



Report to the Massachusetts Gaming Commission Q4 2017



PLAINRIDGE PARK
YOUR HOMETOWN CASINO

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	\$39,129,389	\$15,679,114	\$3,521,645	\$19,200,759
	Total	\$164,730,825	\$65,910,737	\$14,834,279	\$80,745,016

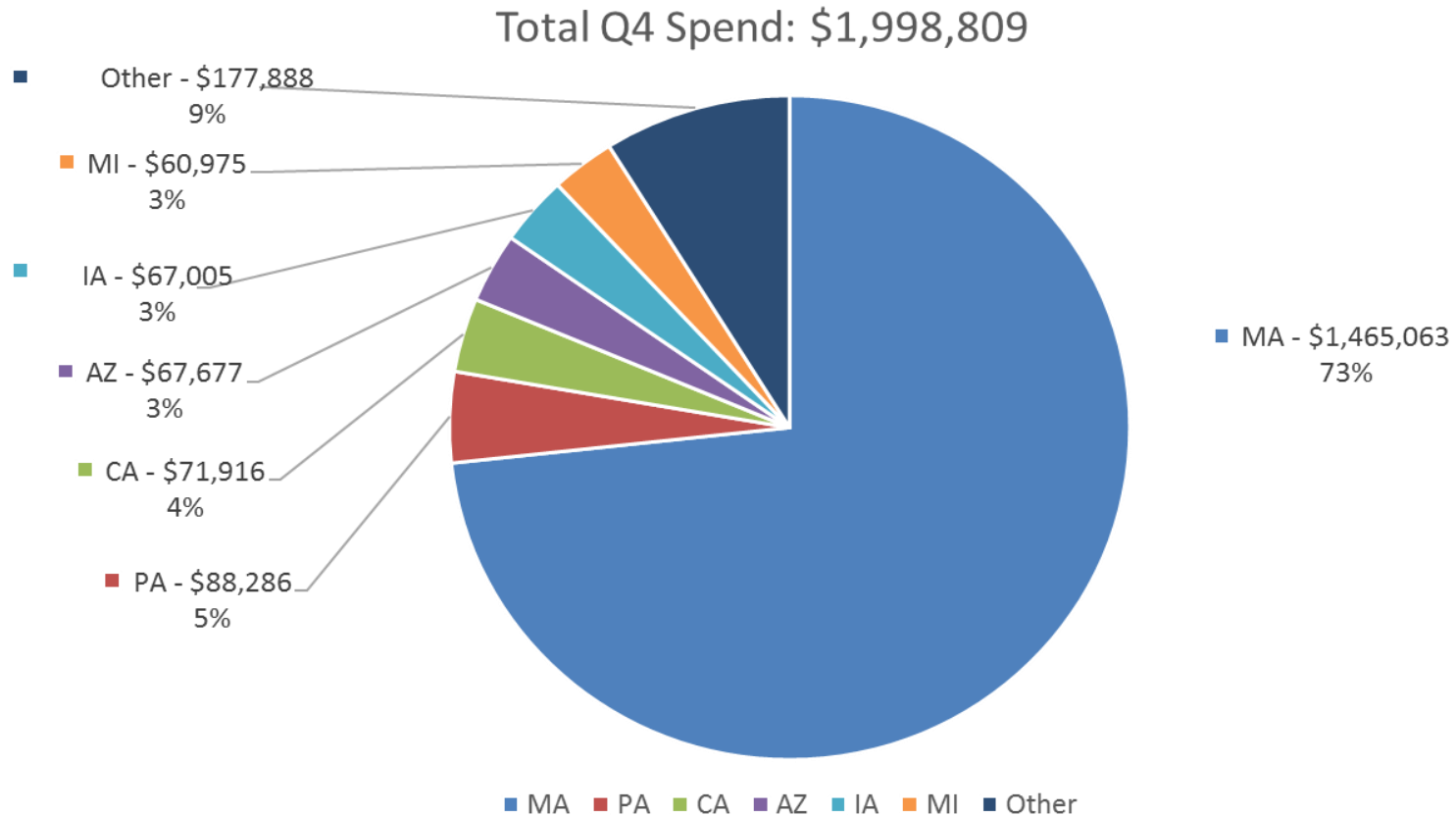
Lottery Sales



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	\$822,037	\$73,118	9.76%
Total	\$2,951,191	\$3,307,383	\$356,192	12.07%

