
2           surrounding communities, I feel that there's  
3           a good -- there's a good team spirit with  
4           each of these communities. And I think  
5           Raynham feels that whatever benefit they  
6           derive out of these agreements, that benefit  
7           will enure to Raynham. So, we feel that that  
8           benefit is good for them. We -- we support  
9           it and we know that we in turn will derive  
10          benefit from what they get out of this.

11                        One last point I'd like to make. I  
12          started on this, we talked briefly about  
13          this. I don't know if I could step back a  
14          bit, but one of the things that I feel very  
15          strongly about is sitting between these two  
16          gentlemen representing two different  
17          organizations, and knowing how right from the  
18          get go these two organizations were, to use a  
19          better word, simpatico. There's a real  
20          strategic value here that I hope your group  
21          considers seriously. Because I know their  
22          economic value is critical, and I know the  
23          proformas that flow from that. I had one  
24          venture capital group, but I think the

1 synergistic value here has strategic legs,  
2 and I know these two organizations as closely  
3 as they work together and as cooperating as  
4 they are, will place an additional value in  
5 terms of the return of investment that I hope  
6 you all will consider. So, I feel very  
7 strongly that's a component that no other  
8 group offers to -- to your consideration.  
9 So, thank you for that. I appreciate the  
10 time.

11 COMMISSIONER MCHUGH: Thank you, Mr.  
12 Schiavo. Any questions for any of the  
13 speakers?

14 All right then, Mr. Carney and Mr.  
15 Ricci, Mr. Pacheco, Mr. Schiavo, Ms. Lee,  
16 thank you for your presentations tonight.  
17 And I will now, with the consent of my  
18 colleagues, bring the meeting to a formal  
19 close, which will allow us to move on to the  
20 next and final step, which is consideration  
21 of these very strong and very thoughtful, and  
22 very thoroughly worked out applications.

23 So, thank you very much for your  
24 presentations.

1 MR. RICCI: Thank you.

2 COMMISSIONER MCHUGH: And thank you  
3 for your cooperation throughout the process.

4 MR. RICCI: My pleasure. Thank you.

5 COMMISSIONER CAMERON: Thank you.

6 COMMISSIONER MCHUGH: This meeting is  
7 adjourned.

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9 (Meeting concluded at 6:44 p.m.)

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1 SPEAKERS:

2 Anthony D. Ricci, Greenwood Racing

3 George Carney, Raynham/Taunton

4 Grace Lee, Eckert Seamans

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6 The Great and General Court of Massachusetts:

7 Joseph Pacheco, Board of Selectman, Raynham

8 Richard Schiavo, Board of Selectmen, Raynham

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I, Pauline L. Bailey, an Approved Court Reporter, do hereby certify that the foregoing is a true and accurate transcript from the record of the proceedings.

I, Pauline L. Bailey, further certify that the foregoing is in compliance with the Administrative Office of the Trial Court Directive on Transcript Format.

I, Pauline L. Bailey, further certify that I neither am counsel for, related to, nor employed by any of the parties to the action in which this hearing was taken and further that I am not financially nor otherwise interested in the outcome of this action.

Proceedings recorded by Verbatim means, and transcript produced from computer.

WITNESS MY HAND THIS 28th day of January, 2014.

PAULINE L. BAILEY  
Notary Public

My Commission expires:  
November 7, 2014