

Plainridge Park Casino

Report to the Massachusetts Gaming Commission

Q3 2015



PLAINRIDGE PARK
CASINO

Employment

As of September 30, 2015:

	Employees	Full-time	Part-time
Totals	575	408	167
	100%	71%	29%

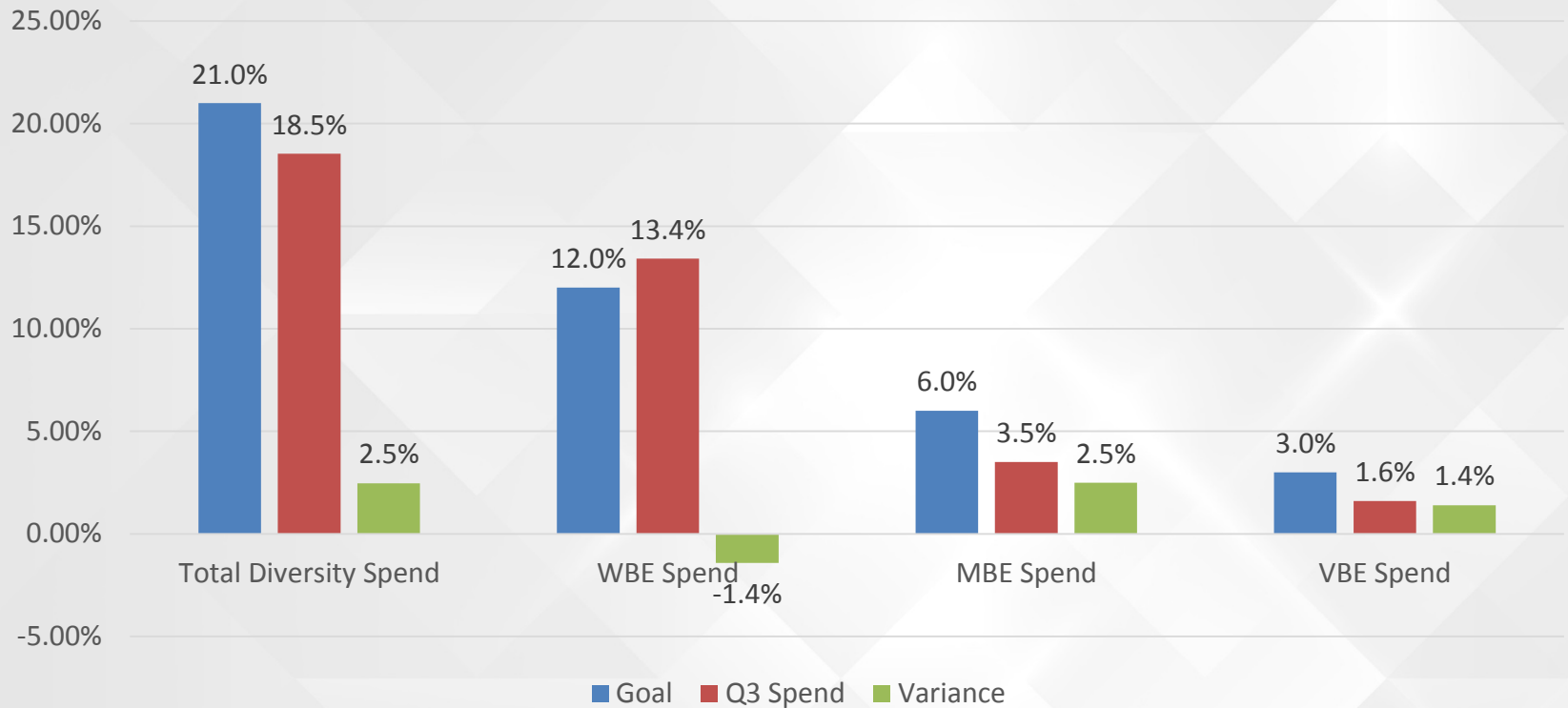
Diversity is at 16% vs. goal of 10%

Veterans at 2.4%



Vendor Diversity Spend

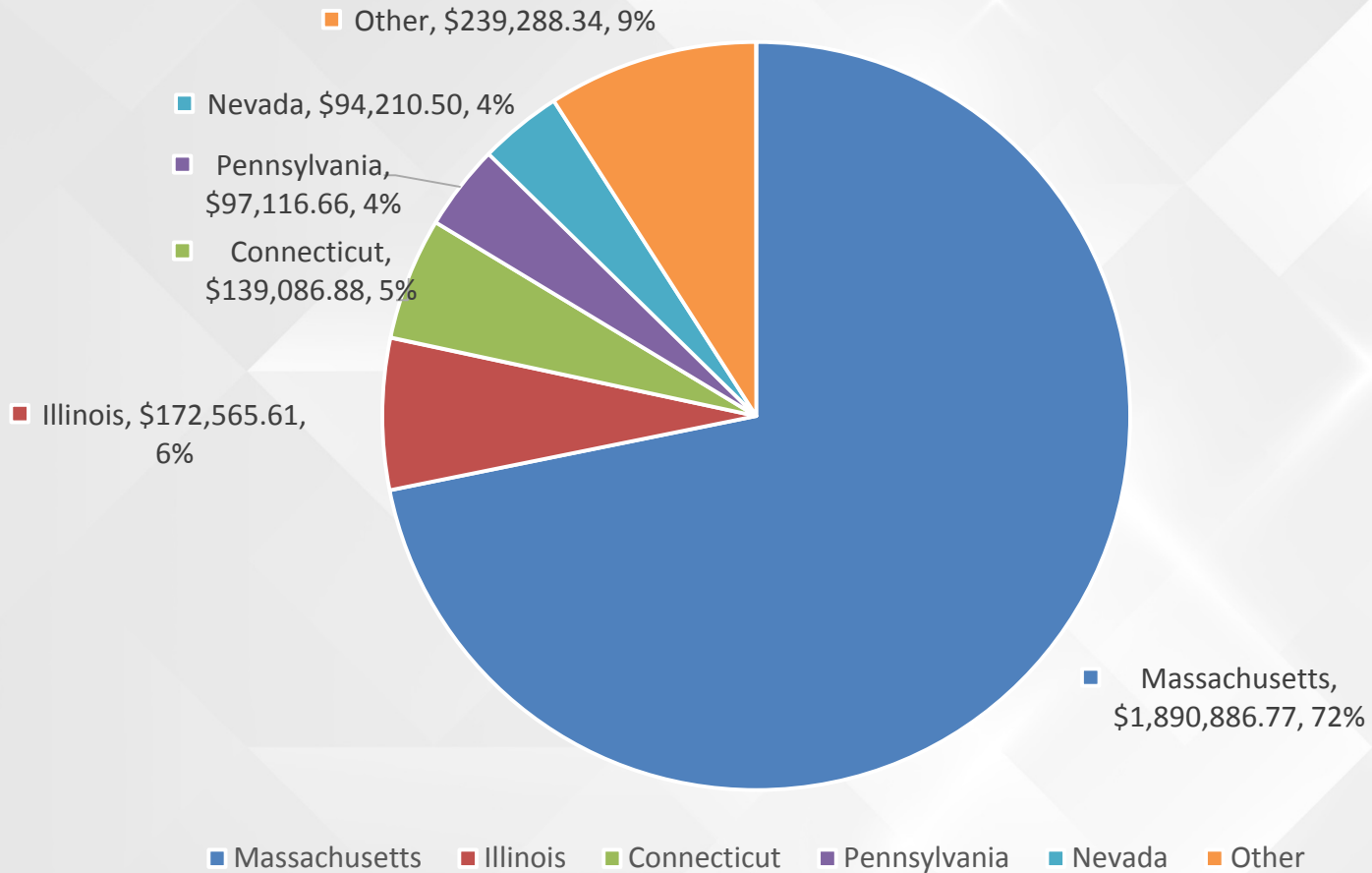
Q3 2015



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Local Spend

Total Q3 Spend: \$2,633,154.76



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CASINO

Diversity Spend Action Plan

- At least one qualified WBE/MBE/VBE vendor will be invited to participate in each bid.
- Commodities lacking sufficient qualified vendors will be the primary focus to locate new suppliers that support our diversity goals.
- Diversity suppliers will be given a 5% consideration over competitive bids up to \$10k.
- PPC will continue to attend minority and diversity supplier events in search of new vendors as well as support the organizations that host the events.
- Create a Diversity Committee on property to promote the program, gain leads, and represent PPC at events. The committee will include employees as well as qualified vendors.



Revenue & Taxes

through September 30, 2015

Month	Revenue	Taxes @ 49%
July	\$ 18,155,783.80	\$ 8,896,334.09
August	\$ 15,228,050.58	\$ 7,461,744.78
September	\$ 12,625,157.80	\$ 6,186,327.32
Totals	\$ 43,008,992.18	\$ 22,544,406.19



Compliance with Regulations

- Procedures for 71 sections of gaming regulations
