

Plainridge Park Casino

Report to the Massachusetts Gaming Commission

Q4 2015



PLAINRIDGE PARK
CASINO

Employment

As of December 31, 2015:

	Employees	Full-time	Part-time
Totals	532	373	159
	100%	70%	30%



Employment

As of December 31, 2015:

	Employees
Diversity	16.72%
Veterans	2.81%
Massachusetts	74.06%
Local	35.52%



Employment

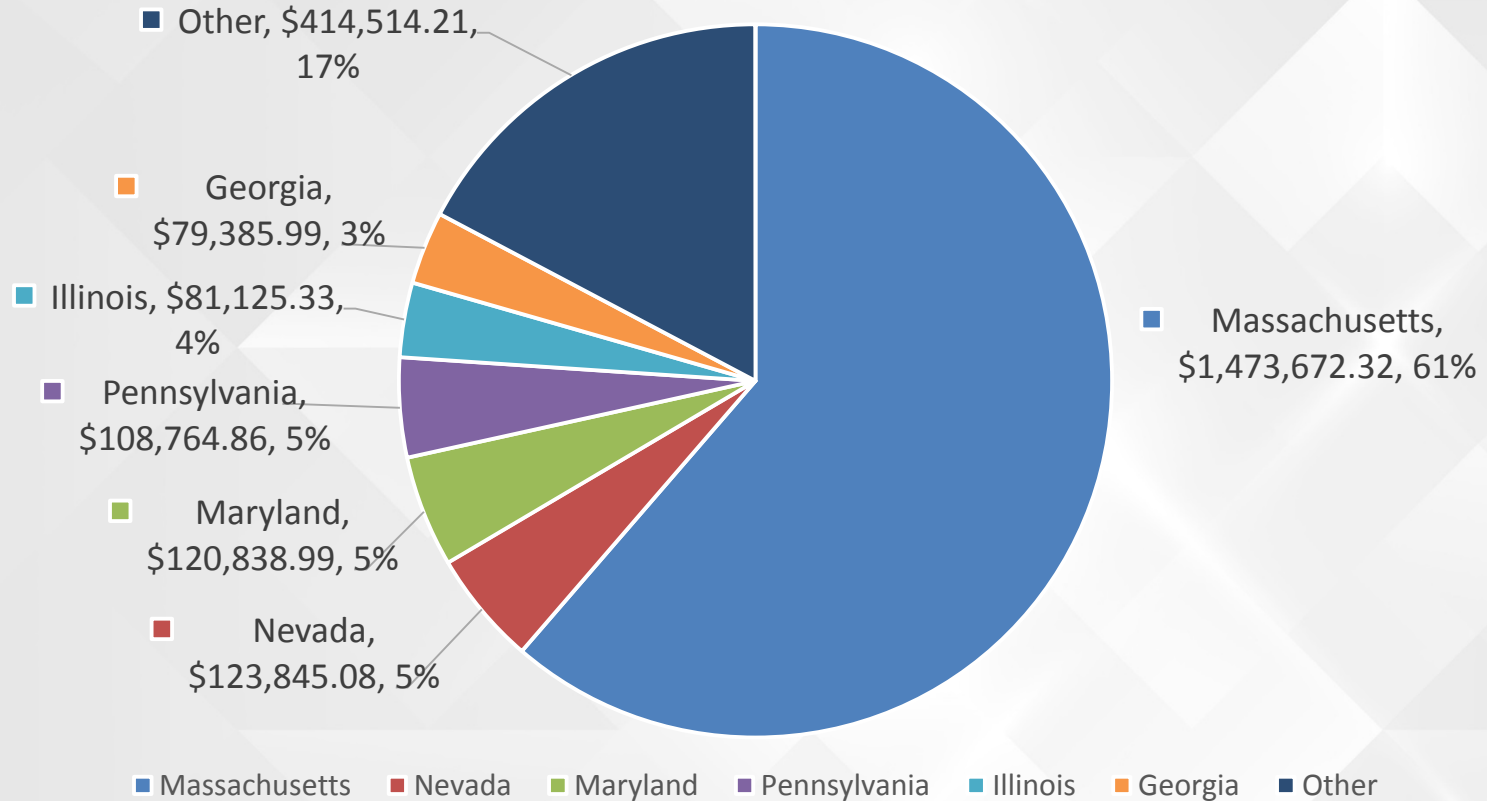
As of December 31, 2015:

