

1 THE COMMONWEALTH OF MASSACHUSETTS  
2 MASSACHUSETTS GAMING COMMISSION  
3 PUBLIC MEETING #155  
4  
5

6 CHAIRMAN

7 Stephen P. Crosby  
8

9 COMMISSIONERS

10 Gayle Cameron

11 James F. McHugh

12 Bruce W. Stebbins

13 Enrique Zuniga  
14 -----  
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16  
17  
18  
19

20 June 18, 2015 1:30 p.m. - 3:45 p.m.

21 BOSTON CONVENTION AND EXHIBITION CENTER

22 415 Summer Street, Room 102B

23 Boston, Massachusetts  
24

1 P R O C E E D I N G S :

2

3 CHAIRMAN CROSBY: I am pleased to  
4 call to order the 155th meeting of the  
5 Massachusetts Gaming Commission for a very big  
6 and important and exciting series of events.  
7 We will start out with the approval of the  
8 minutes of the June 11 meeting, Commissioner  
9 McHugh.

10 COMMISSIONER MCHUGH: This is  
11 probably not one of those events, but we had  
12 two meetings last time we were together, Mr.  
13 Chairman. So, we have two sets of minutes.  
14 I'll take them seriatim. The first of them is  
15 the regular meeting that we had on June 11,  
16 2015. The minutes of that meeting are in the  
17 packet. And I would move their adoption and  
18 approval with the usual reservation of rights  
19 to correct typographical and mechanical errors.

20 CHAIRMAN CROSBY: Do I have a  
21 second?

22 COMMISSIONER CAMERON: Second.

23 CHAIRMAN CROSBY: Any discussion?  
24 All favor, aye.

1 COMMISSIONER MCHUGH: Aye.

2 COMMISSIONER CAMERON: Aye.

3 COMMISSIONER ZUNIGA: Aye.

4 COMMISSIONER STEBBINS: Aye.

5 CHAIRMAN CROSBY: Opposed? The ayes  
6 have it unanimously.

7 COMMISSIONER MCHUGH: Then the  
8 second set of minutes is for the meeting that  
9 we had that began at 3:00 -- 3:30 I guess that  
10 afternoon on June 11 to consider the  
11 application of Sterling Suffolk Racecourse for  
12 a license for a running meet. And the minutes  
13 of that meeting too are in the book. Likewise,  
14 I would move their approval with the same  
15 reservation of rights.

16 COMMISSIONER CAMERON: Second.

17 CHAIRMAN CROSBY: All in favor, aye.

18 COMMISSIONER MCHUGH: Aye.

19 COMMISSIONER CAMERON: Aye.

20 COMMISSIONER ZUNIGA: Aye.

21 COMMISSIONER STEBBINS: Aye.

22 CHAIRMAN CROSBY: Opposed? The ayes  
23 have it unanimously. Thank you. And now to  
24 our main business at hand, seeing if we are

1 prepared to open the first casino in the  
2 history of Massachusetts. And we will pass the  
3 baton to Executive Director Day.

4 MR. DAY: Thank you, Chairman  
5 Crosby. And good afternoon, Commission. As  
6 the Chairman stated, we are here today to  
7 present information to the Commission regarding  
8 Plainville Gaming and Redevelopment, d/b/a  
9 Plainridge Park Casino, it's readiness to open.  
10 We'll supply information for the Commission to  
11 consider where they're making a determination  
12 that Plainridge Park Casino may open for  
13 business or not is appropriate.

14 The reports that you will hear today  
15 cover eight major areas, oversight project  
16 management, slot machines, responsible gaming,  
17 diversity, inspection and internal controls,  
18 licensing, tax reporting and legal.

19 Before we begin the reports, I would  
20 like to take just a minute to acknowledge that  
21 Penn National's Senior Vice President of  
22 Regional Operations, John Finamore has joined  
23 us today. John he's here somewhere. Thanks  
24 John for joining us.

1           Commissioners, I'd also like -- You  
2 know the presenters for MGC. So, if we could,  
3 I'd just like to take a few minutes to ask  
4 General Manager Lance George to introduce the  
5 members of his team.

6           MR. GEORGE: Thank you, Sir. Good  
7 morning, Commissioners. It's an exciting day  
8 for us. How many days do we have now? Yes, I  
9 always update you guys. I don't know at this  
10 point, three, four?

11          CHAIRMAN CROSBY: I thought you'd be  
12 down to the hours by now.

13          MR. GEORGE: Yes, Sir. I'll get  
14 back to you. Several members whom you've met  
15 along the way at the top is Jack Rauen, who has  
16 been up here with me on numerous occasions,  
17 maybe even more than myself. I think we'll be  
18 kicking it off with Jack.

19                 I'll kind of go around the room. I  
20 think we have nine folks with us. You were  
21 introduced to John Finamore. Behind me I have  
22 Jason Gittle, Director of Information  
23 Technology, Christina Jones, a member of our  
24 construction team, Michael Thoma, Vice

1 President of Operations,

2 CHAIRMAN CROSBY: Slot Operations  
3 for?

4 MR. GEORGE: Slot operations for the  
5 property, these are all local, correct. I see  
6 Shannon Wells back there, Vice President of  
7 Human Resources, Roberta Gregoire, Compliance  
8 Manager and Jeremy Howland, I believe, is  
9 around here somewhere. He is our Vice  
10 President of Finance.

11 COMMISSIONER MCHUGH: We found him.

12 MR. GEORGE: Perfect. I hope I got  
13 everybody. Please let me know if I missed  
14 anybody. That appears to be everybody. With  
15 that I believe I will kick it back to Rick and  
16 then to Dane.

17 MR. DAY: Thank you, Lance. Now on  
18 with the consideration of the determination of  
19 Plainridge Park Casino may open for business  
20 for test play on June 22, evaluation on June 23  
21 and on June 24 the conditional opening pending  
22 final on-site inspection. And as Lance  
23 mentioned, we will begin with Dane Wigfall from  
24 Pinck and Company and Jack Rauen from Penn

1 National. Dane, it's all yours.

2 MR. WIGFALL: Thank you, Rick. Good  
3 afternoon. Once again, my name is Dane  
4 Wigfall. I'm the oversight project manager.  
5 Jack and myself have been asked to report on  
6 regulation 205 CMR 135 that's the construction  
7 monitoring regulation, elements of regulation  
8 151. And my report also has the memorandum of  
9 understanding -- the tax intercept memorandum  
10 of understanding.

11 I would like to begin by discussing  
12 regulation 135. That regulation which again is  
13 construction monitoring has many aspects, all  
14 of which I believe have been complied with.  
15 The first aspect of the regulation relates to  
16 design reviews.

17 The regulation allows the Commission  
18 the right to review the design of the project.  
19 And we exercised this right on three occasions.  
20 The first was a design review performed by a  
21 local architect Ray Porfilio. This design  
22 review dealt with the exterior finishes, the  
23 site and landscaping. And his review found  
24 that the design was consistent with that

1 communicated during the RFA-2 application.

2 That's good news.

3           The second review was also performed  
4 by Ray Porfilio. This review dealt with casino  
5 interiors, the restaurants, the multipurpose  
6 room, the food court, the stage bar. And his  
7 review also found that the design was  
8 consistent with that indicated in the RFA-2  
9 application, which is good news.

10           The third review was performed by a  
11 consultant called Green International. They  
12 are traffic consultants. This review dealt  
13 with the off-site roadway improvements, the  
14 infrastructure improvements on Route 1, which  
15 as you know you need to get on Route 1 to  
16 access the casino. This review also found that  
17 the proposed improvements were consistent with  
18 those indicated in the RFA-2 application and  
19 that they were compliant with the MEPA Section  
20 61 Findings. So, that all was just as we hoped  
21 it would be.

22           The second element that I would like  
23 to discuss is compliance with the gaming  
24 license agreement. If we could refer to table



1 two of our report. It's in appendix one. I  
2 know it's hard to read. Regulation 135 demands  
3 compliance with the gaming license application.

4 So, what this table does is it lists  
5 all of the commitments required or conditions  
6 required in the gaming application. There are  
7 33 conditions listed. I won't discuss them all  
8 -- I'm sorry I am on the wrong table -- 32  
9 conditions listed and I won't discuss them all  
10 but I would just like to discuss a select few.

11 The first one I would like to  
12 discuss is the compliance with the host  
13 community agreement. Are you with me?

14 COMMISSIONER CAMERON: So, it table  
15 one not table two. Table two is up there but  
16 we want table 1.

17 MR. WIGFALL: I'm sorry, yes, table  
18 one. Did I misspeak? Sorry. There we go.  
19 Okay. The first condition I would like to  
20 address is condition number four compliance  
21 with the host community agreement.

22 The host community agreement is  
23 broad. And I would like to address the  
24 preopening requirements. And the preopening

1 requirements fall into four main categories.  
2 First are payment in fees. The second category  
3 is hiring preference given to Plainville  
4 residents. The third category is  
5 transportation improvements. And the fourth, I  
6 will call it a category, but it requires the  
7 preparation of a responsible gaming plan.

8           The first category payments and  
9 fees, I refer to a letter also in the appendix  
10 by Saul Reibstein, the CFO from Penn National.  
11 And he attests that all of the payments have  
12 been made in accordance with the agreement.  
13 So, I accept that.

14           The second category of requirements  
15 is hiring preferences given to Plainville  
16 residents. Penn National has informed me that  
17 32 residents have been hired from Plainville  
18 thus far.

19           The third category of requirements  
20 are the transportation improvements and the  
21 baseline traffic study. The transportation  
22 improvements are mostly those improvements on  
23 Route 1 that MassDOT has to approve. There are  
24 minor roadway improvements on Miramichi Road.

1 They have also been completed, but the bulk of  
2 the requirement is the MassDOT work. That's  
3 been done. And I will speak to that in a few  
4 minutes.

5 And the fourth requirement is a  
6 responsible gaming plan, which I understand has  
7 been prepared and accepted. And Director  
8 Vander Linden will address that in his report.

9 Moving onto condition five,  
10 compliance with surrounding community  
11 agreements, Penn National has entered into  
12 surrounding community agreements with five  
13 surrounding communities, Attleboro, Foxboro,  
14 Mansfield, North Attleboro and Wrentham. I  
15 summarize the preopening requirements in my  
16 report, and I will speak to them briefly now or  
17 I'll speak to them now.

18 And I am dealing with the preopening  
19 requirements, not all of the requirements just  
20 the preopening requirements. Not all of the  
21 agreements are the same, but for Foxboro, North  
22 Attleboro and Wrentham, the surrounding  
23 community agreement required preparation of a  
24 baseline traffic study that was performed as

1 well as job fairs. And they were all  
2 performed. I have the backup documentation on  
3 that.

4 Wrentham also required other  
5 baseline studies, which were crime statistics,  
6 emergency response time. That baseline study  
7 has also been prepared.

8 The next condition that I would like  
9 to address, again, we're back to the gaming  
10 license agreement, is condition six, compliance  
11 with impacted live entertainment venues.

12 There are two agreements with  
13 impacted live entertainment venues. One  
14 agreement with Live Nation and another  
15 agreement with the Massachusetts Performing  
16 Arts Coalition. They don't really have  
17 preopening requirements. They are just  
18 agreements to do cross marketing. That's the  
19 term from the agreement. We will do cross  
20 marketing together.

21 The next condition is condition  
22 number seven. That's the lottery agreement,  
23 which has been executed. And of interest in  
24 the lottery agreement is that lottery machines

1 have to be placed at certain points in the  
2 casino.

3           Yesterday, I was there. And I saw  
4 the lottery people installing their machines.  
5 And I will go the next day or so I'll be sure  
6 the machines have been installed in accordance  
7 with where they should be in the agreement.  
8 It's all spelled out in the agreement where the  
9 machines should go.

10           Now I would like to jump down to  
11 condition 16. And if you have any questions  
12 please, please ask me. Condition 16 relates to  
13 the tourism plan. I would like to remind the  
14 Commission that this plan was approved by the  
15 Commission on April 2 of this year. And of  
16 interest to me in that plan is that there is  
17 space designated for the display of things  
18 relevant to tourism in Massachusetts. That  
19 space has been set aside. And it's in my  
20 photos in the report. I show where that  
21 display is going to be made.

22           And the last condition of the gaming  
23 license I would like to discuss is compliance  
24 with -- is the LEED requirement. The gaming

1 license requires that the project be gold LEED  
2 certifiable. And the project is definitely on  
3 a path to becoming gold LEED certifiable but  
4 this will not happen -- it will not happen  
5 until November of this year. That's the way  
6 the process typically works.

7           There's a design submission and a  
8 construction submission. And to be gold LEED  
9 certifiable you need 60 LEED points. So, the  
10 LEED points relate to design features as well  
11 as construction features, like how was  
12 construction waste disposed of. How much  
13 recycling was done? How much energy is being  
14 generated on the property? And of interest 28  
15 percent -- The energy model indicates that 20  
16 percent of the energy consumption will be  
17 generated by the PV cells that are on the roof  
18 of the casino.

19           So, to kind of make it clear, the  
20 design submission -- It's expected that 37 LEED  
21 gold points will be awarded at the time of the  
22 design submission. That submission has already  
23 been made. And we are expecting final approval  
24 of those points in the coming weeks.

1                   Sometime in October, the  
2 construction submittal will be made. And we're  
3 expecting the remaining points as a result of  
4 the construction submittal. Does that make  
5 sense?

6                   COMMISSIONER MCHUGH: It does, yes.

7                   COMMISSIONER ZUNIGA: So Dane, I  
8 know that the requirement was that it be LEED  
9 certifiable.

10                  MR. WIGFALL: Certifiable, correct.

11                  COMMISSIONER ZUNIGA: Is that the  
12 case? You mean the submission to review  
13 architect, not necessarily to --

14                  MR. WIGFALL: No. The submission is  
15 to the US Green Building Council, yes. It will  
16 be gold certified but the requirement is gold  
17 certifiable.

