

# Mohegan Pennsylvania Category 1 License Renewal

License Renewal Hearing

January 24, 2024



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# MPA Leadership Team

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## Anthony Carlucci

• President and General Manager •

## Rich Roberts

President Digital Gaming

## Dave Parfrey

Vice President of Marketing

## Katie Borkowski

Vice President of Human Resources

## Ron Chrzan

Director of Compliance

## Kevin Hayes

Outside Counsel



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# Anthony Carlucci

President and General Manager



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## Mohegan Owned

- 1995 - Mohegan Sun, CT
- 2006 - Mohegan Pennsylvania
- 2021 - Mohegan Casino Las Vegas, NV
- 2023 - Mohegan Inspire Entertainment Resort, South Korea

## Managed Properties

- 2012 - Resorts Casino Hotel, NJ
- 2017 - Fallsview Casino Resort, ON
- 2017 - Ilani, WA
- 2017 - Casino Niagara, ON



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With regard to ownership, participation and operation, MPA is a minority business, as it is owned and operated by the Mohegan Tribe of Connecticut. All members of the governing body, including the Chairman of the Mohegan Tribe, are Native American. As such, Mohegan Pennsylvania is significantly diverse in the ownership and operation of MPA and multiple other properties.

# Commitment to Diversity Initiatives



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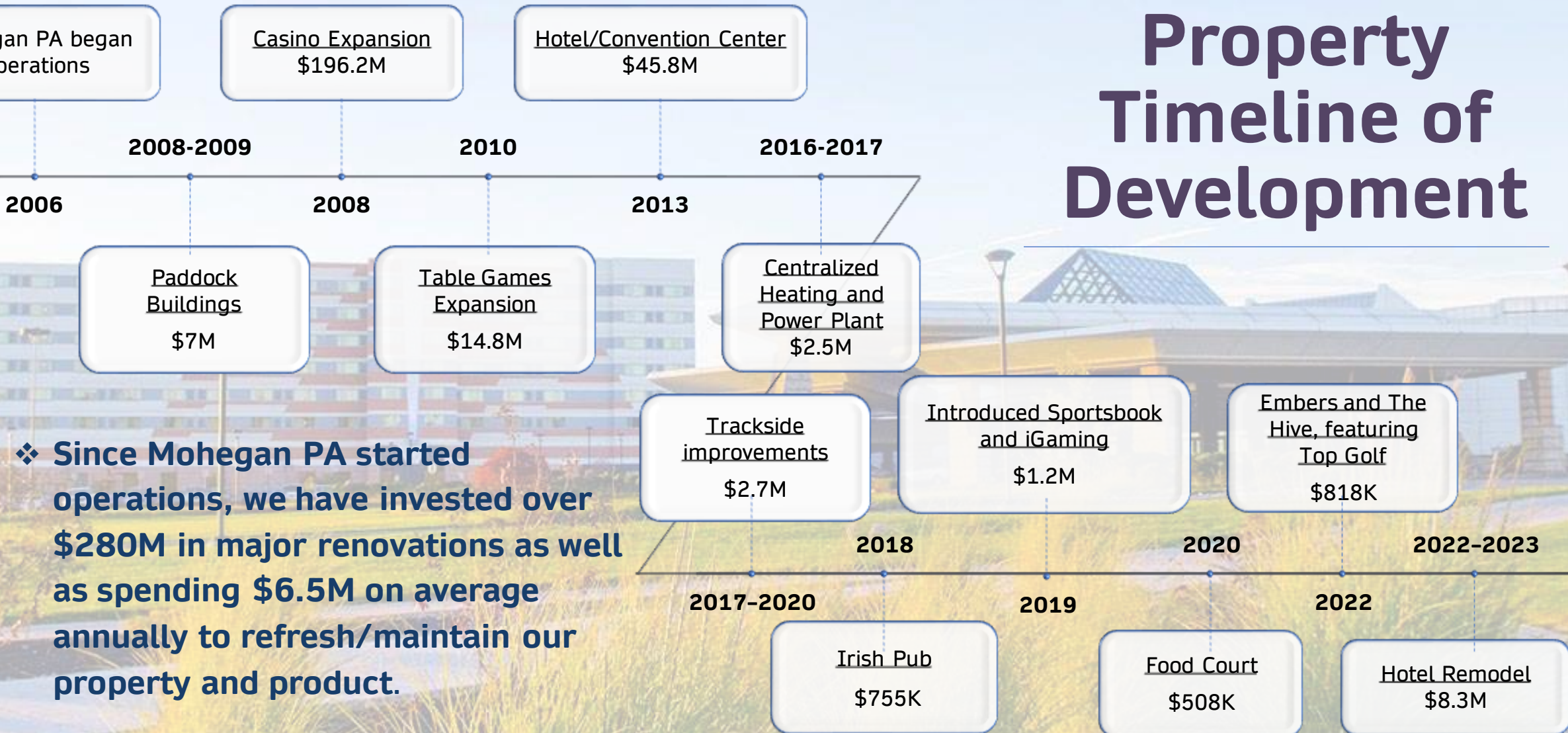
# Dave Parfrey