- 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

Spend by State

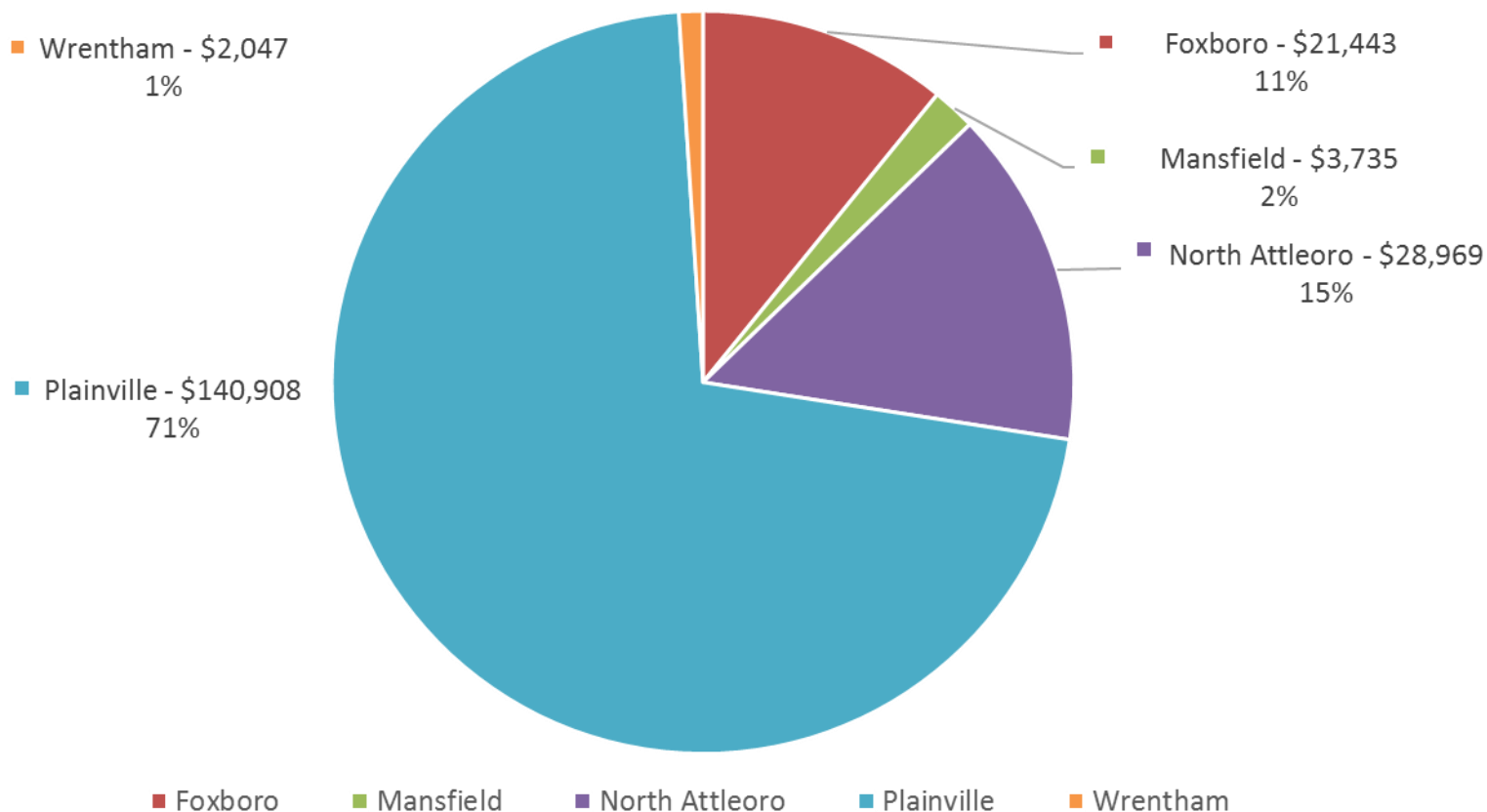


Total 2017 Annual Spend: \$6,700,847 of which 75% of the spend was in the Commonwealth of Massachusetts