18                  COMMISSIONER ZUNIGA: Great. Thank  
19 you.

20                  MR. WIGFALL: You're welcome.  
21 That's all I wanted to highlight from the  
22 gaming license application -- not the gaming  
23 license application, the gaming license  
24 agreement. Now I would like to move onto the

1 RFA-2 application, which is table two.

2 As you know the project documents  
3 obligate the licensee to honor the commitments  
4 made during the RFA-2 application. Table two  
5 summarizes the 33 preopening commitments made  
6 on the RFA-2 application. Many of the  
7 commitments deal with the same requirement.  
8 And I'll explain. Many of the commitments here  
9 would be captured under becoming gold  
10 certifiable. Many more will be satisfied as  
11 part of the Route 1 infrastructure  
12 improvements.

13 And I would just like to discuss two  
14 categories, actually three categories of  
15 commitments made on the RFA-2 application. The  
16 first one is a kind of fun requirement. That  
17 is to use art from local artists.

18 CHAIRMAN CROSBY: Which number is  
19 that?

20 MR. WIGFALL: I'm sorry, number 12,  
21 commitment number 12. Penn National is going  
22 to use a sculpture of the hands of the  
23 receiver. What's the receiver's name, Jack?

24 MR. RAUEN: Gerard Phelan.



1 MR. WIGFALL: His hands catching the  
2 pass. That's a sculpture that's going to be  
3 used. And they are in negotiation on looking  
4 for an artist with whom they can display their  
5 artwork. That hasn't happened, but it's in the  
6 works.

7 CHAIRMAN CROSBY: Just out of  
8 curiosity Lance, is that an artist, or would  
9 you expect to be turning it over from time to  
10 time or what?

11 MR. GEORGE: I don't know that we  
12 have a strong preference. We certainly want to  
13 meet the requirement, but certainly have no  
14 issue with something that would rotate.

15 CHAIRMAN CROSBY: We think it'd be a  
16 great idea. And artists have talked about  
17 this. One thing they need is display space.  
18 Whether it was every three months or six  
19 months, whatever. I think the idea of giving a  
20 number of artists a chance to rotate through  
21 your facility would be great.

22 MR. RAUEN: We've talked to two  
23 artists so far and that concept has not clicked  
24 with them. And we will keep looking until we

1 find someone.

2 CHAIRMAN CROSBY: Really? They only  
3 wanted to do it on a permanent basis?

4 MR. RAUEN: More of a compensatory  
5 basis.

6 CHAIRMAN CROSBY: You could offer  
7 them for sale.

8 MR. RAUEN: We certainly did that.

9 COMMISSIONER STEBBINS: I think we  
10 can work on that. It would potentially also  
11 help your vendor diversity.

12 MR. RAUEN: We remain committed to  
13 it. We just have not clicked with the right  
14 artist yet, but we'll keep looking.

15 MR. WIGFALL: Now I'd like to  
16 discuss commitment number 13, 14, 15 and 16.

17 CHAIRMAN CROSBY: I like those  
18 artists are getting capitalistic. It's great.

19 MR. WIGFALL: Commitments 13, 14, 15  
20 and 16, those all relate to the MassDOT  
21 infrastructure improvements. And that work has  
22 all been done. It was finally inspected  
23 yesterday. And we're expecting the final  
24 letter from MassDOT indicating completion

1 tomorrow.

2 And the work I am referring to is  
3 the median break on Route 1, the traffic  
4 signal, the left turn into the property, the  
5 traffic signal at the base of the off-ramps  
6 from southbound 495. Left turn from Route 1  
7 onto Route 152, all of that work has been  
8 completed.

9 COMMISSIONER ZUNIGA: Dane, is the  
10 traffic light working?

11 MR. WIGFALL: Yes, it's working. I  
12 used it yesterday. Yesterday afternoon it  
13 became live.

14 MR. RAUEN: We can now make lefts in  
15 and out.

16 COMMISSIONER ZUNIGA: Excellent, I'm  
17 planning to visit. So, I wondered if I could  
18 use it.

19 MR. RAUEN: And as we said, that's a  
20 big step. For MassDOT to activate that light  
21 and allow us to use it, is a very positive  
22 thing. And we are just waiting on their  
23 overall letter at this point.

24 COMMISSIONER ZUNIGA: Great.

1 MR. WIGFALL: The last RFA-2  
2 commitment I'd like to speak to is commitment  
3 number 31. And that's the regulatory  
4 accommodations for the State Police and for MGC  
5 workers. And I just have some notes here. I  
6 don't really need them.

7 The regulatory accommodations,  
8 they're going to be -- Basically, the MGC  
9 workers are going to be housed in a new racing  
10 regulatory building. Photos of the building  
11 are in my report in the photo attachment.

12 And an overview of accommodations  
13 are the building will have six offices. It  
14 will have a reception area. Of course, it will  
15 have regular bathrooms, but it will also have  
16 what is known as a clean bathroom which is used  
17 only for drug testing.

18 The State Police will be  
19 accommodated in State Police offices, which are  
20 near Penn National's HR office. And their  
21 accommodations are also -- There are also  
22 photos of those accommodations in the photo  
23 attachment.

24 But they consist of a supervisor's

1 office, workspace for six to seven  
2 professionals, a reception area, holding room,  
3 -- You know what that is for people who have to  
4 be detained. -- evidence room, a surveillance  
5 room and a kitchenette. These accommodations,  
6 they are in use now and they have been accepted  
7 by the State Police.

8           There are a few other aspects of the  
9 regulations that I would like to address. The  
10 next item is the certificate of occupancy and  
11 elevator permits. These are important  
12 deliverables.

13           To make the matter simple, a  
14 certificate of occupancy for the casino floor  
15 is expected tomorrow. They have temporary CFOs  
16 for the back-of-house areas. So, workers are  
17 being trained right now. They have a CFO for  
18 the racing regulatory building. But the  
19 important CFO for the casino area, which will  
20 also encompass the back-of-house areas is  
21 expected tomorrow.

22           Regarding the elevator permits,  
23 there are five elevators on the property. We  
24 have elevator permits for four of the five.

1 The remaining service elevator we're expecting  
2 to be permitted tomorrow as well.

3 And the last item that I would like  
4 to address comes from regulation 151 and it  
5 speaks to the -- I hate saying this word. --  
6 ancillary services.

7 CHAIRMAN CROSBY: Why do you hate  
8 saying that word?

9 MR. WIGFALL: It came out good that  
10 time. I struggle with that word. So, the  
11 regulation basically says that that the  
12 ancillary services have to be consistent with  
13 that in the RFA-2 application. And again, we  
14 are speaking to Flutie's Restaurant, the sports  
15 bar in the application, Slack's Oyster Bar, the  
16 food court, the Revolution 1776 Bar, which in  
17 the RFA application was called the stage bar  
18 and the multipurpose function room, which is on  
19 the second floor of the simulcast building.

20 Everything is consistent with what  
21 was indicated in the RFA-2 application. One of  
22 the restaurants has to be accessible without  
23 crossing the gaming floor that's Slack's Oyster  
24 Bar. You don't have to cross the gaming floor

1 to enter that restaurant. And that restaurant  
2 is also open to minors. That's the bulk of  
3 what I have to say.

4 COMMISSIONER MCHUGH: Very thorough.  
5 Thank you.

6 CHAIRMAN CROSBY: Great. Any other  
7 questions, Commissioner?

8 COMMISSIONER ZUNIGA: The  
9 certificate of occupancy that is expected to be  
10 issued tomorrow, I suspect the inspector or  
11 inspectors have been on the premises and have  
12 been looking at the progress and may be aware  
13 of any outstanding or punch list items at this  
14 point.

15 MR. WIGFALL: I met with the  
16 inspector several times. And for the last week  
17 or so, he's been there every day. And he  
18 communicates to me that the facility is in very  
19 good shape. They've been doing the fire  
20 testing. And everything is as it should be  
21 according to him.

22 COMMISSIONER ZUNIGA: Great, good.

23 COMMISSIONER CAMERON: I just would  
24 like to comment on the amount of planning and

1 preparation done by everyone involved. Dane,  
2 you in particular did an excellent job of  
3 hosting these preplanning meetings in  
4 correlation with Director Day. It was  
5 impressive to me the amount of work, the amount  
6 of preparedness with all of the stakeholders.  
7 So, good job well done by everyone.

8 MR. WIGFALL: Thank you. Jack would  
9 you like to add anything?

10 MR. RAUEN: I'm used to talking way  
11 more than Dane. So, I sit and listen. Just  
12 one thing, Dane has been with this project  
13 since the day we got our license. He's never  
14 missed a beat. He's been a thorough and  
15 diligent overseer of our activities for months  
16 now. We appreciate his efforts and agree with  
17 the contents of his report.

18 COMMISSIONER MCHUGH: Great.

19 MR. WIGFALL: Thank you.

20 CHAIRMAN CROSBY: Dane, there's a  
21 lot of stuff in your report here about the DOR  
22 deal. There's a manual system in effect that's  
23 been operating for a while, right? Are you  
24 going to talk to that?



1 MR. DAY: Actually, I can help out a  
2 little bit. It's not a manual system. There  
3 is a software connection that has been  
4 approved. Basically, if someone wins a \$1200  
5 jackpot, the Penn software or the computer will  
6 ping the DOR computer. That computer will then  
7 identify if there's a debt. That information  
8 will be sent back to the Penn computer and the  
9 amount deducted at that point.

10 CHAIRMAN CROSBY: That's done on a  
11 real-time basis?

12 MR. DAY: No. As I understand  
13 correctly, the information isn't updated on a  
14 real-time basis. I think it's every 24 hours,  
15 but the transaction is on a real-time basis.

16 COMMISSIONER ZUNIGA: There's a 12-  
17 second delay, right -- as the MOU stipulates.

18 MR. DAY: Yes. The MOU in the  
19 packet, I think it had two signatures, I'm not  
20 sure. But it has been signed by DOR as well.  
21 So, it's ready to go.

22 CHAIRMAN CROSBY: You guys are  
23 familiar with that and comfortable with the way  
24 that works.

1 MR. GEORGE: We are. I think you're  
2 referencing the real-time updates. I think  
3 that's something going forward we'd like to  
4 have addressed. But we can certainly live with  
5 where we are at right now.

6 CHAIRMAN CROSBY: And if it's only a  
7 24-hour -- For a while, we were talking about a  
8 week delay or more. If it's only a day that's  
9 a --

10 COMMISSIONER CAMERON: It was  
11 manual.

12 CHAIRMAN CROSBY: Great.

13 MR. DAY: Mr. Glennon was shaking  
14 his head when I asked him about 24 hours, just  
15 to make sure.

16 CHAIRMAN CROSBY: Great.

17 MR. DAY: Thank you Dane. Maybe  
18 John and his team could join me.

19 MR. GLENNON: Good afternoon, Mr.  
20 Chairman, Commissioners. It's really a  
21 pleasure to be here this afternoon with the  
22 people on my right and my left. I want to  
23 thank Ali Ghanavani and Bob Schrader from GLI  
24 and their team for all of the hard work that

1 I'm going to report out on today.

2 Ali is to my left and is going to  
3 help me answer technical questions. And on the  
4 Penn team both Jason Gittle and Mike Thoma and  
5 their team, people like Albert Delagarza have  
6 done a lot of hard work to get us to where we  
7 are today. So, the gentlemen to my right and  
8 to my left, I think we all worked very well  
9 together and that's hopefully what you'll hear  
10 out of today's report.

11 The first item of business I want to  
12 talk to is the network security plan that was  
13 submitted by Plainridge Park Casino. I  
14 reviewed that plan. I had Kevin Burns, the  
15 Chief Information Security Officer for the  
16 Commonwealth and his staff also review that  
17 plan. And I have recommended to Rick that he  
18 approve that plan as part of the internal  
19 controls. So, that's in my memo. I will  
20 entertain any questions on that, if you have  
21 any.

22 COMMISSIONER MCHUGH: Are you  
23 talking about your memo of June 15, John?

24 MR. GLENNON: Yes, the one that's in

1 the packet.

2 COMMISSIONER MCHUGH: There are two  
3 questions I would ask there. On page three  
4 under heading five, it says according to the  
5 most recent GLI test reports, there is  
6 currently one issue remained to be resolved.  
7 Is that the one machine that doesn't have the  
8 hard drive?

9 MR. GLENNON: No, actually, we got  
10 that machine tested. You jumped a little bit  
11 ahead of me, Judge. I was pausing to try to  
12 address the security one. Then I'm going to  
13 move onto the second part of the memo.

14 So, if there are any questions on  
15 the security piece? We're good. The second  
16 piece --

17 COMMISSIONER STEBBINS: John, I'm  
18 sorry about that. I think I'm in the right  
19 section, back on page one, right?

20 MR. GLENNON: It's just the section  
21 the recommendation to Rick, just that first one  
22 paragraph.

23 COMMISSIONER MCHUGH: I see. I'm  
24 sorry.

1                   COMMISSIONER STEBBINS: You're  
2 planning to conduct a security audit sometime  
3 during the first year of operation. Can you  
4 give me the rationale? It seems like a pretty  
5 long time before you conduct a security test.

6                   MR. GLENNON: We are expecting that  
7 the plan is being followed. And that going in  
8 to check on compliance with the plan, I think  
9 we're saying at some point during the first  
10 year, we are going to go in and make sure that  
11 what's on paper is what's actually is being  
12 done. So, I think that's the audit.

13                   I think we're pretty comfortable  
14 based on the work that has been done that the  
15 infrastructure is secure and it's been done  
16 securely. I think it's a matter of going back  
17 and checking to make sure the plan is being --

18                   CHAIRMAN CROSBY: You're not saying  
19 it'll be done in a year. You're saying  
20 sometime within the first year.