Vice President of Marketing



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# Property Timeline of Development



❖ Since Mohegan PA started operations, we have invested over \$280M in major renovations as well as spending \$6.5M on average annually to refresh/maintain our property and product.



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# Mohegan Pennsylvania Gaming

Over **67,000** sq. ft. of gaming space including:

**1,629** slots

**58** table games

**6** Hybrid table games

Poker Room

**Sportsbook**

**AND**

**Live harness racing and simulcast wagering**



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# Hotel and Convention Center



**238**  
Rooms

**2022-2023**

Hotel Renovation

**Hotel Spa - Spa Sapphire**

*Locally owned and operated*

**Bean & Vine Café & Wine Bar**

**Wise Crackers Comedy Club**



**20,000 SQ. FT.**

of indoor and outdoor convention  
and meeting room space

**Keystone Grand Ballroom**

Preferred venue for some of the  
region's prestigious :

- Black-tie events - Maxwell Football club -
- Geisinger Gala -

**Community partner for non-profit  
and charitable events**

- WNEP Trail of Treats – Spirit of Hope –

**Premiere regional wedding venue**



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# Dining at Mohegan PA

**11** restaurants to cure any craving from hand-cut steaks to freshly-made pastas and salads to grab and go breakfast sandwiches, and everything in between.



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# PA Horse Racing Commitment

## Pocono Downs at Mohegan PA



35 Racing Employees

136 live race days

February through November

Track length 5/8 mile

Annual Sun Stakes Series with over \$2M in purses

3X host venue for the annual Breeders Crown series

\$209,000 Average Daily Purse



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# Economic Impact Racing

## Racing

*in thousands*

Contributions to PA Horse Racing Development Funds	\$	359,293.89
Contributions to PA Harness Horsemen's Association Fees	\$	42,529.92
Pari-Mutuel Taxes Paid	\$	29,134.57
Admission Taxes	\$	100.33
	\$	<b>431,058.71</b>



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# Economic Impact Gaming

## Gaming

*in millions*

	Slots	Tables	iGaming	Sportsbook	
Gaming Taxes to PA	\$ 1,136.07	\$ 66.19	\$ 26.56	\$ 5.26	\$1,234.08
Contributions to PA Race Horse Development Fund	\$ 359.29	\$ -	\$ -	\$ -	\$ 359.29
Contributions to Economic Development Fund	\$ 173.25	\$ -	\$ -	\$ -	\$ 173.25
Section 1401 Assessment Paid to PA	\$ 73.41	\$ 8.03	\$ 1.60	\$ 0.27	\$ 83.31
Local Share Payments	\$ 236.02	\$ 9.99	\$ 5.51	\$ 0.31	\$ 251.83
County Grant	\$ -	\$ -	\$ 8.97	\$ -	\$ 8.97
Initial Fee	\$ 50.00	\$ 16.50	\$ 8.00	\$ 10.00	\$ 84.50
	<b>\$ 2,028.04</b>	<b>\$ 100.70</b>	<b>\$ 50.64</b>	<b>\$ 15.84</b>	<b>\$2,195.23</b>



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# Economic Impact Non-Gaming