 - Revise internal controls as needed to reflect best practices/current procedures
 - Communication with on-site supervising agents
- Stats for underage youth and complaints presented last week



Compliance with Agreements

Host Community

Q3 Community Impact Fee of \$25,000 paid July 1

Surrounding Communities

Charitable contributions of \$100,000

Completed baseline traffic and crime studies

MA Office of Travel & Tourism

Kiosk installed at valet entrance in October



Compliance with Agreements, continued

MA Community College Casino Career Institute

Surveillance certification curriculum at BCC

Responsible alcohol service training (TiPS)

Lottery (as of October 3, 2015)

Online sales (e.g., Keno) \$ 198,225.75

Instant ticket sales \$ 427,463.00

Total lottery sales \$ 625,688.75



Company Overview

- Strong financial position
 - Able to meet payroll, payments of winning wagers, and other obligations
 - All state, local and federal taxes have been paid
- Customer service satisfaction survey results improving month-over-month
- Operationally becoming more efficient
 - Jackpot processing time
 - Wait times at Player Services
- No issues with traffic or parking since opening week



Events & Promotions

3rd Quarter

Cadillac giveaway

Pro Football Challenge

Jackpot Frenzy

U-Spin

4th Quarter

Audi A6 giveaway

Snow Blower Blowout

Slot Tournament

Wicked Wild Winning

New Year's Eve



Current Projects

- Casino Management System – complete late November
- Intercept Detection System – updated mid-October
- Play Management – install early Q1 2016