21                   MR. GLENNON: Yes. I think a visit  
22 within the first year to make sure things that  
23 are called in the plan are being complied with.  
24 Yes.

1 COMMISSIONER STEBBINS: Okay.

2 Thanks for clarifying that.

3 MR. GLENNON: So, the second section  
4 is the work around the testing of machines. As  
5 you all know, we promulgated regulations around  
6 ensuring that the electronic devices or slot  
7 machines meet a certain level of technical  
8 standards that the Commonwealth has published.

9 And we also in the past year have  
10 engaged two certified independent test  
11 laboratories to work on our behalf and provide  
12 those results in terms of the fairness of the  
13 game.

14 For the opening of Plainridge Park  
15 Casino, the Commission engaged GLI to come in  
16 and test all of the components of the operation  
17 from an electronic gaming and software  
18 standpoint.

19 So, to comply with our regulations  
20 in that area, the ACSC system or the slot  
21 management system was tested for communications  
22 with the devices. Each individual device was  
23 tested to make sure that the software signature  
24 matched the approved software for a signature

1 of a device that's been approved to operate in  
2 the jurisdiction, or at least, I'm sorry,  
3 certified by GLI to operate in the  
4 jurisdiction.

5 So, GLI's report and letter  
6 basically states that we're in compliance in  
7 all of those areas. Now, Judge -- Commissioner  
8 I'll entertain questions.

9 COMMISSIONER MCHUGH: In paragraph  
10 five on page three, it says there's one issue  
11 remaining to be resolved in the ACSC IDS  
12 intercept area.

13 MR. GLENNON: There are two machines  
14 with \$100 denomination. And I believe Ali  
15 tested them yesterday.

16 MR. GHANAVANI: Good afternoon,  
17 Chairman and Commissioners. Yes. We tested  
18 those machines yesterday. And everything is in  
19 compliance with your regulation.

20 CHAIRMAN CROSBY: Great.

21 COMMISSIONER MCHUGH: Okay. Thank  
22 you.

23 CHAIRMAN CROSBY: I have something  
24 that's really in the nature of a nit, but we

1 have been challenged by the tribe about whether  
2 or not we properly understood the distinction  
3 between slot machines and gaming positions.

4 And on your item one on here under  
5 section two, your header refers to electronic  
6 gaming devices and electronic table games  
7 together as EGDs. The next sentence makes a  
8 distinction between EGDs and table games, which  
9 there isn't. But that was the point that the  
10 tribe was trying to make.

11 So, maybe just for the sake of  
12 complete consistency this could be redone just  
13 to make sure that it doesn't inadvertently  
14 suggest that table games are not EGDs.

15 MR. GLENNON: So, we're making a  
16 distinction between electronic gaming positions  
17 and electronic gaming devices. The slot  
18 machine is an electronic gaming device and we  
19 allowed in our license up to 1500 gaming  
20 positions. I will try to make the language  
21 clearer.

22 CHAIRMAN CROSBY: The second line it  
23 just says -- In your underlined line, your  
24 header, you say it right. But in the second



1 line down where it says 1222 EGDs and 28 table  
2 games that's not right.

3 MR. GLENNON: So, the 28 table games  
4 each have a combined total of 250 gaming  
5 positions associated with those 28 table games  
6 giving you the total for 1500.

7 So, I was trying to call out the  
8 difference in terms of the level. So, the  
9 1222, Mr. Chairman, plus the 28 equal the 1250  
10 electronic gaming devices which our gaming  
11 regulation allows.

12 COMMISSIONER ZUNIGA: That sentence  
13 in my opinion should simply read 28 electronic  
14 table games.

15 MR. GLENNON: Okay.

16 MR. DAY: That's correct. And I  
17 think that's something that was missed somehow  
18 in the final draft.

19 MR. GLENNON: Okay.

20 COMMISSIONER MCHUGH: It's a  
21 mechanical correction that can easily be made.

22 CHAIRMAN CROSBY: It's not  
23 substantive at all but given that this issue  
24 has been raised --

1 MR. GLENNON: I think we spent a lot  
2 of time talking about this to try to make it  
3 clear. So, I absolutely want to make sure that  
4 it's understandable.

5 CHAIRMAN CROSBY: Okay. Great,  
6 thanks.

7 COMMISSIONER MCHUGH: I also wanted  
8 to note on page four that all of the cabling is  
9 in place for the hookup of the CMS. That's  
10 really terrific. So, now it's carrying out the  
11 testing of the receptors and the like. But all  
12 of the infrastructure is in place. So, that's  
13 ready to go.

14 MR. GLENNON: Again, I want to  
15 credit another partner, the people at IGT  
16 worked with Penn to have this work done. It  
17 was something that Mike and Jason asked to be  
18 done in advance so that there was minimal  
19 disruption to the gaming floor. This work is  
20 done. So, that's really good.

21 COMMISSIONER MCHUGH: That's great.

22 MR. GLENNON: I do have one other  
23 thing. There's a section in here about  
24 certifying ACSC on the machines but I also need

1 you to permit the platforms that are down  
2 there.

3           There's a list in your packet of 36  
4 platforms which we need to issue a permit for.  
5 On a go forward basis, the gaming lab will  
6 issue those permits. The process will be the  
7 manufacturer will submit the GLI certification.  
8 The gaming lab will issue a permit. And then  
9 those devices, as many as the manufacturer  
10 wants to sell can be sold to the jurisdiction.

11           At this point, I would ask the  
12 Commission issue a permit for these platforms,  
13 each of which represents a unique prototype  
14 that's being used at PPC.

15           MR. DAY: Just for Commissioners'  
16 reference, it should be the last item before  
17 the start of the responsible gaming tab. It  
18 has a list of Ainsworth, Aristocrat, Bally,  
19 IGT, Konami, Multimedia and WMS, one table.

20           COMMISSIONER ZUNIGA: So, this is,  
21 John, in essence the type of games that are  
22 just repeated by the number of machines?

23           MR. GLENNON: Correct. But the  
24 signature and the test that is related to these

1 platforms will be used to make sure that  
2 instances of that game that are sold are  
3 exactly as was tested.

4 The permits that are associated with  
5 these platforms will be associate with  
6 individual assets, the individual slot machines  
7 on the floor. Then when we have CMS in, the  
8 signatures from the tests provided by GLI will  
9 be matched with the signatures that are  
10 returned from the machine when it's pulled.

11 COMMISSIONER ZUNIGA: Fair enough.  
12 Do you need a specific vote for this?

13 MR. GLENNON: We have two votes  
14 right, one to permit and the other is the  
15 approval of the floor or maybe not.

16 MR. DAY: On this particular area,  
17 Commissioner Zuniga, we do need a vote to  
18 permit this list of manufacturer machines  
19 essentially. Once they are permitted, then the  
20 individual asset will be registered by staff  
21 on-site.

22 CHAIRMAN CROSBY: Do you want to  
23 take it?

24 COMMISSIONER ZUNIGA: Sure. I would

1 then move that this Commission issue the  
2 permits for the associated prototypes outlined  
3 in the packet for the manufacturers listed  
4 Ainsworth, Aristocrat, Bally, IGT, Konami,  
5 Multimedia and WMS to be used as prototypes.

6 CHAIRMAN CROSBY: Second?

7 COMMISSIONER CAMERON: Second.

8 CHAIRMAN CROSBY: Discussion? All  
9 in favor, aye.

10 COMMISSIONER MCHUGH: Aye.

11 COMMISSIONER CAMERON: Aye.

12 COMMISSIONER ZUNIGA: Aye.

13 COMMISSIONER STEBBINS: Aye.

14 CHAIRMAN CROSBY: Opposed? The ayes  
15 have it unanimously.

16 MR. GLENNON: Thank you very much.

17 COMMISSIONER MCHUGH: We jumped  
18 over, which is fine, two questions that I had  
19 in the GLI report. Can we just talk about  
20 those briefly?

21 MR. GLENNON: Absolutely.

22 COMMISSIONER MCHUGH: Page 12 of the  
23 report, there's a note there. It says look, so  
24 I did. I just don't understand that paragraph.

1                   It says GLI recommends that all  
2 Power Rewards promotions once enabled continue  
3 without interruption. I just don't understand.

4                   MR. GLENNON: Can you refer me? Is  
5 this the letter that was sent to Penn that's  
6 related to ACSC or is this the certification  
7 letter, because there are four GLI letters in  
8 the packet.

9                   COMMISSIONER MCHUGH: I think it's  
10 the certification letter.

11                  MR. GLENNON: The first two letters  
12 were provided by GLI.

13                  COMMISSIONER MCHUGH: It's an April  
14 10, 2015 report issued by GLI certification of  
15 new Bally Technologies Emergency Pack Version.

16                  CHAIRMAN CROSBY: It's the one long  
17 document there.

18                  COMMISSIONER MCHUGH: Right. It's  
19 the real long document. That's page 12 of  
20 that.

21                  MR. GLENNON: This particular  
22 document was issued by GLI to Penn on their  
23 behalf. And our work basically assured that  
24 the version that's installed is what was in

1 this report. So, Ali, I don't know if you can  
2 address the issue.

3 MR. GHANAVANI: The Power Rewards  
4 allows the patron to accumulate points by  
5 playing the games. These points would be  
6 converted into basically coin in for the  
7 customer can come to the gaming device and  
8 download them.

9 So, essentially they are like  
10 monetary values that the customer has. So, the  
11 indication over here is that basically that  
12 portion has to be up and running at all time.  
13 So, the first one that says look, the first  
14 part that you had mentioned that indicates that  
15 we're just saying that that system that  
16 operation has to be operating at all time in  
17 order for patron to accumulate their point  
18 while they're playing the games.

19 COMMISSIONER MCHUGH: Oh, I see.  
20 It's the machinery that has to be operating.  
21 The hardware and software not the specific  
22 promotion that may be in place.

23 MR. GHANAVANI: Yes, Sir. That  
24 means that has to be running at all time in

1 order for the patron to accumulate the points.

2 COMMISSIONER MCHUGH: Got it. I  
3 understand. That was my confusion then, you're  
4 talking about the hardware and the software.  
5 That answers that question.

6 On the next page, there's another  
7 look. And it says GLI recommends the  
8 manufacturer's ability to remotely access the  
9 system for any reason to be closely monitored  
10 by the regulatory agency. Why should the  
11 manufacturer have the ability to remotely  
12 access the system?

13 MR. GHANAVANI: There are occasions  
14 where the system needs to be either modified or  
15 remotely accessed to be repaired by permission  
16 from the MGC. So, in those instances what we  
17 are saying is that it is imperative that MGC  
18 knows about it and be present at those times so  
19 they can monitor exactly what is being changed,  
20 what is being touched.

21 Because this portion really affects  
22 the revenue. So, anything that affects revenue  
23 and accountability and integrity, we wanted the  
24 MGC to be present. So, these are basically



1 informative information for MGC to know so they  
2 are aware of it.

3 COMMISSIONER MCHUGH: Then we would  
4 have some procedure in place to make sure that  
5 a remote manufacturer couldn't access it  
6 without our knowledge and permission.

7 MR. GLENNON: Yes. I think in  
8 technology remote hands and diagnostics and  
9 fixing is common place. But I'm going to turn  
10 to Jason and Mike. Can you talk to this?

11 MR. GITTLE: Sure. There is a  
12 process in place in our internal controls for  
13 remote access especially from the Bally team.  
14 If there was some problem with the Corey  
15 (PHONETIC) CSE system either on the slot  
16 management side or on the customer management  
17 side.

18 To make it easy to understand, those  
19 controls are simply this. Nobody has access to  
20 that system without us turning it on. And  
21 John's requirements require us to log when we  
22 open that system up to somebody remotely. That  
23 this is a fully auditable thing through the  
24 system. And I believe that's what we're

1 talking about here.

2 COMMISSIONER MCHUGH: Okay, good.  
3 Thanks very much. That's it. Thank you.

4 MR. GLENNON: Thank you very much.

5 CHAIRMAN CROSBY: Did you say we  
6 needed two votes? I thought somebody said  
7 something about two votes.

8 MR. DAY: We should have an approval  
9 vote for the slot floor as in compliance.

10 CHAIRMAN CROSBY: Now?

11 MR. DAY: John isn't that basically  
12 what you're asking for?

13 MR. GLENNON: I think that was my  
14 recommendation in the memo, but as a part of  
15 the opening if you are approving the facility  
16 to open I would think that my report and  
17 recommendation could be taken up as a part of  
18 the whole. You could do an individual  
19 approval. I think I want the Commission to  
20 approve the slot floor and the certifications  
21 to validate what GLI has presented us because I  
22 am recommending that. But it can be done as a  
23 separate vote or it could be done as part of  
24 your deliberation at the end.

1 COMMISSIONER MCHUGH: Sure.

2 CHAIRMAN CROSBY: Catherine, do you  
3 have sense one way or the other, the preference  
4 from the General Counsel?

5 MS. BLUE: I think they can be done  
6 as part of the whole makes more sense.

7 MR. GLENNON: Thank you.

8 COMMISSIONER MCHUGH: Thank you very  
9 much.

10 MR. DAY: Mark, please pull up a  
11 chair. That brings us to responsible gaming.

12 MR. VANDER LINDEN: Good afternoon,  
13 Commissioners. I am joined by Roberta Gregoire  
14 who is a compliance manager with Plainridge  
15 Park Casino.

16 Before we start I just want to  
17 appreciate Roberta and the work that we've done  
18 together. There's been many unknowns that  
19 we've grappled with along the way in trying to  
20 figure out the most logical path.

