



Report to the Massachusetts
Gaming Commission
Q3 2017

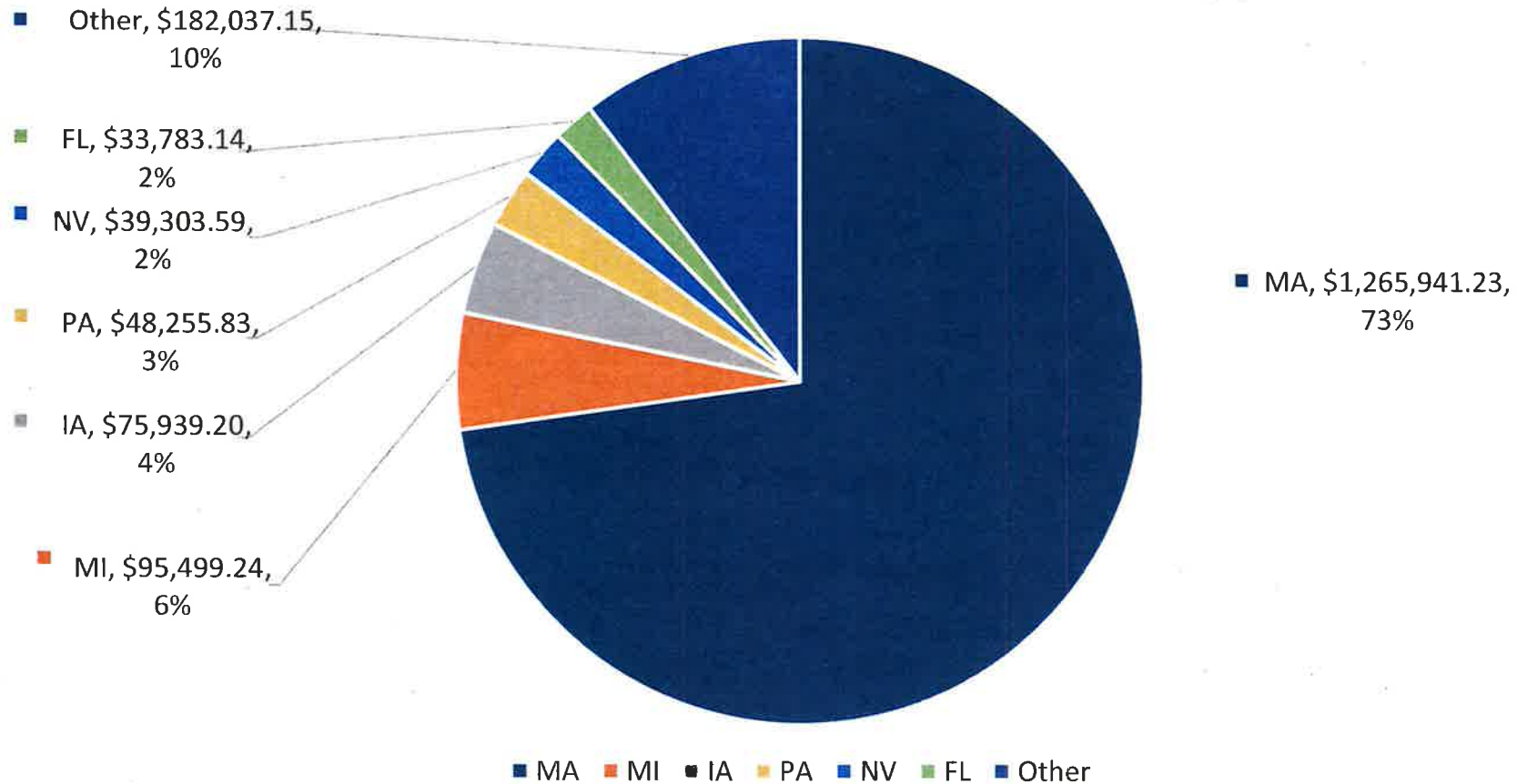


PLAINRIDGE PARK
YOUR HOMETOWN CASINO

Spend by State



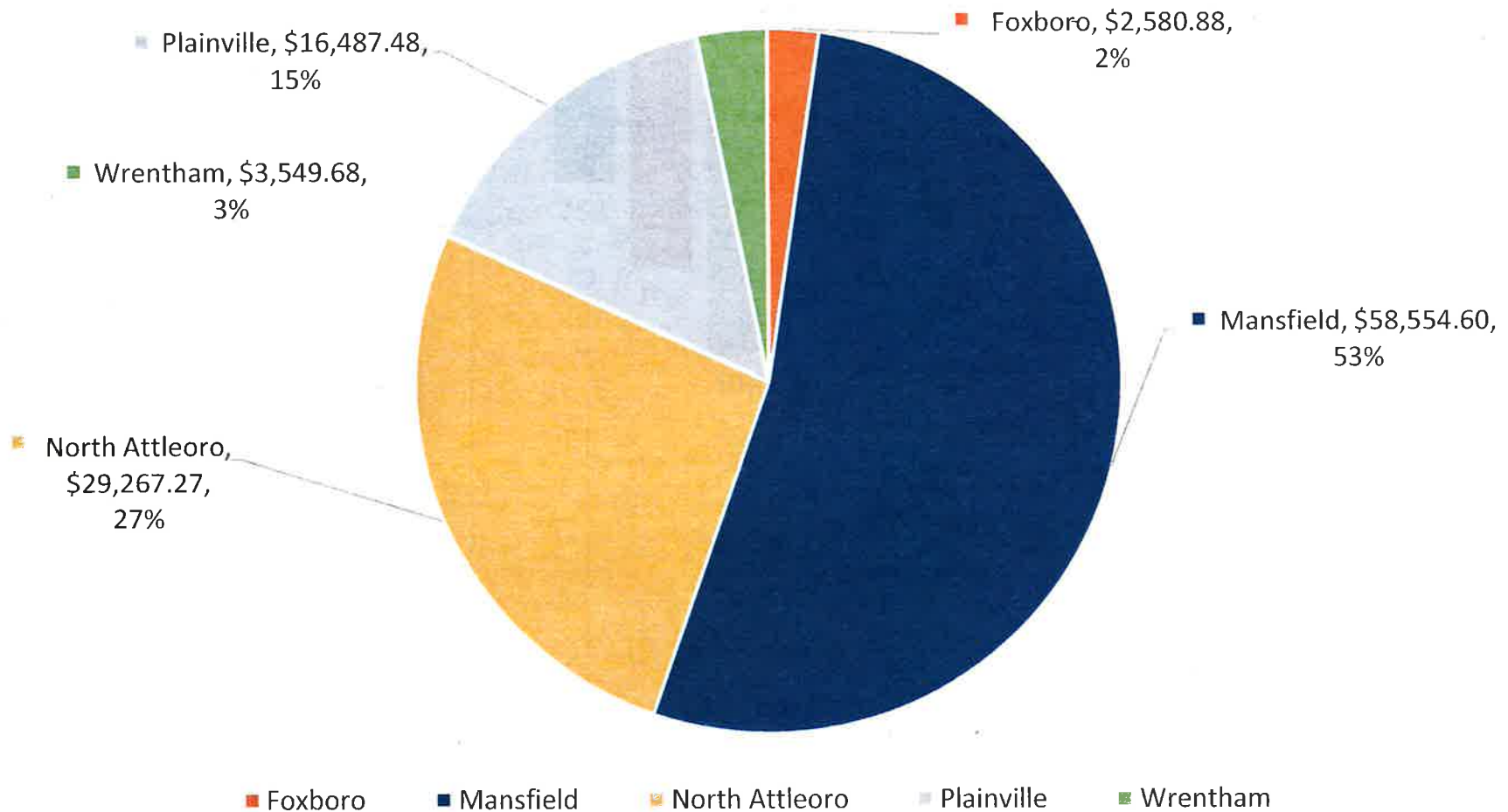
Total Q3 Spend: \$1,740,759.38



Local Spend



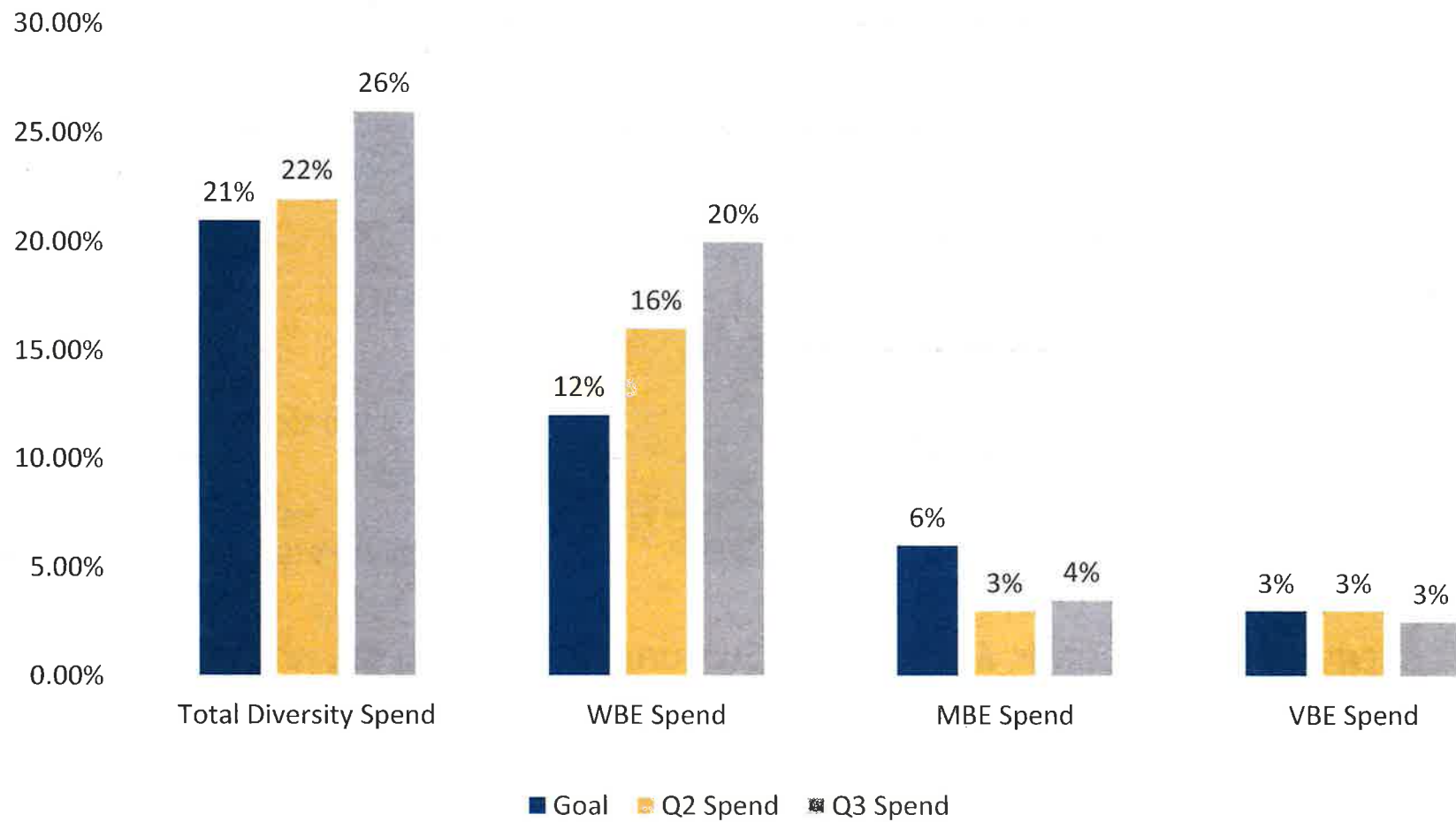
Total Q3 Host & Surrounding Community Spend: \$110,439.91



Vendor Diversity



Q3 2017



Q3 Diverse Vendor Spend



- **Q3 WBE Vendors**

- 21 Vendors used totaling \$349,384



- **Q3 MBE Vendors***

- 5 Vendors used totaling \$63,824



- **Q3 VBE Vendors***

- 3 Vendors totaling \$43,598