## Other

*in thousands*

Property Taxes	\$	51,241.53
Sales and Use Tax	\$	14,550.89
Hotel Occupancy Tax	\$	1,475.96
Mercantile Taxes	\$	304.79
Amusement Tax	\$	166.85
	\$	<u>67,740.02</u>



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# Rich Roberts

President Digital Gaming



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# Interactive Gaming Operations

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## Mohegan Digital Services

- **Soft-launch Scheduled for March 18th**
- **Full launch with Momentum Rewards scheduled for April 18th**
- **Outreach to Unibet players – in planning phase**
- **Marketing plan – updating with the Unibet exit**



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# **Interactive Gaming Operations**

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## **Unibet Exit**

- **App closure date – June 2024 – Exact date TBD**
- **Mohegan Digital Services – soft landing for Unibet players**
- **VIP and player management discussions**
- **Supporting opportunities for Unibet employees**



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# Ron Chrzan

Director of Compliance



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# Responsible Gaming & Responsible Alcohol Management



- Mohegan Pennsylvania was most recently RAMP certified on June 8, 2023
- Mohegan Pennsylvania requires 100% of the alcohol service staff to be RAMP trained
- All training costs are paid by Mohegan Pennsylvania

- 100% of Mohegan Pennsylvania employees are trained annually in Responsible Gaming
- Training is conducted by the Council on Compulsive Gambling of Pennsylvania
- Detailed Responsible Gaming policies and procedures
- Mohegan Pennsylvania prohibits iGaming self-exclusions from visiting the brick-and-mortar facility



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# Minor Prevention / Unattended Minors

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POCONO

Minors should never be left unattended in vehicles for any reason.

Violators will be subject to criminal prosecution and permanent eviction from the property.

Gambling Problem? Call 1.800.548.1800



Created incentive programs which reward Security Officers every 100 days with no minors on the floor and for identifying fake ID's

Decreasing the width of the security gates

Utilizing ID scanners with Photo Comparison Tool

Staffing additional Security Officers at posts during high volume days and special events

- Signage at each entrance to the facility
- All team members sign an Unattended Minor Acknowledgement Form
- Scrolling messages on interior TV's

- Upgraded exterior cameras to low light infrared cameras for optimum visual clarity.
- Fixed cameras in Security Dispatch and Surveillance for high-risk areas of facility (entrances, parking lots valet ports, etc.)



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# Commitment to Local Community

Total charitable contributions since opening

**\$4,891,477**

Total charitable contributions in last 12 months

**\$142,089**



- ❖ Boy Scouts of America
- ❖ Brighter Journeys
- ❖ Council on Compulsive Gambling of PA
- ❖ Greater Pittston Chamber of Commerce
- ❖ Greater Wyoming Valley Chamber of Commerce
- ❖ Junior Achievement of NEPA
- ❖ Northeast Regional Cancer Institute
- ❖ Plains Lions Club
- ❖ Scranton Chamber of Commerce
- ❖ SPCA of Luzerne County
- ❖ Spirit of Hope
- ❖ St. Vincent DePaul
- ❖ Toys for Tots
- ❖ United Way
- ❖ Wilkes-Barre NAACP



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# Mohegan PA in the Community

- ❖ F. M. Kirby Center for the Performing Arts
- ❖ Times Shamrock Holiday Tower Lighting
- ❖ WNEP TV & Allied Services' Run 14
- ❖ United Way Day of Caring
- ❖ Slot Voucher Donation Boxes
- ❖ Wilkes-Barre St. Patrick's Day Parade Float Sponsor
- ❖ Wyoming Valley Run
- ❖ WVIA Polka Sponsorship
- ❖ Valley Santa
- ❖ The Spirit of America Story, The Wall

**33.1%**

Total vendor spend has been with local businesses and contractors

**5.1%**

Total vendor spend has been with MBE/WBE businesses

**Diversity Vendor Fair - April 2023**

**17** vendors and  
**11** PA casinos attended



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# Concerts and Special Events



## Annual Party on the Patio

Free summer concert series

17-weeks featuring some of the nation's best tribute acts and launching pad for local bands

## Ticketed Events

Summer Concert Headliners

Pat Benatar, Brett Michaels, Kool and the Gang

Murder Mystery and Comedy shows

## Oktoberfest

Multi-day outdoor festival



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# Katie Borkowski

Vice President of Human Resources



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# Diversity Commitment

## Diversity Plan

MPA takes pride in its diversity endeavors and is confident that the positive effects of its Diversity Plan and Diversity in Employment Program can be seen in its work environment. MPA's commitment and loyalty to maintaining and strengthening a diverse work climate is of utmost importance to its overall strategic plan and extremely valuable to its business, local community, and patrons. MPA will continue to demonstrate our commitment to promoting, training, and hiring based off our promise and focus to foster a diverse work environment.