21 At some point, it's required us to  
22 backtrack a little bit. And Roberta has been  
23 gracious and accommodating to some of those  
24 changes. So, thank you Roberta. And actually

1 Lance as well, recognizing his leadership from  
2 the beginning of this and working with us.

3           What we're trying to do is provide  
4 probably one of the most robust and innovative  
5 responsible gaming programs in the United  
6 States. That is both incredibly exciting and  
7 challenging at the same time. I'm going to  
8 provide an update to you on some of the  
9 responsible gaming initiatives today and where  
10 things stand.

11           So, in order for Plainridge Park  
12 Casino to open, there are several key gaming  
13 responsible gaming initiatives that must be  
14 operational and policies approved by the  
15 Massachusetts Gaming Commission. Those include  
16 the voluntary self-exclusion program, the  
17 voluntary credit suspension program, the  
18 GameSense Information Center and the Plainridge  
19 Park Casino responsible gaming plan. I'm just  
20 going to cover each one of those with you and  
21 let you know where they stand and very briefly  
22 what they are.

23           The voluntary self-exclusion program  
24 first. Voluntary self-exclusion provides

1 patrons with one means addressing problem  
2 gambling behavior by prohibiting their entrance  
3 into the gaming area of the gaming  
4 establishment or any area in which pari-mutuel  
5 or simulcast wagers are placed.

6 Voluntary self-exclusion policies  
7 and procedures meet the requirements of 205 CMR  
8 133. The VSE program became operational last  
9 Friday, June 12. Currently, persons may enroll  
10 either through the Mass. Council on Compulsive  
11 Gambling or with us at the Massachusetts Gaming  
12 Commission.

13 When Penn opens, the Penn security  
14 staff has been trained also as designated  
15 agents. And they are prepared now to enroll  
16 patrons and enforce the program. When they  
17 open, there will be three locations where there  
18 are designated agents to enroll persons into  
19 the voluntary self-exclusion program.

20 It will be at Plainridge Park. It  
21 will be primarily our GameSense advisors.  
22 Secondary to that will be our gaming agents,  
23 and then third to that will be the security  
24 staff at Penn.

1           In addition to on-site there, we  
2 will have the capacity to do it at the Gaming  
3 Commission and the Mass. Council on Compulsive  
4 Gambling is the third location. We'll be  
5 looking to expand that network of designated  
6 agents. The goal being that we want to create  
7 as few barriers as possible to enrollment.

8           COMMISSIONER ZUNIGA: Mark, at some  
9 point -- Remind me. We've talked about signing  
10 up for that self-exclusion to include  
11 conversation or a couple of questionnaire, etc.  
12 Is everybody going to be administering that  
13 conversation the same way?

14           MR. VANDER LINDEN: Yes. We have  
15 trained the GameSense advisors, the gaming  
16 agents, the Mass. Council on the engaged  
17 approach. We're calling it engaged approach.

18           It's not a clinical approach, but  
19 it's recognizing the situation, the opportunity  
20 to take an additional step to connect a person  
21 who is enrolling with additional help.

22           The security staff at Penn, we did  
23 not provide extensive training on what that  
24 engaged approach means. I did the trainings

1 with the security staff earlier this week. I  
2 reinforced the idea of what an opportunity  
3 there is here, what resources are available.

4           There will be a packet of  
5 information that can connect people to  
6 resources. I didn't include a lot more  
7 information about the engaged approach because  
8 quite honestly the Penn security staff will  
9 rarely and possibly never actually be enrolling  
10 people in the program. But we wanted to have  
11 that third layer of support on-site in case we  
12 ever needed it.

13           And secondary to that we also want  
14 the Penn security staff to know about the  
15 voluntary self-exclusion program and what  
16 complex situation that they will be dealing  
17 with when somebody is asking to enroll in the  
18 voluntary self-exclusion program.

19           COMMISSIONER ZUNIGA: Okay. Great.

20           MR. VANDER LINDEN: The second that  
21 I want to discuss is the voluntary credit  
22 suspension program. So, voluntary credit  
23 suspension allows patrons who do not wish to  
24 enroll in the voluntary self-exclusion program

1 an option to impose some restriction on their  
2 personal access to financial credit within the  
3 casino.

4 The voluntary credit suspension  
5 policy and procedures meet the requirements of  
6 205 CMR 138.44, which is that patron request  
7 for suspension of credit privileges. When  
8 Plainridge Park opens, staff will be prepared  
9 to enroll patrons and enforce the program.

10 I was also out working with staff at  
11 Plainridge Park earlier this week and provided  
12 training on that program. Our GameSense  
13 advisors will also be prepared to enroll  
14 patrons in the voluntary credit suspension  
15 program. They will be trained on that either  
16 tomorrow or Tuesday of next week, but we  
17 anticipate that the primary way in which  
18 patrons will enroll in that program would be  
19 through the staff at Plainridge Park. Again,  
20 it's important for everybody to know the range  
21 of different options and programs that we have  
22 available.

23 COMMISSIONER ZUNIGA: Is there a  
24 reason why it is that credit suspension is



1 abbreviated BSE or is that a typo?

2 MR. VANDER LINDEN: That would be a  
3 typo, sorry, good catch.

4 CHAIRMAN CROSBY: Just trying to  
5 show off to the audience.

6 COMMISSIONER ZUNIGA: That I read  
7 it, yes.

8 CHAIRMAN CROSBY: We actually read  
9 these things.

10 COMMISSIONER ZUNIGA: We do read  
11 these things, right.

12 MR. VANDER LINDEN: One thing I know  
13 about the Gaming Commission is they read all of  
14 the documentation.

15 The GameSense Info Centers, I could  
16 talk at length about the GameSense Info Centers  
17 but I will try to be brief on that. This is  
18 one of the pieces that I am most excited about.  
19 The GameSense Info Centers will be a central  
20 hub at Plainridge Park Casino for information  
21 and resources on positive play as well as at-  
22 risk and problem gambling.

23 The GameSense Information Centers  
24 will be staffed by GameSense advisors. Three

1 of the four GameSense advisors began training  
2 on June 4 and will be prepared for the opening  
3 on June 22. And I wanted to add that I just  
4 found out today that the fourth advisor, an  
5 offer has been extended to that person.

6 The GameSense advisors will provide  
7 a range of responsible gaming and problem  
8 gambling information to any casino guest or off  
9 the clock Plainridge Park employees from 10:00  
10 AM to 2:00 AM. GameSense advisors will also be  
11 the primary respondents to those seeking to  
12 enroll or gain more information about the  
13 voluntary self-exclusion and play management  
14 tools.

15 The GameSense Information Centers  
16 meet the requirements of 23K specifying an on-  
17 site space for independent substance abuse and  
18 mental health counseling services.

19 Our GameSense advisors have been in  
20 extensive training. I'm thrilled with what  
21 they are learning and what tools, resources and  
22 wealth of information they will bring to the  
23 patrons who are coming to the casino.

24 COMMISSIONER CAMERON: Two quick

1 questions. One is since the 22nd do you know  
2 if anyone has signed up yet?

3 MR. VANDER LINDEN: We haven't  
4 signed up anybody at the Commission. And I  
5 have not heard of anybody signing up through  
6 the Council as of yet. We put out a press  
7 release last Friday. It was picked up by some  
8 media outlets. I think that we need to try to  
9 take another look at how we can further promote  
10 this program.

11 COMMISSIONER CAMERON: Secondly, I  
12 was out on Tuesday. And your GameSense Center  
13 had not been furnished at that point. Has that  
14 happened to date or are you expecting that  
15 soon?

16 MR. VANDER LINDEN: It's trickling  
17 in. Perhaps Roberta can provide an update on  
18 some of that.

19 MS. GREGOIRE: Good afternoon.  
20 Yesterday when I was in the area, I noticed  
21 that the counseling room had furniture. It had  
22 two chairs. And the main area has a table and  
23 two chairs.

24 COMMISSIONER CAMERON: Great.

1                   COMMISSIONER MCHUGH: There's a  
2 picture I think in the packet that Dane  
3 provided us with the GameSense logo on the top.

4                   MR. VANDER LINDEN: And that's an  
5 example of an area where they have been very  
6 helpful, Penn has been very helpful. We  
7 specified what we wanted the sign to look like.  
8 And it's exactly what we got. I think it looks  
9 great.

10                   We are needing to add some  
11 additional signage in the center. I think that  
12 if that's not completely finished by the time  
13 of opening, we will be working towards that.  
14 We are also working with our contractor who is  
15 promoting the GameSense Info Centers and  
16 GameSense in general to finish that area off as  
17 well.

18                   COMMISSIONER CAMERON: Great. Thank  
19 you.

20                   COMMISSIONER ZUNIGA: I am also very  
21 excited about this piece. I had an opportunity  
22 to meet three of the GameSense advisors  
23 recently -- The chair was there as well. -- for  
24 part of their training. And there's a lot that

1 is coming to fruition in this engaged approach.  
2 And that is very exciting. It's good for the  
3 industry. It's good for the people here in  
4 Massachusetts and I'm very much looking forward  
5 to it.

6 CHAIRMAN CROSBY: While we are  
7 talking about this, I spent an afternoon at the  
8 Gateway Casino in Vancouver with the GameSense  
9 people and with also the manager, the marketing  
10 director actually of the casino.

11 And they had figured out a way --  
12 They are really integrated. It was incredible.  
13 The casino operator really feels that the  
14 success of the GameSense program is an integral  
15 part of their success.

16 Part of what the GameSense program  
17 does is goes out into the community and markets  
18 responsible gaming in a way that the operator  
19 couldn't do. So, it will take us a while.

20 We'll figure all of this out, but  
21 there really are a lot of best practices where  
22 we -- The four staff are constantly referring  
23 to the GameSense advisors, people that they  
24 think it might be good to talk to, people that

1 might be in trouble. So, it was a really great  
2 working relationship. I was afraid it would be  
3 an adversarial tense relationship. So, that's  
4 what we'll aspire to doing too with you guys.

5 MR. VANDER LINDEN: It's a model  
6 that absolutely we're working towards and  
7 aspiring to.

8 Before we move on, I want to  
9 recognize the Mass. Council on Compulsive  
10 Gambling. They are the agency that is hiring,  
11 arranging the training and working tirelessly  
12 to make this happen. They have been just a  
13 fantastic partner in moving this from concept  
14 to practice over the past several months.

15 The final piece is the Plainridge  
16 Park Casino responsible gaming program. The  
17 PPC responsible gaming program outlines  
18 policies, procedures and programs consistent  
19 with the MGC's expectations that gaming be  
20 conducted in a manner to minimize harm.

21 The responsible gaming program has  
22 adopted initiatives that address each of the  
23 six strategies outlined in the MGC responsible  
24 gaming framework. Highlighted in the plan are

1 efforts to incorporate and adopt the GameSense  
2 branding strategy, the GameSense Info Centers,  
3 play management tools, protections for  
4 vulnerable and underage populations,  
5 responsible alcohol service practices and  
6 responsible marketing practices.

7           Moving forward, I'll continue to  
8 work with the Plainridge Park Casino  
9 responsible gaming committee which is outlined  
10 within that plan to strengthen these strategies  
11 and assure that they are successfully  
12 implemented within the gaming establishment.

13           I feel that the key responsible  
14 gaming initiatives and policies that I've  
15 outlined are in place and meet the Commission's  
16 high expectations and statutory and regulatory  
17 requirements.

18           COMMISSIONER MCHUGH: Terrific.

19           COMMISSIONER CAMERON: Thank you.

20           COMMISSIONER ZUNIGA: Very exciting.

21           MS. GREGOIRE: I would just like to  
22 add that Mark has been terrific to work with in  
23 developing the responsible gaming program.  
24 He's been very responsive to our questions and

1 very flexible as far as scheduling the  
2 training. Our team is going through a lot of  
3 training in the last couple of weeks. And  
4 we've been able to work around their other  
5 training. It's been great. So, I think it's a  
6 great partnership and we look forward to moving  
7 ahead.

8 COMMISSIONER MCHUGH: Thank you.

9 CHAIRMAN CROSBY: Thank you,  
10 Christine (SIC).

11 MR. DAY: Jill and Shannon.

12 MS. GRIFFIN: Good afternoon. I am  
13 joined by Shannon Wells, Director of Human  
14 Resources from Plainridge Park Casino.

15 MS. WELLS: Good afternoon.

16 MS. GRIFFIN: So, in preparation for  
17 the opening of Penn National's Plainridge Park  
18 Casino, Gaming Commission staff has reviewed  
19 the regulations and licensing conditions  
20 related to workforce, supplier and diversity to  
21 ensure compliance.

22 I'm going to focus on the  
23 construction period first. As Dane Wigfall of  
24 Pinck and Company mentioned earlier, in



1 accordance with CMR 135.02 and pursuant to the  
2 licensing conditions 15 and 17, Penn National  
3 provided to the Commission the required vendor  
4 and workforce plans including an affirmative  
5 action program of equal opportunity.

6           The plan was entitled Diversity Plan  
7 for the Design and Construction Phase of  
8 Plainridge Park Casino. It was approved by the  
9 Massachusetts Gaming Commission in the public  
10 meeting of June 12, 2014. In this plan,  
11 Plainridge Park Casino established specific  
12 goals for the utilization of minority, women  
13 and veterans on construction jobs and for  
14 contracting with minority-, woman- and veteran-  
15 owned businesses.

16           Plainridge Park Casino remains  
17 strongly committed to following the diversity  
18 elements in the plan during the construction of  
19 their \$250 million gaming facility. And I'd  
20 actually really like to call out and commend  
21 the leadership of Jack Rauen who was up here  
22 earlier. He remained committed and really  
23 focused on these goals.

24           So, this commitment resulted in

1 Plainridge Park Casino exceeding their own  
2 goals and creating opportunities for 25 million  
3 of contracting opportunities for minority-,  
4 woman- and veteran-owned businesses. That's 32  
5 percent of the \$97.5 million expended,  
6 exceeding their own goal.