*Includes vendors that are certified in multiple diversity categories. Spend is only reported in one category.

Gaming Revenue & Taxes



	Net Slot Revenue	State Taxes	Race Horse Taxes	Total Taxes	
2016	1st	\$38,663,540	\$15,481,836	\$3,479,719	\$18,961,555
	2nd	\$39,185,244	\$15,641,803	\$3,526,672	\$19,168,475
	3rd	\$39,756,060	\$15,923,121	\$3,578,045	\$19,501,166
	4th	\$37,388,890	\$14,973,358	\$3,365,000	\$18,338,358
	Total	\$154,993,734	\$62,020,118	\$13,949,436	\$75,969,554
2017	1st	\$38,440,289	\$15,352,221	\$3,459,626	\$18,811,847
	2nd	\$42,615,790	\$17,057,566	\$3,843,926	\$20,901,492
	3rd	\$44,545,357	\$17,821,836	\$4,009,082	\$21,830,918
	4th				
	Total	\$125,601,436	\$50,231,623	\$11,312,634	\$61,544,257

Lottery Sales



Quarter	2016	2017	\$ Difference	% Difference
1st	\$705,304	\$750,871	\$45,567	6.46%
2nd	\$758,852	\$843,294	\$84,442	11.13%
3rd	\$738,116	\$891,181	\$153,065	20.74%
4th	\$748,919			
Total	\$2,951,191	\$2,485,346	\$283,074	9.59%

- PPC currently has 5 instant ticket machines and 4 online terminals on site
- Prior to the Casino opening the Property had 1 instant ticket machine and 2 online machines