	4 th Quarter	2015
Promotions	13	40
Internal Transfers	10	36



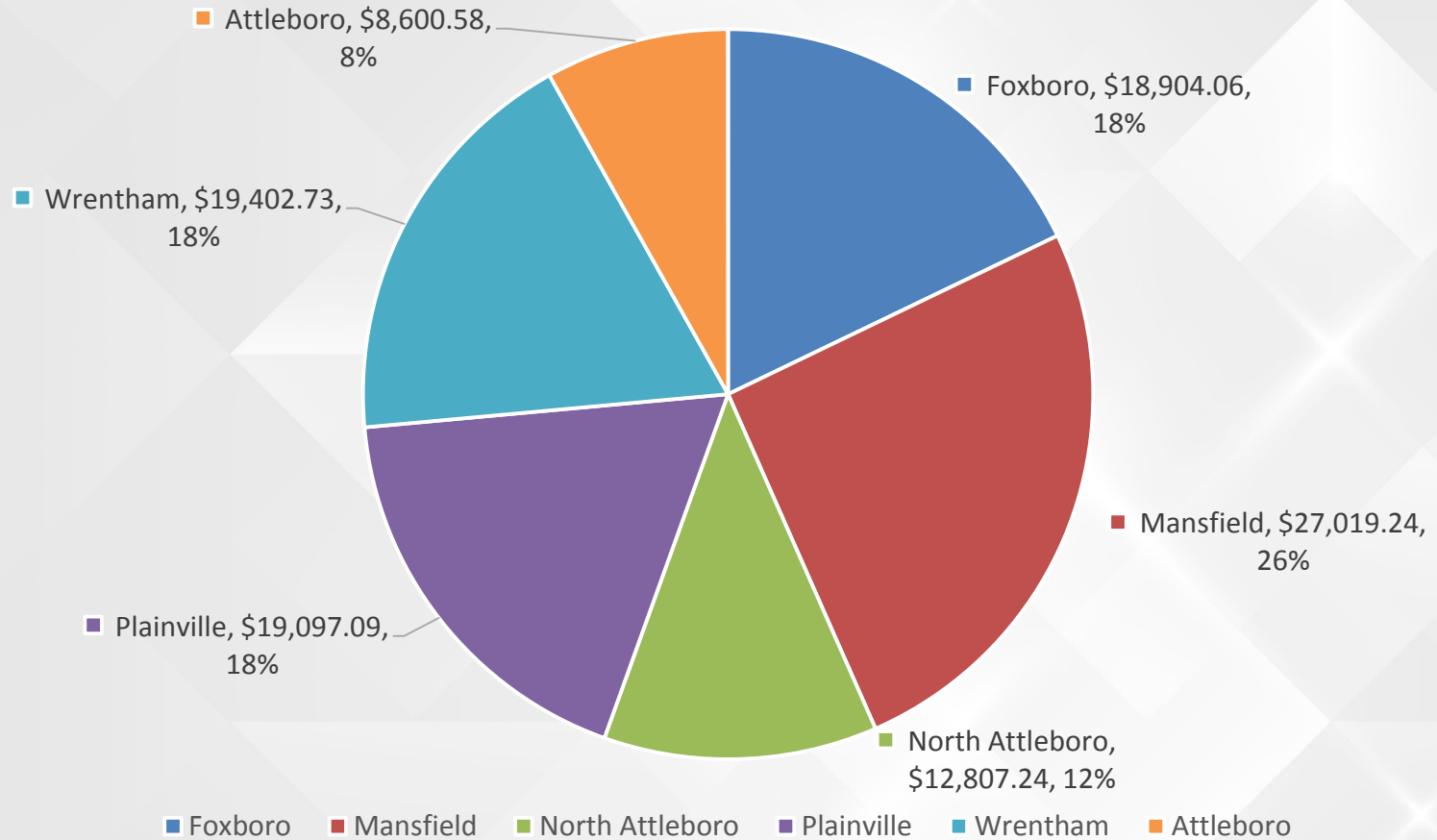
Local Spend

Total Q4 Spend: \$2,402,146.78



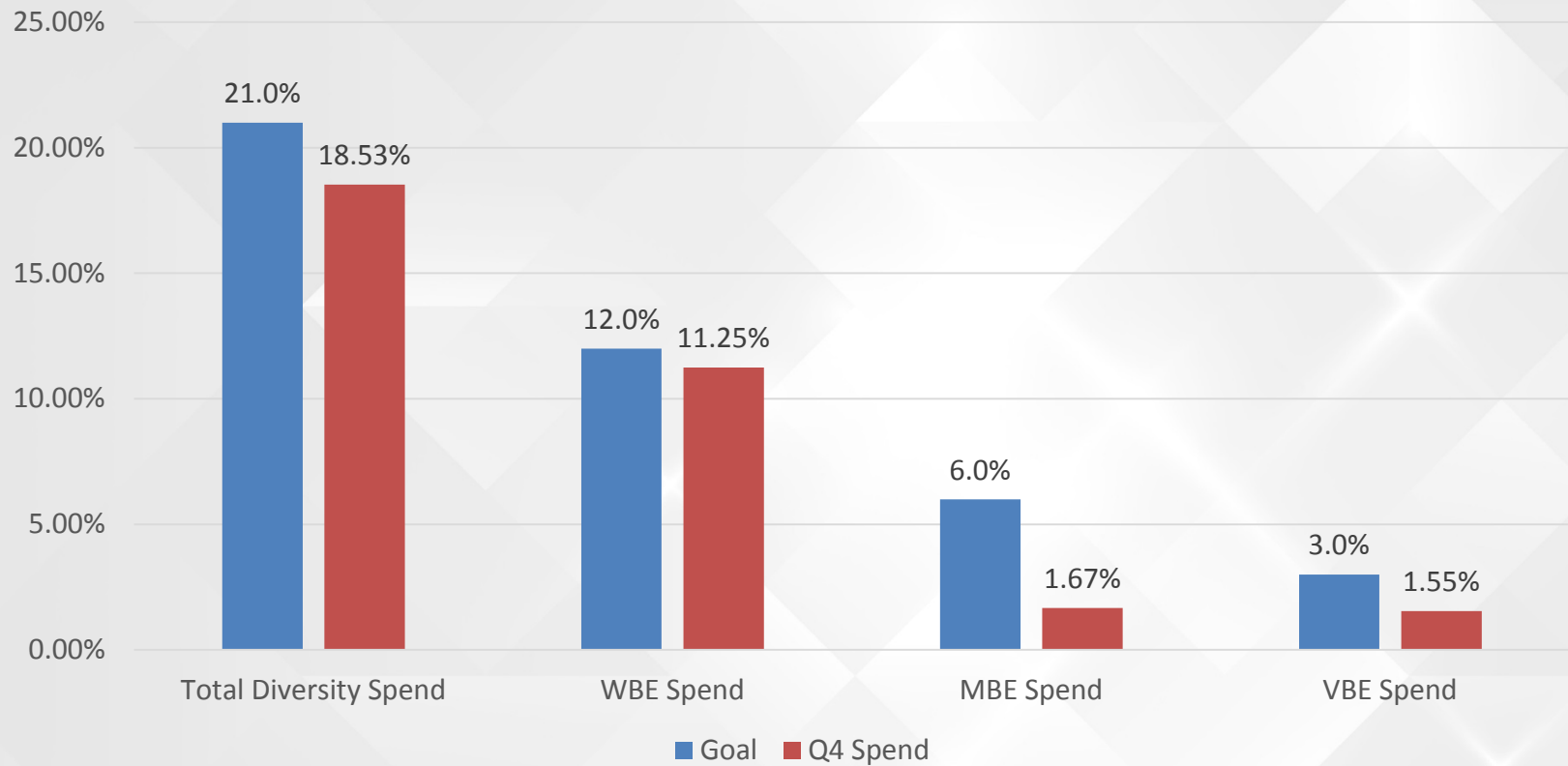
Local Spend

Total Host & Surrounding Community Spend: \$105,830.94



Vendor Diversity Spend

Q4 2015



Diversity Spend Action Plan

- Continue to support diversity groups in various forms (i.e.- sponsorships, donations, etc.)
- Work with Center for Women & Enterprise to host event for their WBEs at PPC.
- Diversity Committee consists of team members from operational departments with higher spend.
- Continue to develop vendor database and include new disadvantaged vendors in opportunities.
- Develop a tracking tool that will identify opportunities lost by a diverse supplier. This tool can be used to educate and coach vendors that did not win previous bids.



Revenue & Taxes

Month	Revenue	Taxes @ 49%
October	\$12,876,375.54	\$6,309,424.01
November	\$11,939,949.56	\$5,850,575.28
December	\$11,267,254.41	\$5,520,954.66
Quarter Totals	\$36,083,579.51	\$17,680,953.95
2015 Totals	\$88,230,548.03	\$43,232,968.53



Compliance with Regulations

Month	Prevented from entering gaming establishment	Escorted from gaming area	Found gambling at table games	Found gambling at slot machines	Taken into custody for gambling	Taken into custody- Other	Found consuming alcoholic beverages