7           Additionally, there were strong  
8 workforce diversity results during  
9 construction. You can see this outlined in the  
10 chart above. In most cases, Plainridge Park  
11 Casino and their contractor, Turner  
12 Construction, exceeded their diversity goals.  
13 They fell a little short with the women  
14 laborers. They worked closely with the unions  
15 and did quite well overall in their workforce  
16 diversity goals.

17           Pursuant to the requirements in CMR  
18 135.02, their host community agreement requires  
19 that hiring preferences be given to residents  
20 of Plainville. Turner Construction reported  
21 that 32 residents of Plainville were in fact  
22 employed on the site.

23           So, overall you can see that their  
24 construction they did very well in terms of

1 hiring and contracting and giving equal  
2 opportunity to both vendors and laborers.

3 So during operations, as required by  
4 205 CMR 135.02 and license condition 15, the  
5 licensee submitted an affirmative marketing  
6 plan entitled Plainridge Park Casino Purchasing  
7 Practices Plan for Local and Traditionally  
8 Disadvantaged and Diverse Businesses. This  
9 plan was approved by the Commission at the  
10 August 7, 2014 meeting.

11 The licensee identified specific  
12 goals again for the utilization of local  
13 minority-, woman- and veteran-owned businesses  
14 to participate as vendors in the provisions of  
15 goods and services procured by the gaming  
16 establishment during operations. This plan  
17 also satisfied the plan requirement to identify  
18 local vendors as required by condition eight  
19 and 15 of the gaming license.

20 If you would refer to the bottom of  
21 the PDF page 103, this calls out the early  
22 results. Just under in terms of the MBE  
23 purchasing, but doing very well in the woman  
24 business enterprise spend. The veteran

1 business enterprise is a little on the low side  
2 but again these are beginning figures that we  
3 will work with Plainridge Park Casino to  
4 increase. And any veteran-owned businesses out  
5 there, please identify yourself.

6 So, in accordance -- Anytime if you  
7 have any questions, please let me know. In  
8 accordance with the licensing condition 15,  
9 Plainridge Park Casino strategic plan to engage  
10 and recruit the diverse and underemployed  
11 workforce population was approved again, at the  
12 August 7, 2014 meeting.

13 As called out in the plan,  
14 Plainridge Park Casino HR staff led by Shannon  
15 worked closely with two of the geographically  
16 closest Massachusetts career centers and  
17 community colleges to identify and recruit  
18 local and diverse and unemployed individuals.

19 You may remember that their plan  
20 outlined hiring goals that they had set with  
21 their host and surrounding communities for best  
22 efforts to hire 90 percent of individuals from  
23 the host and surrounding communities with a 10  
24 percent goal for ethnic minorities.

1           If you go to the top of 103,  
2 Plainridge Park Casino exceeded their 10  
3 percent diversity goal hiring team members who  
4 were ethnic minorities at a rate of 14 percent.  
5 They fell short of their goal to hire 90  
6 percent of individuals from the host and  
7 surrounding communities.

8           At the time of this report, host and  
9 surrounding community residents was at 36  
10 percent. I've also included in your packet a  
11 one pager that calls out the demographics of  
12 each host and surrounding community so that you  
13 can see the population and the diversity and  
14 the unemployment rates. You can see that some  
15 of the areas actually do have quite low  
16 unemployment rates.

17           As of June 11, Plainridge Park  
18 Casino had hired 32 Plainville residents. That  
19 was the second highest percentage hired from  
20 any town in Massachusetts. Attleboro and North  
21 Attleboro were the highest. They had a larger  
22 population and over 1000 applicants in the  
23 pool.

24           I've also included in your packet

1 examples of newspaper ads that Plainridge Park  
2 Casino had listed in both the local papers and  
3 diverse papers.

4           And I would also like to call out  
5 that the Plainridge Park Casino in addition to  
6 working closely with the Massachusetts career  
7 centers in Fall River, Attleboro and  
8 Framingham, they opened and staffed their own  
9 career center in Plainville. They had a job  
10 fair in Plainville in November 2014 and a  
11 culinary job fair on the property in May 2015.  
12 As you heard earlier from Dane, job fairs were  
13 also held in Foxboro, North Attleboro, Wrentham  
14 and Mansfield.

15           If you could refer on the screen to  
16 page 106 of the PDF, this is the one that's  
17 entitled average wage scale adherence. This  
18 chart compares the projections from the RFA-2  
19 application to the total forecasted payroll of  
20 Plainridge Park Casino in the first year.

21           Condition 18-11 of the gaming  
22 license requires that the average wage scale  
23 adhere to those submitted in the RFA-2  
24 application. On June 16, Plainridge Park

1 Casino staff submitted total payroll including  
2 salary and benefits for review. The  
3 information was reviewed by Gaming Commission  
4 staff as well as HLT Consultant Lyle Hall and  
5 Commissioner Zuniga and Stebbins. And compared  
6 to the information submitted as part of the  
7 RFA-2 application.

8 CHAIRMAN CROSBY: I have a question  
9 about that, Jill. And maybe it's more for  
10 Lance. It looks like you have almost 10  
11 percent fewer FTEs but about virtually  
12 identical total payroll with benefits. How did  
13 it happen that you're going to be at 50 less  
14 employees than you were thinking?

15 MR. GEORGE: I'll defer to Shannon  
16 on some of this. But FTEs, full-time  
17 equivalents, actual employees, full-time and  
18 part-time, six. We're closer in the  
19 neighborhood. So, two different calculations  
20 go into those numbers. Then I think the miss  
21 was -- Well, all in only \$26,000 miss, but  
22 certainly we underestimated in payroll - I'm  
23 sorry, overestimated in payroll, underestimated  
24 in benefits. But two different calculations

1 between FTEs and employees.

2 CHAIRMAN CROSBY: The bottom line is  
3 -- It's not a big deal. You're still spending  
4 the same amount of money on employees, which is  
5 what we were looking for, but it's a smaller  
6 number of employees by a fairly substantial  
7 number, almost 10 percent of your total  
8 employee base, if I'm reading this right, is  
9 you don't need apparently. I'm just curious  
10 how that happened? What was the mistake? I  
11 would have thought that would have been  
12 something you would predict a pretty close  
13 number.

14 MR. GEORGE: I think when we got  
15 into the meat of it, the operations folks got  
16 involved. We built out the compendium when we  
17 compared that to like properties within the  
18 Penn family, these are how the numbers shake  
19 out.

20 I think both Shannon and I will  
21 comfortably tell you that we feel that in many  
22 areas we're certainly overstaffed at this  
23 point. We'll see how that looks going forward.

24 The only place right that we've



1 talked about where we'll probably add a few  
2 more would be in the culinary positions. But  
3 right now I certainly think we're at a very  
4 comfortable level and on par with what we've  
5 seen from other Penn properties.

6 MS. WELLS: I will also say that  
7 these numbers were given to Jill late last  
8 Wednesday, I think it was. And since then,  
9 we've actually hired about 70 more folks.

10 CHAIRMAN CROSBY: Seventy?

11 MS. WELLS: Yes, so both full-time  
12 and part-time. That will change the FTE number  
13 a little bit and also the actual total number  
14 of employees.

15 CHAIRMAN CROSBY: I thought this was  
16 a projection.

17 COMMISSIONER ZUNIGA: A more recent  
18 projection but it sounds like these are recent  
19 numbers now.

20 CHAIRMAN CROSBY: Okay. Great.

21 MS. GRIFFIN: So, I would say the  
22 total payroll plus benefits estimate is  
23 virtually the same as their first year  
24 projection. The key workforce, vendor and

1 diversity programs and policies in conclusion  
2 are in place and meet the Commission's high  
3 expectations and statutory and regulatory  
4 requirements.

5 COMMISSIONER MCHUGH: Great.

6 COMMISSIONER STEBBINS: Quick  
7 question, Shannon. Did you have Bristol  
8 Community College? Did they do some safe  
9 server TIPS training for you?

10 MS. WELLS: They did Bristol and  
11 Massasoit together did our TIPS training.  
12 They're still doing it now.

13 COMMISSIONER STEBBINS: Going  
14 through Dane's checklist, there was a reference  
15 to Penn's MOU with the community colleges, but  
16 it's obviously ongoing and will be ongoing but  
17 some of it has been done prior to opening,  
18 which is great.

19 MS. WELLS: Yes.

20 COMMISSIONER STEBBINS: Thank you.

21 COMMISSIONER CAMERON: Thank you.

22 COMMISSIONER MCHUGH: Thank you very  
23 much.

24 MR. DAY: Thank you, Jill and

1 Shannon. That brings us to the inspection and  
2 internal controls section, Bruce Band, Burt  
3 Cain and Monica Chang and Roberta Gregoire.

4 CHAIRMAN CROSBY: Do you want to  
5 take a quick break? We'll take a five- or 10-  
6 minute break.

7

8 (A recess was taken)

9

10 CHAIRMAN CROSBY: We are ready to  
11 reconvene meeting 155 at about 3:00. We'll  
12 return I guess to Executive Director Day to  
13 introduce our next guest.

14 MR. DAY: Thank you, Mr. Chairman.  
15 And the next area that we've got to deal with  
16 is inspections and internal controls. And we  
17 have Monica Chang from our financial  
18 investigations unit, Bruce Band on the end and  
19 Burt Cain, our senior agent from Plainridge  
20 here today.

21 MR. BAND: We also have Roberta  
22 Gregoire from Plainridge. She's the compliance  
23 manager.

24 CHAIRMAN CROSBY: I called you

1 Christine, my apologies.

2 MR. BAND: Over the past couple of  
3 weeks while the gaming agents have been out in  
4 the field, we have been reviewing the floor  
5 plan and doing final inspections. We had I  
6 guess it was early as Tuesday, we had finished  
7 reviewing the blueprint. We had found a couple  
8 of typographical numbering errors, which we had  
9 gotten together with Jack Rauen and the  
10 architect.

11 And we should be getting a finalized  
12 blueprint tomorrow. So, everything was as it  
13 was supposed to be on there. And it meets the  
14 requirements of 151.02. Does anybody have any  
15 questions on the floor plan at all?

16 The second thing was the hours of  
17 operations which they reported their gaming day  
18 would be starting at 6:00 AM and finishing at  
19 5:59:59 the next day. That was all in  
20 compliance as well.

21 Over the past couple of months,  
22 we've been reviewing their internal control  
23 submissions. During our review, there had been  
24 a few back-and-forths and stuff. But as of

1 this morning, everything including their  
2 security plan, which as of yesterday wasn't  
3 done, has been reviewed and approved by  
4 Director Day.

5 The security plan again, I say was  
6 reviewed this morning and everything was fine  
7 and to our satisfaction with that.

8 The surveillance plan is a very  
9 comprehensive plan, been reviewed and meets all  
10 of requirements of the regulation. Critical  
11 incidents preparedness emergency response plan  
12 has been reviewed by members of the IEB and the  
13 State Police and is found to be adequate for  
14 our needs.

15 AML title 31 plan, which is currency  
16 transaction reports, we actually had our  
17 outside consultants review that. They said it  
18 was more than adequate for our regulatory needs  
19 as well. We reviewed the slot management plan.  
20 They are in total compliance with our  
21 regulations along that line.

22 As far as monitoring Plainridge Park  
23 and their test opening, this has been a little  
24 bit ongoing during the weeks. We've kind of

1 looked through all of the regulations and  
2 submissions to make sure that everything is in  
3 place that they say will be in place.

4 So, part of that monitoring has been  
5 ongoing. But during the actual test day, we'll  
6 be seeing how they operate, whether they can  
7 handle situations that come up and arise and to  
8 make sure that they can ensure the integrity of  
9 their operation. Any questions?

10 CHAIRMAN CROSBY: You know I would  
11 just make one point. So far I'm going to  
12 reiterate this when the IEB folks are up here.  
13 So far this has been a lovefest and a mutual  
14 admiration society and that's because we have a  
15 very good operator who is working very hard.  
16 And I think nobody doubts the good faith of  
17 what's going on here.

18 But there do remain some open issues  
19 as you well understand and as you've talked  
20 about. And we really want to open on the  
21 scheduled day, but not if things aren't right.  
22 I just want to say as one Commissioner, our job  
23 is to make sure things are right. Our job is  
24 not to open on the 24th. Or our job is to open

1 on the 24th if things are right.

2           The pressure to open will be great.  
3 And I'm confident we will open. But your job  
4 is to tell us if you don't think they are  
5 ready. And that's an important thing not to  
6 lose in the context of fundamentally everything  
7 going well.

8           MR. BAND: Understood.

9           COMMISSIONER CAMERON: If I could  
10 add to that a little bit. You gave a five-  
11 minute report here, which will suffice for  
12 today because there are so many issues. But I  
13 know operationally how much work has gone into  
14 this.

15           And I want to commend you and your  
16 team, all of IEB as well as Penn staff for  
17 working collaboratively through a number of  
18 issues. And without this kind of effort,  
19 frankly, this would be much more of an issue,  
20 if they can open on time.

21           But planning and training and  
22 retraining and coming up with a better version  
23 of an internal control, all of those things  
24 have transpired over the last couple of months.

1 We are fortunate to have the two of you with  
2 great experience in this area as part of our  
3 team. Like I say, I know that the operator has  
4 worked collaboratively to get this done. So,  
5 great work.

6 MR. BAND: Thank you.

7 COMMISSIONER MCHUGH: I'd like to  
8 underscore that too. I think the amount of  
9 detail work, I guess there's no other way to  
10 describe it, finally grained detail from  
11 creating the regulations to training people  
12 about the regulations to working  
13 collaboratively with Penn National to see that  
14 everybody is on the same wavelength with  
15 respect to these regulations which go on for  
16 page after page after page of painstaking  
17 detail because it's so important in this area  
18 to have a regulated process that's highly  
19 detailed, highly prescribed in order to ensure  
20 the integrity of it all has been a fascinating  
21 and hugely rewarding thing to watch. And the  
22 way you've worked collaboratively to bring it  
23 to this stage deserves a great deal of credit.