Compliance with Regulations



Month	Number of Patron ID Checks	Prevented from entering gaming Establishment			Expired, Invalid, no ID	Fake ID	Minors and Underage Escorted from the gaming area	Minors and Underage Found gambling at slot machines	Minors and Underage Found consuming alcoholic beverages
		Total	Minors ¹	Underage ²					
July	7,557	155	7	44	104	0	0	0	0
August	7,122	119	9	30	80	0	1	0	0
September	7,220	116	3	30	83	0	0	1	0
Total	21,899	390	19	104	267	0	1	1	0

1 Person is under 18 years of age

2 Person is 18-21 years of age

Employment



As of September 30, 2017:

	Employees	Full-Time	Part-time
Totals	476	317	159
% of Total	100%	66.6%	33.4%

	Employees
Diversity	23%
Veterans	4%
Massachusetts	67%
Local	35%
Male/Female	52%/48%

Women Leading at Penn



Global Gaming **Women**

- Women Leading at Penn
 - Initiative developed to network, inspire and encourage women to pursue leadership roles
 - Female executives champion growth and development of other women
- Areas of Focus
 - Leadership Courage (Speak up/Lean In)
 - Presence (Confidence, Executive Presence)
 - Navigating the Workplace as A Women (Gender Bias)
 - Negotiation
 - Emotional Intelligence
 - Life/Work Balance/Blend (Stress Management)

Local Community



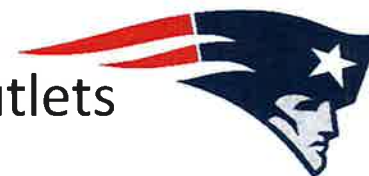
- Plainville Permanent Firefighters
- Guide Dogs of America
- North Attleboro Plainville Rotary Club
- Amyotrophic Lateral Sclerosis Association
- New Hope Inc.
- Town of Foxboro
- Foxboro Discretionary Fund
- Habitat for Humanity



Q3 Partnerships



- Patriots - Foxboro
 - Renaissance Inn / Hilton Garden Inn Stay and Play Packages
 - Concert and Football tickets
- TPC Boston – Dell Technologies Championship
- NESN – Bruins
- 98.5 Radio – Patriots
- NBC Sports - Celtics
- Wrentham Village Premium Outlets

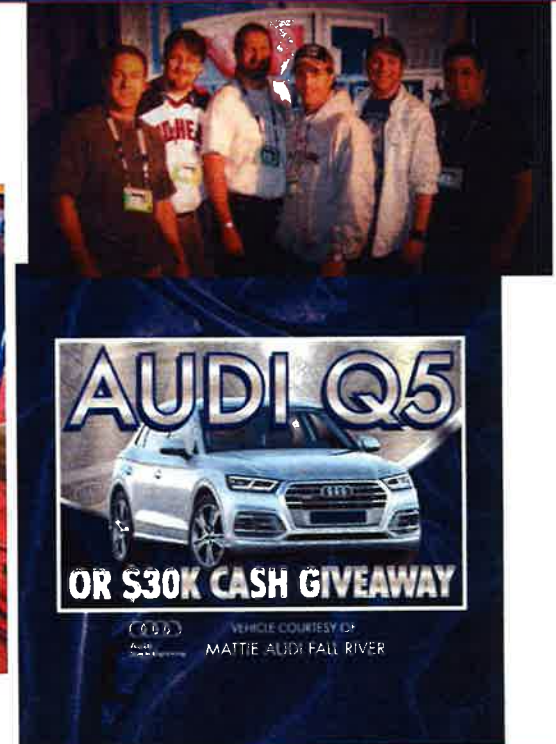


Marketing Highlights



- Q3 Highlights

- Monthly Vehicle Giveaways
- Flutie's Brother's Band
- The Verve Pipe
- Tonic
- Back to School Supply Drive
- National Coffee Day



- Q4 Highlights





Harness Horseman's Association of New England

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Executive Secretary p 508-824-1074 f 508-824-0154

December 4, 2017

VIA EMAIL

Alexandra Lightbown, DVM
Massachusetts Gaming Commission
101 Federal Street
Boston, MA 02110

Dear Doctor Lightbown:

This letter is to respectfully request the Massachusetts Gaming Commission adopt the decision by the Race Horse Committee (RHC) to provide the Standardbred industry the additional five percent from the Race Horse Development Fund retroactive to January 1, 2017.

Based on the 2017 data from both industries, the RHC, after a comprehensive review of the data submitted by our representative, concluded the Standardbred industry should receive an increase from 55% to 60%. It is evident we have met and exceeded the goals contemplated by the legislation.

Thank you in advance for your consideration.

Very truly yours,

HARNESSEMAN'S ASSN. OF NEW ENGLAND

Robert J. McHugh
President

lds

cc: HHANE Board of Directors