June 24-30	N/A	0	N/A	0	0	0	0
July	259	4	N/A	2	2	0	0
August	362	0	N/A	0	0	0	0
September	169	0	N/A	0	0	0	0
October	79	0	N/A	0	0	0	0
November	99	1	N/A	0	0	0	0
December	123	1	N/A	0	0	0	0
TOTAL	1091	6	N/A	2	2	0	0



Compliance with Agreements, continued

Lottery Sales (10/4/15-12/26/15)

Online (e.g., Keno)	\$ 163,693
Instant ticket	<u>\$ 315,632</u>
Total lottery	\$ 479,325

Lottery Sales (2015)

Online (e.g., Keno)	\$ 856,095
Instant ticket	<u>\$ 460,645</u>
Total lottery	\$1,316,740



Company Overview

- Strong financial position
 - Able to meet payroll, payments of winning wagers, and other obligations
 - All state, local and federal taxes are paid timely
- Customer service satisfaction survey results improving month-over-month
- Operationally becoming more efficient
 - Jackpot processing time
 - Wait times at Player Services



Events & Promotions

4th Quarter 2015

Audi A6 giveaway

Snow Blower Blowout

Slot Tournament

Wicked Wild Winning

New Year's Eve

1st Quarter 2016

Ford Fun Giveaway

Powerball Promotion

Carnival Cruise Giveaway

Lottery Ticket Giveaway

Valentine's Day Chocolates Giveaway



Current Projects

- Play Management – expected install Q1 2016
- CMS – target for cut-over in early February