24 So, looking forward to seeing it



1 implemented next week and hopefully it will go  
2 smoothly and we'll open the 24th. But it's  
3 been a great effort collaboratively to watch  
4 this.

5 MR. BAND: Thank you.

6 CHAIRMAN CROSBY: I agree. I've  
7 said this to each of you individually. If it  
8 weren't for the two of you guys, we wouldn't be  
9 doing this. The expertise was not in  
10 Massachusetts to do this. And we were lucky to  
11 bring you guys up to teach us what we needed to  
12 know.

13 MR. CAIN: If I may say, two weeks  
14 ago the gaming agents and the supervisors after  
15 your five weeks of training, we hit the casino  
16 Monday the eighth. And they hit the ground  
17 running. Their help and their questions and  
18 their input, give-and-take with the management  
19 of Penn working everything together has really  
20 been great.

21 CHAIRMAN CROSBY: Good.

22 COMMISSIONER MCHUGH: Great. Thank  
23 you too.

24 COMMISSIONER CAMERON: Excellent.

1 MS. GREGOIRE: The communications  
2 have been the key to success. And their  
3 experience and ours working together to get  
4 this done. It's been a pleasure.

5 MR. GEORGE: I think I'd like to add  
6 to that as well. I think we recognize the  
7 desire on both sides to ensure we roll out  
8 smoothly. So, in addition to the staff we've  
9 already got, after speaking with Bruce and  
10 Burt, there are areas where we are strong,  
11 maybe not as experienced in some other areas.

12 So, with that we are bringing in  
13 over 100 employees from some of our sister  
14 properties to ensure that we get out of the  
15 gate strong, to ensure we are working well with  
16 these guys. But we recognize the focus, the  
17 scrutiny and the desire to open the doors as  
18 well.

19 CHAIRMAN CROSBY: I'm glad you  
20 mentioned that Lance because it sort of goes  
21 without saying. I don't want this to be just  
22 about happy talk.

23 This is new in Massachusetts. You  
24 had a mandate to hire locally. Well, nobody

1 locally knows anything about casino gambling.  
2 There's a problem there. And the fact that  
3 you're willing to acknowledge that some things  
4 are imperfect and to bring people in -- I  
5 didn't know it was 100 people. -- but of course  
6 it's going to be imperfect. This is new and  
7 we've got new people and everything else. Your  
8 willingness to address that straight up is  
9 good. I appreciate that. Great.

10 COMMISSIONER MCHUGH: Thank you all.

11 CHAIRMAN CROSBY: Thank you all  
12 three. Thank you Monica. Who's next?

13 MR. DAY: That should get us to our  
14 update on licensing with Karen Wells and Paul  
15 Connelly and I should say Shannon Wells again.

16 MS. WELLS: Good afternoon Mr.  
17 Chairman, members of the Commission. So,  
18 Director Connelly and I have an update for you.  
19 I'll turn it over for him to start. And then  
20 we'll just review where we are with the  
21 licensing of the employees.

22 MR. CONNELLY: Good afternoon. I am  
23 pleased to give this update especially so close  
24 to opening. So, Penn has identified 485

1 employees to us as part of their required  
2 licensing report under 205 CMR 138.05. Those  
3 employees are divided amongst key gaming  
4 executive, key gaming standard, gaming employee  
5 and gaming service employees.

6 The Division of Licensing has  
7 received those applications through a series of  
8 four on-site licensing events as well as  
9 individual and batched submissions over time.  
10 What I'm particularly pleased to report is that  
11 all licensing and registration applications  
12 that need to be worked on further by IEB have  
13 been forwarded to IEB for processing. This is  
14 where I'd like to turn it over to Karen,  
15 Director Wells.

16 MS. WELLS: As the Commission is  
17 aware, all of the employees require a  
18 background check. The first three categories,  
19 the key gaming executive, key gaming standard  
20 and gaming employee, they can be awarded a  
21 temporary license based upon a preliminary  
22 background check finding that the license is  
23 reasonably likely to be issued. And then final  
24 licensure is dependent on a complete and

1 thorough investigation.

2 For the service employees, upon  
3 receipt of a completed application, they are  
4 deemed registered while the background check is  
5 being completed. So, they can go right to  
6 work.

7 Currently, as Director Connelly has  
8 stated, all of the applications that require a  
9 background check prior to licensure, they are  
10 either completed or in process. And the  
11 expectation is the necessary employees will at  
12 least have a temporary license by the opening  
13 date.

14 It's important to note the IEB does  
15 do a rigorous background check and all issues  
16 will be addressed appropriately as we have been  
17 doing during the course of these  
18 investigations.

19 We have been in discussion with  
20 Shannon and other members of the Penn facility  
21 regarding the time required for the background  
22 checks and they're aware of those requirements.  
23 We discussed that applications received on June  
24 12 licensing date or later, those would be put

1 in the back of the cue and not guaranteed  
2 temporary licensure by the opening date. They  
3 are aware of this.

4 They have assured us they are  
5 planning accordingly. They have indicated they  
6 are prepared to mitigate any operational impact  
7 that may have. Though I will say, the State  
8 Police unit and our financial investigators,  
9 they're working around the clock really putting  
10 a lot of effort into getting these done. And  
11 they are moving those through rather quickly.

12 And I would like to commend both the  
13 financial investigators and the State Police  
14 team who are working tirelessly and really  
15 doing an outstanding job. This is a lot of  
16 volume. And they are going through this high  
17 volume of investigations while still  
18 maintaining the established level of integrity  
19 and thoroughness that we have been doing all  
20 along.

21 So, I just want to make sure they're  
22 publicly noted the job they're doing. And the  
23 partnership with Penn, they've been good in  
24 letting us know what's going on and keeping us

1       abreast of their stats.

2                       It's a lot of work right now in a  
3       compressed time period, but I think the  
4       partnership has been good as far as sharing  
5       information. And I am confident that we'll be  
6       all set for the opening.

7                       MR. CONNELLY: If I may just pick up  
8       on that point as well and say the same. The  
9       licensing team has been working very closely  
10      with Penn and Shannon's team in particular. It  
11      has been really great.

12                      I've mentioned in the past two  
13      Commission meetings the licensing events. And  
14      I want to stress how important and helpful  
15      those have been on a number of fronts. And  
16      also how well coordinated and well run they  
17      have been. It's really helped to manage the  
18      flow, to understand the flow.

19                      And also I talked about this  
20      earlier, to meet the people involved which is a  
21      critical piece as we move forward to put faces  
22      and personalities to applications, which is  
23      frankly a rewarding part of this. The team has  
24      done a great job on both ends.

1 COMMISSIONER MCHUGH: Great.

2 MS. WELLS: We are more than  
3 thankful for all of the work both licensing and  
4 IEB is doing and has done for Penn. I am  
5 thankful for the relationship and I know it's  
6 going to continue and just keep improving  
7 moving forward.

8 COMMISSIONER CAMERON: I'd like to  
9 speak to this piece as well, something I do  
10 have experience with these background  
11 investigations. And having the opportunity to  
12 walk back to IEB and see the caseload and talk  
13 to the state troopers, the investigators, the  
14 licensing team, see the coordination, see the  
15 work, the volume of work and the positive  
16 attitudes and the understanding that this is  
17 important.

18 This is a first here in the  
19 Commonwealth. And they know they are an  
20 integral part of getting it right and are  
21 willing to put the effort, the work. And the  
22 continual questions about how do we make it  
23 better. If we did this, it might be a little  
24 bit stronger. And to me, observing very, very



1 impressive.

2 CHAIRMAN CROSBY: I agree with all  
3 that. But I just also want to reiterate what I  
4 said to Bruce and to Burt. I think you didn't  
5 heard it because you guys were talking, but  
6 just to state the obvious, you probably are  
7 going to get everybody through the pipeline,  
8 but the job here is to get it right not to open  
9 on the 24th. Getting it right is the priority.

10 And if you see a problem then tell  
11 us. That's your job to make sure that the  
12 folks are processed properly and that they  
13 qualify and that everything is buttoned up.  
14 So, we'll probably make it. We're confident  
15 and aspire to it but no compromises here.

16 MS. WELLS: We're not shy about  
17 bringing up issues as I think everyone is  
18 aware.

19 CHAIRMAN CROSBY: Right. Good, keep  
20 it up.

21 MS. WELLS: Thank you.

22 MR. DAY: Thank you, Karen and Paul.  
23 That gets us to Derek Lennon and Jeremy Howland  
24 and tax.

1 MR. LENNON: Good afternoon, Mr.  
2 Chairman. Good afternoon, Commissioners.

3 CHAIRMAN CROSBY: Excuse me. Paul  
4 didn't mention anything about the gaming  
5 beverage license, did he?

6 MR. DAY: No, he didn't. And maybe  
7 I could just fill in. We put that in the  
8 packet just to confirm back to the Commission  
9 that a license number has been issued and  
10 confirmed with ABCC.

11 CHAIRMAN CROSBY: Good.

12 MR. LENNON: Thank you for having us  
13 here today. I'm joined by Jeremy Howland from  
14 Plainridge Park Casino, Vice President of  
15 Finance and CFO. I've become intimately  
16 familiar with Jeremy and his team over the last  
17 few weeks.

18 What I'd like to give you is an  
19 overview of where we are on the tax reporting  
20 and tax collection process. Category 2  
21 licensee is required to pay a daily tax of 40  
22 percent on gross gaming revenues and a nine  
23 percent assessment on the same gross gaming  
24 revenue to the Race Horse Development Fund.

1                   Pursuant to our regulations, we're  
2 going to have a central monitoring system.  
3 That's not in place. We delayed our decision.  
4 So, based on our regulations, in the absence of  
5 a CMS, gaming licensees will estimate slot  
6 drop, provide a proposal to us of how we'll get  
7 to that estimate. And we need to as a  
8 Commission approve it.

9                   So, over the last month or so, we've  
10 been meeting with Jeremy. We've received  
11 training on the Bally ACSC system. We've seen  
12 their revenue audit process. We have seen the  
13 estimation process compared to an actual drop  
14 and reconciliation. And we have been provided  
15 a proposed daily tax package.

16                   I can tell you that based on the  
17 system, based on the reports I've seen, based  
18 on a package I've been provided from another  
19 jurisdiction, there are plenty reports in there  
20 for us to get an estimated daily amount. There  
21 is a good way to reconcile it to the actual  
22 drop.

23                   But because there has been no play  
24 at Plainridge, I can't tell you it works

1 necessarily on their system. But I can say  
2 based on experience using the exact same tax  
3 package, using the exact same software package  
4 in their Ohio facility, it works. And Ohio can  
5 estimate the daily tax.

6 I would recommend moving forward  
7 with the test play day where you'll have live  
8 money, live play and reconciliation process on  
9 the 23rd. And come back to you with a report  
10 on how that went and whether there's any  
11 adjustments that need to happen. But I highly  
12 doubt there will be any based on what I've seen  
13 as a robust accounting system.

14 The audit process they go through is  
15 far in depth compared to what we'll need just  
16 to estimate taxes on the play.

17 COMMISSIONER ZUNIGA: So, we are  
18 expecting that the Tuesday, one day after the  
19 first day of play, there would be a  
20 reconciliation?

21 MR. LENNON: So, they will have the  
22 actual estimated meters the day after -- that  
23 morning. Then they'll start their audit  
24 process at that point, looking at meters

1 compared to how it should look.

2           You don't really have day over day  
3 play, but your know approximately how much went  
4 in. Was a meter blown, you'll know how many  
5 jackpots. And then once a cash count is done,  
6 they'll actually match that up to the cash in  
7 each machine.

8           So, you've got your anticipated,  
9 your actual cash, how much of a difference is  
10 there. That's what they plan on doing for the  
11 first four weeks each day making sure that it  
12 matches up. And then they'll figure out if  
13 they continue going that way or dropping part  
14 of the floor versus estimating part of the  
15 floor.

16           So, I don't anticipate any large  
17 problems. It's not a new piece of software.  
18 They're using it in other jurisdictions. It's  
19 the exact same tax package. There are reports  
20 that are built into the software that they  
21 purchased and that they're using in other  
22 jurisdictions. With that being said, they  
23 haven't had any live play. So, I can't say to  
24 you exactly it's a perfect system.

1                   COMMISSIONER ZUNIGA: So, they will  
2 be remitting the tax on an estimate basis and  
3 then we'll be invoicing them accordingly?

4                   MR. LENNON: If you look at the  
5 process as we have it right now, it will be on  
6 an actual basis. And we'll take a look at it  
7 and we'll see any adjustments. So, there is an  
8 adjustment column that they put in. There's an  
9 actual report that pulls out all of their  
10 adjustments after each day. And there's an  
11 explanation next to it.

12                   We could do it based on just an  
13 estimate but then there's more reconciling that  
14 goes after. So, if you wanted it, like I said,  
15 right after the game play is done, we can grab  
16 their estimates before they do the cash count.

17                   But I would recommend since they're  
18 going to be counting it every day, take that  
19 extra six hours, wait for it to be counted and  
20 see the actual reconciliation.

21                   CHAIRMAN CROSBY: How does the cash  
22 actually get transferred?

23                   MR. LENNON: So, we have worked with  
24 a statewide vendor HP. Set up a payment online

1 page where we'll send out something that looks  
2 similar to the second page of this memo. Very  
3 over-the-top that says here's what to do.

4 Here's the estimated gross gaming revenues for  
5 the day as reconciled by you. Here's the tax  
6 amount. And you make a payment.

7 I think it's four steps. Jeremy,  
8 you've tested this system. I think it's four  
9 steps to basically login, say it's Plainridge  
10 Park and you're doing the daily tax, the date  
11 that it happened, put the dollar amount in, hit  
12 submit. It's an ACH transaction that comes  
13 into us the next day.