**Established Diversity Committee**  
Meets Quarterly

**Diversity submission to the state**  
Report Quarterly

**Strive to implement diversity in our vendor spend**



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# Diversity in Employment

Mohegan Pennsylvania has a history of providing opportunity and creating a diverse and welcoming work environment.

## Minority

- 18.6% of total employee workforce
- 1.5% of MSP workforce was minority at the time of purchase in 2005
- 14.2 % of MSP workforce was minority at time of last renewal in 2017
- 8.6% management/professional

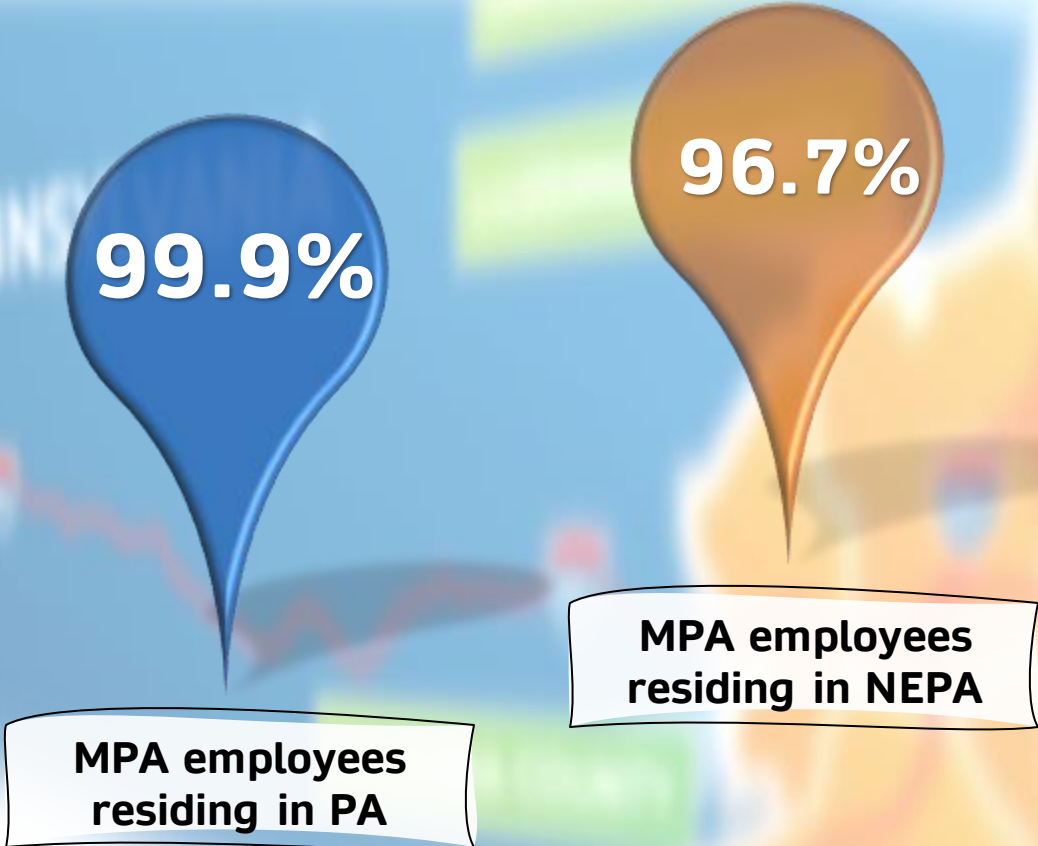
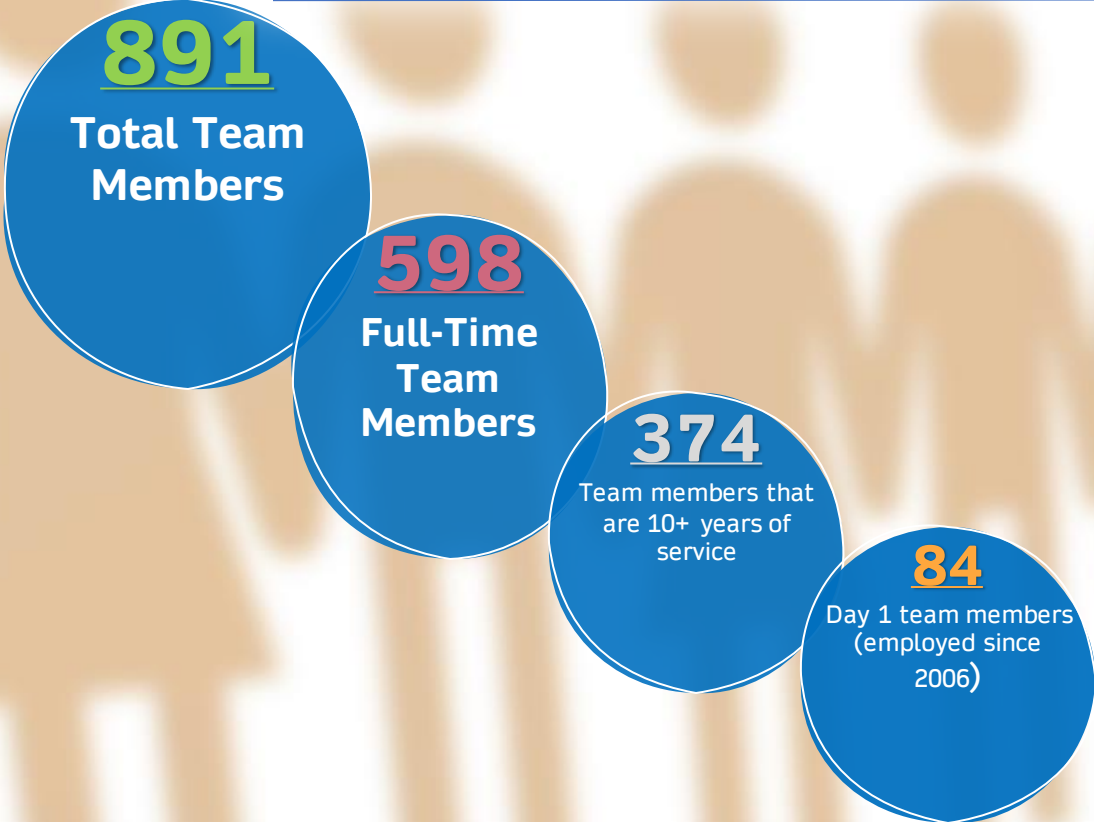
## Female

- 47.1 % total employee workforce
- 39.1% Manager/Professionals

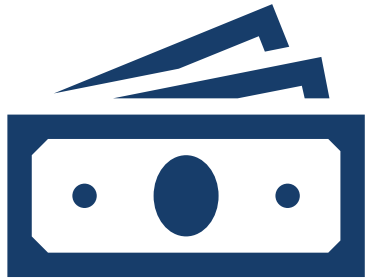


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# Commitment to Team Members



# Commitment to Team Members



## Total Salaries and Wages Paid Since 2006 Opening

- Salary and Wages: \$480,149,123.00
- Benefits: \$188,313,072.00



## Benefits Offered to Team Members

- Medical, Dental and Vision Coverage
- 401(k) for all Full-Time and Part-Time Team Members
- Tuition Reimbursement
- Free meals while working
- Employee Assistance Program
- Twill Mental Health App (Free Services provided)
- Perfect Attendance Bonuses
- Sign on Bonuses



# Team Member Achievements

Leadership at MPA has served on more than  
10 local community boards

## MPA serves local schools/colleges in the following ways:

- Providing internships -
- Attending career fairs -
- On the job trainings -
- Providing interviewing practice and feedback at colleges -
- Conducting on campus interviews -



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# Questions?



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