14 Go in, do a separate one for the  
15 Race Horse Fund. So, you have separate  
16 accounting transactions and it's easier to  
17 reconcile. That actually generates an  
18 automated sweep on the backend from the  
19 Treasury to the correct funds so that it will  
20 go in through the state comptroller's office.  
21 Maria has worked very hard to make it fully  
22 automated.

23 CHAIRMAN CROSBY: The gaming day  
24 ends at 5:59:59.

1 MR. LENNON: Correct.

2 CHAIRMAN CROSBY: How much later  
3 does that reconciliation and transfer take  
4 place?

5 MR. LENNON: If we can get it before  
6 5:00, we can do it the same day. But if it  
7 takes a longer time for the transaction to  
8 close and our staff has gone home, then I'd  
9 like my team to take at least a look at the  
10 package to generate the report and then send it  
11 back to Jeremy and his team. And then they can  
12 process it.

13 So, if it happens before 5:00, it's  
14 within 24 hours. If it happens after 5:00,  
15 then we won't do it until 9:00 AM the next  
16 morning when my team gets in. It'll be just  
17 over the 24-hour period.

18 COMMISSIONER ZUNIGA: But the  
19 invoicing and payment process that you're  
20 describing that Maria has been working on is  
21 really efficient in my opinion. There's only a  
22 few fields. It's a secure Internet connection.

23 MR. LENNON: It's one of the easiest  
24 state systems I've ever seen.



1                   COMMISSIONER ZUNIGA: It's really  
2 straightforward and the money gets transferred  
3 electronically by the ACH. And even better on  
4 our side, those funds get distributed to the  
5 locations where they have to go, the Horse Race  
6 Development Fund or gaming local aid also  
7 automatically and seamlessly. It's really  
8 good.

9                   MR. LENNON: We normally come up  
10 with very convoluted ways to make payment.  
11 Jeremy will tell you this, it's pretty easy.  
12 And it costs less. It's not a wire transfer.  
13 It's an ACH. So, I think it's \$.40. And we're  
14 picking up the fee, I think, on that.

15                   COMMISSIONER MCHUGH: I take it that  
16 at some point we independently verify these  
17 numbers?

18                   MR. LENNON: Correct.

19                   COMMISSIONER MCHUGH: How does that  
20 work?

21                   MR. LENNON: So, what will happen is  
22 on a weekly basis -- On a daily basis, our  
23 revenue accounting team will be pulling in the  
24 reports. There will be a tax package that's

1 about that thick.

2           It will give each asset. It will  
3 give what the beginning meters were, what  
4 adjustments were, what the end meters were once  
5 you actually match it up with the cash.

6           We'll do a few random transactions.  
7 Then we'll pull some of the larger  
8 transactions. And we'll send a team down once  
9 a week to take a look at daily assets, the  
10 backup paperwork, make sure the jackpot slips  
11 are there, make sure the regular payout slips  
12 are there.

13           Then we'll also take a look at most  
14 of the adjustments to make sure that there's  
15 backup documentation as to why the adjustments  
16 happened.

17           COMMISSIONER MCHUGH: Once we get  
18 the CMS up and running, this will all be done  
19 on a routine real-time basis.

20           MR. LENNON: Correct. So, we'll  
21 actually send out the bill based on our  
22 estimates. Then Jeremy and I have talked about  
23 this, we still have to -- We want to minimize  
24 the amount of reconciling they'll have to do.

1 But we'll send out the report based on our  
2 estimates coming out of the CMS.

3 Then we'll have a monthly over-the-  
4 top that says okay, now give us the adjustments  
5 you've made. Let's match those up to what our  
6 report is saying. And any places that we have  
7 big discrepancies that's where we'll  
8 investigate. But 90 percent of it will wash  
9 out. It will be the same meters.

10 COMMISSIONER MCHUGH: Right. Sounds  
11 very good, yes.

12 CHAIRMAN CROSBY: That CMS is  
13 scheduled to be up and running when?

14 MR. LENNON: The end of September.

15 COMMISSIONER ZUNIGA: Not by design  
16 but this will give a great opportunity to have  
17 done work without the CMS and then take  
18 advantage of all of the capabilities of the CMS  
19 once it gets implemented. So, we know what is  
20 under the hood, if you well.

21 COMMISSIONER MCHUGH: An opportunity  
22 to really get deeply ingrained in what's under  
23 the hood.

24 COMMISSIONER ZUNIGA: Yes.

1                   COMMISSIONER CAMERON: Old-school  
2 first.

3                   COMMISSIONER ZUNIGA: Old-school  
4 first, understand how the car works.

5                   MR. LENNON: And to previous points,  
6 Jeremy is bringing in staff from sister  
7 properties to assist the accounting team  
8 because the accounting team is mainly from the  
9 Plainville area as well. So, they don't have  
10 experience but cash accounting is cash  
11 accounting. Backup accounting is backup  
12 accounting.

13                   It's mainly just understanding what  
14 thresholds on the meters is what the sister  
15 properties will be bringing as expertise to  
16 Jeremy's team. When do you need to investigate  
17 a meter when it's blown out.

18                   COMMISSIONER MCHUGH: Sounds great.

19                   CHAIRMAN CROSBY: Yes. Anything  
20 else? Lottery?

21                   MR. LENNON: Very quickly, Chapter  
22 23K requires licensees in order to have a  
23 license to work collaboratively with the  
24 Massachusetts State Lottery and to try and

1 mitigate the impacts of expanded gaming on the  
2 lottery.

3           The Plainridge Park Casino on June  
4 16 entered into a fully executed agreement with  
5 the state lottery to be a state lottery agent.  
6 I think that what I've tried to do is pull out  
7 some of the highlights of where they have met  
8 the requirements of the statute as well as the  
9 requirements of the license or license  
10 condition requirements to stay in compliance  
11 with their commitment.

12           And what I would recommend is they  
13 are still in compliance. They can still have  
14 their license to operate a facility. And the  
15 agreement sticks to all of the intent of what  
16 the Gaming Act required.

17           They're adding, I think, six  
18 terminals onto the floor. They're having a  
19 repayment station where you can actually go in  
20 and cash bigger jackpots over \$600. It appears  
21 and the lottery has signed off on this  
22 agreement. So, I would say it's evident that  
23 they've done everything to try to mitigate the  
24 impact of expanded gaming on the state lottery.

1                   COMMISSIONER MCHUGH: That's great.  
2 This is really important. We've been working  
3 from the outset from very early on, shortly  
4 after we were created, we visited with the  
5 lottery and talked about the effort we were  
6 going to put into that piece of our mandate.

7                   And it's great to see the results of  
8 it. And it's great to see how other licensees  
9 have responded to that. But the lottery is the  
10 best lottery in the country. It's the most  
11 deeply ingrained. And it goes to unrestricted  
12 aid to cities and towns where this money goes  
13 as well.

14                   So, it's really important to see  
15 that we are continuing to collaborate and now  
16 realizing the mitigations necessary to ensure  
17 that things continue in an appropriate fashion  
18 and not in a competitive fashion. So, that's  
19 great to hear.

20                   CHAIRMAN CROSBY: Just to expand on  
21 that slightly, the public doesn't know this  
22 much but all 40 percent of this operation's  
23 gross gaming revenue is going to go local aid.  
24 That's how you help the lottery. So, we're

1 talking \$40 million, \$30 million, whatever  
2 millions of dollars annually that's going to go  
3 to local aid by virtue of this operation,  
4 Plainridge Park Casino. It's great.

5 MR. LENNON: I think we are  
6 projecting \$82 million is what's built into the  
7 budget.

8 COMMISSIONER MCHUGH: I was going to  
9 say --

10 MR. LENNON: \$82 million.

11 CHAIRMAN CROSBY: \$82 million, oh,  
12 it's 40 percent, right.

13 MR. LENNON: Yes, 40 percent.

14 COMMISSIONER MCHUGH: I was hoping  
15 we didn't have a sudden reversal.

16 MR. LENNON: Everyone is hoping for  
17 82. That's what the state budget is built on.

18 CHAIRMAN CROSBY: Thank you. Okay.

19 MR. LENNON: Thank you.

20 COMMISSIONER CAMERON: Thank you,  
21 good work.

22 MR. DAY: Thank you, Derek.  
23 Catherine I think that brings us to legal.

24 MS. BLUE: Good afternoon,

1 Commissioners. I understand that I am the  
2 closing today. So, I will be brief and help us  
3 to move this to conclusion.

4           There are a couple of matters I  
5 have for you to review. And I have one update  
6 for you. So, I think if we can, we will start  
7 with the update. Several weeks ago, I spoke to  
8 Plainridge Park Casino regarding their permits.  
9 I asked them to do a thorough review of their  
10 permits, in particular their MEPA and their  
11 Section 61 DOT findings to determine if there  
12 was any impact caused on those permits by their  
13 ability to go to 1500 positions.

14           They have in fact done that. They  
15 have asked their consultants to review it. I  
16 expect to receive the reports from the  
17 consultants in the next couple of days along  
18 with an explanatory letter from them.

19           I had a verbal conversation last  
20 night with their General Counsel. And based  
21 upon that conversation, I am pleased to report  
22 that they do not believe there is any material  
23 impact on those permits. But those permits and  
24 that letter will come before the Commission at



1 your meeting next week for you to review as we  
2 do our final approval.

3 So, I did want you to know that they  
4 have been working very diligently on that. And  
5 they have made significant progress. And  
6 things look good so far.

7 CHAIRMAN CROSBY: Great.

8 MS. BLUE: There are three matters  
9 in your package. And I'd like to go over  
10 those. And then perhaps I can help tee up  
11 maybe some of the votes that you'll need to  
12 take so we can finalize this today.

13 The first matter in your package,  
14 you'll see a memo from me that asks for a  
15 delegation of authority to Commissioner  
16 Cameron. What I am asking you to vote on is to  
17 grant Commissioner Cameron a delegation so that  
18 she can observe and review the results of the  
19 test play on June 22. That she can then review  
20 the evaluation results on the 23rd.

21 And then in her discretion, if she  
22 is comfortable that all of the appropriate  
23 requirements are met, she can sign a temporary  
24 operations certificate. That operations

1 certificate will be in effect from the  
2 beginning of the day on the 24th 12:01 AM  
3 through the end of the day on the 25th or until  
4 such time as you grant a permanent operations  
5 certificate, which we expect to do sometime on  
6 the 25th. So, that would be the first matter  
7 that I would like you to consider.

8           The second two items are in your  
9 package. There is a draft of the temporary  
10 operations certificate and then there is a  
11 draft of the permanent operations certificate.  
12 We would like you to approve the form of both  
13 of those.

14           You won't be entering into the  
15 permanent one until next week. But the  
16 temporary one is the one that Commissioner  
17 Cameron will sign and give to Plainridge Park  
18 Casino so that they can put it on their wall  
19 and know that they are able to open.

20           You'll see that there's a blank in  
21 there because we still need to put in the total  
22 number of gaming positions that are on the  
23 floor. And we will know that definitely by the  
24 time the evaluation is completed.

1                   CHAIRMAN CROSBY: Is there also a  
2 vote on all of the suggested approvals?

3                   MS. BLUE: Yes. In listening today,  
4 I think there are approximately three -- four  
5 votes that you need to take. The first vote is  
6 to approve Plainridge Park Casino opening for  
7 test play on the 22nd and their evaluation on  
8 the 23rd.

9                   The second vote is to allow  
10 Commissioner Cameron to enter into a temporary  
11 operations certificate that will allow them to  
12 open with that temporary certificate on the  
13 24th.

14                   We also need to vote to approve the  
15 forms of the operations certificate that you  
16 have in your package. And then finally what I  
17 would suggest is that you vote that based upon  
18 the reports provided to you today that  
19 Plainridge Park Casino has demonstrated  
20 compliance with the requirements that are  
21 described in those reports.

22                   That way you will have approved the  
23 items that have come before you today subject  
24 to final approval of any additional items that

1 come up during the test. And we'll look at  
2 those again next week on the 25th.

3 MR. DAY: Catherine, we also had the  
4 two outstanding issues as well, the MassDOT  
5 approval permit of substantial finding and the  
6 occupancy permit issue. I have received,  
7 MassDOT sent to my email a confirmation that  
8 they have granted substantially complete  
9 status. So, that issue is taken care of. I  
10 spoke to Mary Jo Perry on the telephone. She  
11 confirmed that as well. Said they will come  
12 back. They have a 30-day evaluation period.  
13 But other than that that issue has been moved  
14 off the table for us.

15 CHAIRMAN CROSBY: Great. Do we need  
16 to do anything else for Commissioner Cameron?  
17 Do we need to delegate for example the ability  
18 to waive a reg if she wants to or is that  
19 implicit?

20 MS. BLUE: I don't think you need to  
21 do that. She is going to review all of the  
22 results. And she will determine certain  
23 conditions that will go with that. And those  
24 conditions will be presented to you next

1 Thursday as part of the permanent certificate.  
2 So, I think it's part of her overall  
3 determination to enter into a temporary  
4 certificate I think she should be fine.

5 CHAIRMAN CROSBY: If she needs to  
6 waive a reg she can do that --

7 MS. BLUE: She can do that, yes.

8 CHAIRMAN CROSBY: -- within the  
9 authorization of this vote.

10 MS. BLUE: Yes. It will come as  
11 part of the conditions she will determine.

12 MR. DAY: Also from my recollection,  
13 IEB has the authority for 48 hours for an  
14 internal control to waive that on a temporary  
15 basis.

16 MS. BLUE: Yes, they have that as  
17 well.

18 CHAIRMAN CROSBY: Okay, good. This  
19 sounds like it might be a job for Commissioner  
20 McHugh.

21 COMMISSIONER MCHUGH: Let's start  
22 with the granting authority to Commissioner  
23 Cameron to grant the temporary operating  
24 certificate effective June 24, 2015 through

1 June 25, 2015 if she is satisfied with the  
2 results of the testing that will go on June 22  
3 and June 23.

4 So, I would start there and move  
5 that the Commission grant to Commissioner  
6 Cameron the authority to issue a temporary  
7 operating certificate effective June 24, 2015  
8 through June 25, 2015 if she is satisfied on  
9 the basis of the test operations that will be  
10 done at the facility on June 22 and June 23  
11 that it is appropriate to do so.

12 COMMISSIONER ZUNIGA: I second that.

13 CHAIRMAN CROSBY: Discussion? Are  
14 you going to withhold your vote?

15 COMMISSIONER CAMERON: I'll abstain  
16 from this vote.

17 CHAIRMAN CROSBY: All in favor, aye.

18 COMMISSIONER MCHUGH: Aye.

19 COMMISSIONER ZUNIGA: Aye.

20 COMMISSIONER STEBBINS: Aye.

21 CHAIRMAN CROSBY: Opposed? The ayes  
22 have it four to zero.

23 COMMISSIONER MCHUGH: Then the  
24 second is that I move that the Commission

1 approve both the temporary operating  
2 certificate and the permanent operating  
3 certificate -- approve the form of the  
4 temporary operating certificate and the  
5 permanent operating certificate as those  
6 documents appear in the packet of materials now  
7 before the Commission.

8 COMMISSIONER STEBBINS: Second.

9 CHAIRMAN CROSBY: Other discussion?

10 All in favor, aye.

11 COMMISSIONER MCHUGH: Aye.

12 COMMISSIONER CAMERON: Aye.

13 COMMISSIONER ZUNIGA: Aye.

14 COMMISSIONER STEBBINS: Aye.

15 CHAIRMAN CROSBY: Opposed? The ayes  
16 have it unanimously.

17 COMMISSIONER MCHUGH: We have two  
18 more.

19 MS. BLUE: I think it would be  
20 appropriate to vote to authorize Penn National  
21 to open for test play and for them to operate  
22 under the temporary certificate that's granted  
23 by Commissioner Cameron.

24 MR. DAY: Just a question whether or

1 not that we should make that subject to receipt  
2 of the local occupancy permit that's supposed  
3 to be tomorrow.

4 MS. BLUE: Yes.

5 COMMISSIONER MCHUGH: Let me again  
6 do those one by one. And I move that the  
7 Commission authorize Plainville Gaming and  
8 Redevelopment, LLC to open for test operations  
9 on June 22 and June 23 provided that they have  
10 prior to opening an occupancy certificate  
11 issued by the town of Plainville.

12 COMMISSIONER STEBBINS: Second.

13 CHAIRMAN CROSBY: Discussion?

14 COMMISSIONER ZUNIGA: I can just  
15 offer a little discussion, perhaps this is a  
16 good time. I am really impressed with the  
17 progress and their ability to meet to the  
18 schedule from the get-go.

19 This date never moved. This project  
20 is very complex. It has a lot of requirements.  
21 And as evidenced today with all of the pieces  
22 local, state, responsible gaming, testing, the  
23 progress you've made and your ability to keep  
24 those very hard deadlines is quite impressive.



1                   CHAIRMAN CROSBY: And we did have  
2 some snow that they had to deal with.

3                   COMMISSIONER STEBBINS: I would add  
4 to that not only obviously your willingness to  
5 partner with us some new initiatives and new  
6 strategies and things like responsible gaming,  
7 but I think it's important to go back and think  
8 that after we awarded the license, even with  
9 the cloud of a potential referendum hanging out  
10 there, you guys plowed ahead, began  
11 construction carried it on all the way through  
12 the process to bring us to this day.

13                   And I remember visiting with Lance  
14 in the trailer and seeing that little countdown  
15 clock. The countdown clock was right on  
16 target. So, congratulations.

17                   CHAIRMAN CROSBY: Any other  
18 discussion? All in favor, aye.

19                   COMMISSIONER MCHUGH: Aye.

20                   COMMISSIONER CAMERON: Aye.

21                   COMMISSIONER ZUNIGA: Aye.

22                   COMMISSIONER STEBBINS: Aye.

23                   CHAIRMAN CROSBY: Opposed? The ayes  
24 have it unanimously.

1                   COMMISSIONER MCHUGH: Is there a  
2 final one or did I combine?

3                   MS. BLUE: So, the final one would  
4 be for the Commission to vote that based upon  
5 the reports provided to you today, Plainridge  
6 Park Casino has demonstrated compliance with  
7 the requirements in those reports.

8                   This will allow you to have checked  
9 off those matters as currently being in  
10 compliance.

11                   COMMISSIONER MCHUGH: Can we broaden  
12 that to say that they've demonstrated  
13 compliance with the requirements of 205 CMR 135  
14 and 205 CMR 151 which are the regulations that  
15 are required -- compliance with which is  
16 required before an opening can occur?

17                   MS. BLUE: Yes, we can do that  
18 because all of the other things roll into  
19 those, yes.

20                   COMMISSIONER MCHUGH: All of those  
21 reports really roll up into compliance with  
22 those two sets of regulations.

23                   So, I would move that the Commission  
24 find and determine that Plainville Gaming and

1 Redevelopment, LLC has demonstrated compliance  
2 with the requirements of 205 CMR 135 and with  
3 205 CMR 151 in all material respects, period.

4 CHAIRMAN CROSBY: Second?

5 COMMISSIONER ZUNIGA: Second.

6 CHAIRMAN CROSBY: Discussion? All  
7 in favor, aye.

8 COMMISSIONER MCHUGH: Aye.

9 COMMISSIONER CAMERON: Aye.

10 COMMISSIONER ZUNIGA: Aye.

11 COMMISSIONER STEBBINS: Aye.

12 CHAIRMAN CROSBY: Opposed? The ayes  
13 have it unanimously.

14 COMMISSIONER MCHUGH: Let me just  
15 raise two small, and maybe we've already  
16 covered them. There is a blank with respect to  
17 gaming positions. We know that we've talked  
18 about 1500 gaming positions, but it's still a  
19 blank. Do we need a specific authorization  
20 here now for that or is that something that's  
21 left first to Commissioner Cameron and then to  
22 us when we approve the permanent gaming  
23 certificate?

24 MS. BLUE: I think that's left to

1 Commissioner Cameron on the temporary and  
2 definitely to the full Commission when you  
3 issue the permanent, yes.

4 COMMISSIONER MCHUGH: Okay. Second,  
5 we have in the findings and the award of the  
6 license gone through a whole series of findings  
7 and conditions and the like, all of which are  
8 incorporated -- all of which we've been dealing  
9 with as the license. But we do need the  
10 license certificate.

11 And I take it that is something that  
12 we will look at and consider and vote on on the  
13 25th.

14 MS. BLUE: That is correct. Deputy  
15 General Counsel Grossman is drafting that form  
16 now. We will actually find the special paper  
17 that it needs to be printed on so that you can  
18 have it to approve. And that will be available  
19 on the 25th, yes.

20 COMMISSIONER MCHUGH: Right. It's  
21 the formality because the conditions are in  
22 place. Okay. All right. I can't think of any  
23 more buttons to push.

24 CHAIRMAN CROSBY: Or nits to pick?

1 Anybody else? Are we all set? Motion to  
2 adjourn?

3 COMMISSIONER MCHUGH: No.

4 MR. FINAMORE: Chairman, if I can.  
5 Chairman Crosby, Commissioners and staff. On  
6 behalf of our CEO Tim Wilmot, our Chief  
7 Operating Officer Jay Snowden, the entire team  
8 back in Wyomissing, Lance and his group here, I  
9 want to say thank you very much for your vote  
10 of confidence today. I want to be quick to add  
11 that we will not disappoint you.

12 I guess I can liken this to, if I  
13 can make a football analogy, we've been driving  
14 the field for quite a while. I think we're  
15 down to the five-yard line. We hear you loud  
16 and clear today that there's still much to do.  
17 And we plan to succeed on Monday and be ready  
18 to go on Wednesday.

19 So again, thank you for your support  
20 today. And we look forward to the next step.

21 COMMISSIONER MCHUGH: Thank you,  
22 very much.

23 MR. GEORGE: Real quick, if I could  
24 just add something. I've heard a lot of praise

1 for Commission staff and that's very well  
2 deserved.

3 With deadlines approaching, tensions  
4 can run high. And what I never heard from  
5 Executive Director Day was that we can't get it  
6 done. An incredible amount of compromise while  
7 working within the framework and the  
8 regulations and the statute, greatly  
9 appreciated.

10 Certainly, we had some disagreements  
11 along the way. We were able to work through  
12 every single one of those. And it is in large  
13 part due to the calm and steady hand of Rick.

14 I've had numerous conversations with  
15 Rick. The best time to get Rick, and I don't  
16 want to let the cat out of the bag, between  
17 eight and nine in the morning on the drive to  
18 work. I've had a lot of those conversations  
19 over the last three weeks or so. And we have  
20 figured out how to work through every single  
21 issue. So, I certainly want to acknowledge  
22 that and thank Rick.

23 MR. DAY: Thank you.

24 CHAIRMAN CROSBY: Thank you very

1 much.

2 COMMISSIONER MCHUGH: Thank you  
3 very much.

4 CHAIRMAN CROSBY: Anything else?  
5 Any more warm and fuzzies?

6 COMMISSIONER MCHUGH: This very  
7 exciting. This is a big day -- Today is a big  
8 day for us, for Massachusetts, for the whole  
9 endeavor. And it's a very exciting peak into  
10 future.

11 COMMISSIONER ZUNIGA: Motion to  
12 adjourn Mr. Chairman.

13 CHAIRMAN CROSBY: Second?

14 COMMISSIONER CAMERON: Second.

15 CHAIRMAN CROSBY: All in favor, aye.

16 COMMISSIONER MCHUGH: Aye.

17 COMMISSIONER CAMERON: Aye.

18 COMMISSIONER ZUNIGA: Aye.

19 COMMISSIONER STEBBINS: Aye.

20 CHAIRMAN CROSBY: Thank you all.

21

22 (Meeting adjourned at 3:45 p.m.)

23

24

1 ATTACHMENTS:

- 2 1. Massachusetts Gaming Commission June 18,  
3 2015 Notice of Meeting and Agenda
- 4 2. Massachusetts Gaming Commission June 11,  
5 2015 Meeting Minutes (two sets)
- 6 3. June 15, 2015 Plainridge Park Casino  
7 Letter Regarding Request for Operations  
8 Certificate
- 9 4. Massachusetts Gaming Commission June 16,  
10 2015 Memorandum Regarding 205 CMR  
11 135 and 151: Determination That Gaming  
12 Establishment May Open for Business
- 13 5. Massachusetts Gaming Commission June 18,  
14 2015 Oversight Project Manager Report -  
15 Pinck and Company
- 16 6. Massachusetts Gaming Commission June 15,  
17 2015 Memorandum and Report Regarding  
18 Plainridge Park Casino - Gaming Technology  
19 Laboratory Pre-Opening Responsibilities
- 20 7. Massachusetts Gaming Commission June 18,  
21 2015 Memorandum Regarding Responsible  
22 Gaming Initiatives at Plainridge Park  
23 Casino
- 24 8. Plainridge Park Casino June 15, 2015



- 1           Diversity Report
- 2    9.    Plainridge Park Casino June 11, 2015
- 3           Employee and Vendor Diversity Report
- 4    10.   Report on Plainridge Park Casino Regarding
- 5           Floor Plan, Hours of Operation, Internal
- 6           Controls, Security plan, Surveillance
- 7           Plan, Critical Incidents Preparedness
- 8           Plan/Emergency Response Plan, AML/Title 31
- 9           Plan, Slot Management Plan, Monitoring of
- 10          PPC Test Opening
- 11   11.   Massachusetts Gaming Commission June 16,
- 12          2015 Memorandum Regarding Gaming Beverage
- 13          License: Plainville Gaming and
- 14          Redevelopment, LLC
- 15   12.   Massachusetts Gaming Commission June 18,
- 16          2015 Memorandum Regarding Temporary Tax
- 17          Reporting Process
- 18   13.   Massachusetts Gaming Commission June 18,
- 19          2015 Memorandum Regarding Lottery Agreement
- 20   14.   Massachusetts Gaming Commission June 18,
- 21          2015 Memorandum Regarding Delegation of
- 22          Authority to Commissioner Cameron to Issue
- 23          Temporary Certificate of Operation with
- 24          attachments

1 GUEST SPEAKERS:

2 Dane Wigfall, Pinck and Company

3

4 John Finamore, Penn National

5 Lance George, Penn National

6 Jason Gittle, Penn National

7 Roberta Gregoire, Penn National

8 Jack Rauen, Penn National

9 Shannon Wells, Penn National

10

11

12 MASSACHUSETTS GAMING COMMISSION STAFF:

13 Bruce Band, Deputy Director IEB

14 Catherine Blue, General Counsel

15 Burt Cain, Senior Gaming Agent

16 Paul Connelly, Director of Licensing

17 Richard Day, Executive Director

18 John Glennon, CIO

19 Jill Griffin, Director Workforce, Supplier and

20 Diversity Development

21 Derek Lennon, CFAO

22 Karen Wells, Director IEB

23 Mark Vander Linden, Director Research and

24 Responsible Gambling

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C E R T I F I C A T E

I, Laurie J. Jordan, an Approved Court Reporter, do hereby certify that the foregoing is a true and accurate transcript from the record of the proceedings.

I, Laurie J. Jordan, further certify that the foregoing is in compliance with the Administrative Office of the Trial Court Directive on Transcript Format.

I, Laurie J. Jordan, further certify 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 20th day of June, 2015.



LAURIE J. JORDAN  
Notary Public

My Commission expires:  
May 11, 2018