Local Spend



Total Q4 Host & Surrounding Community Spend: \$197,102

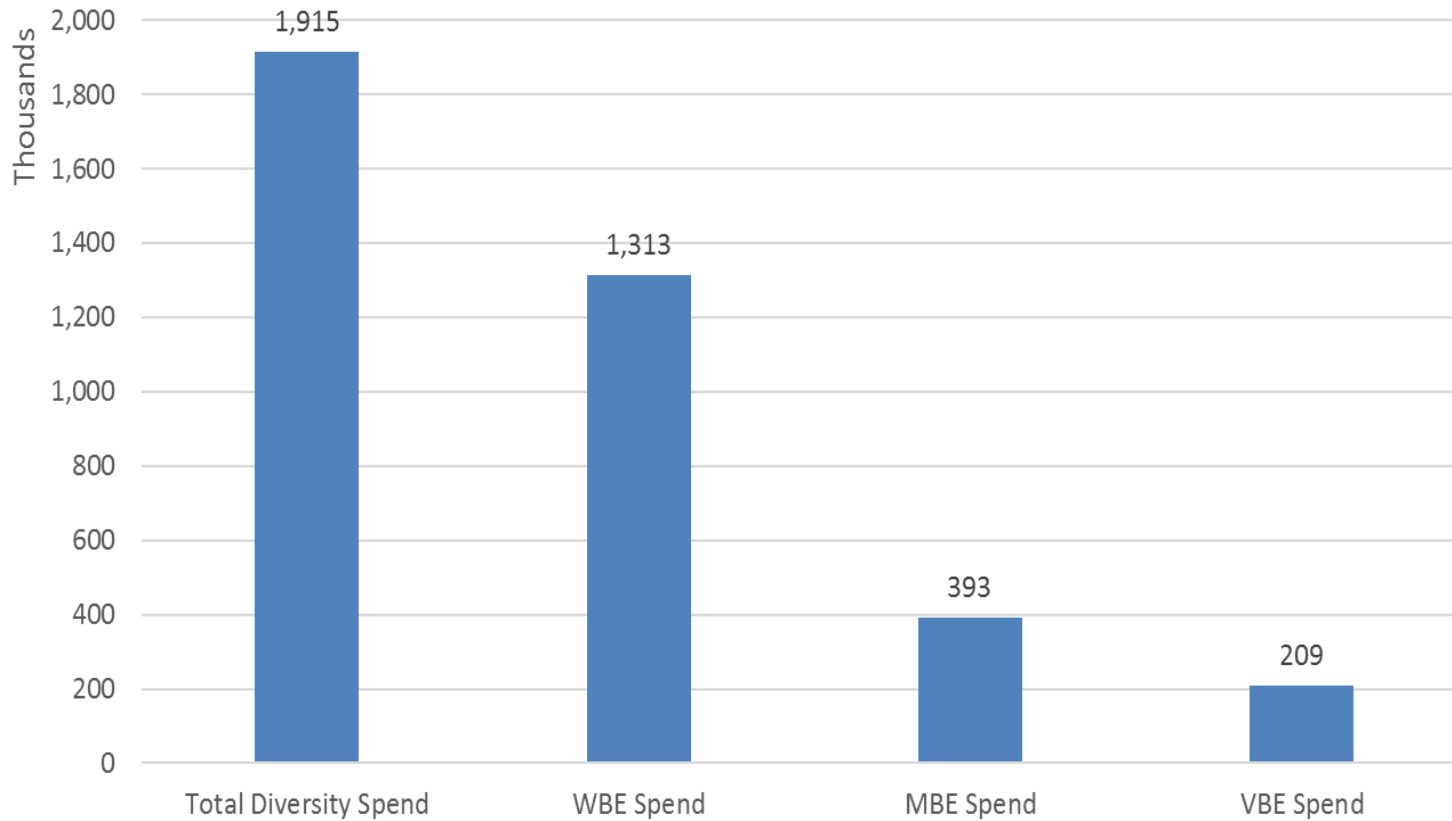


Total 2017 Host & Surrounding Community Spend: \$470,975

Vendor Diversity



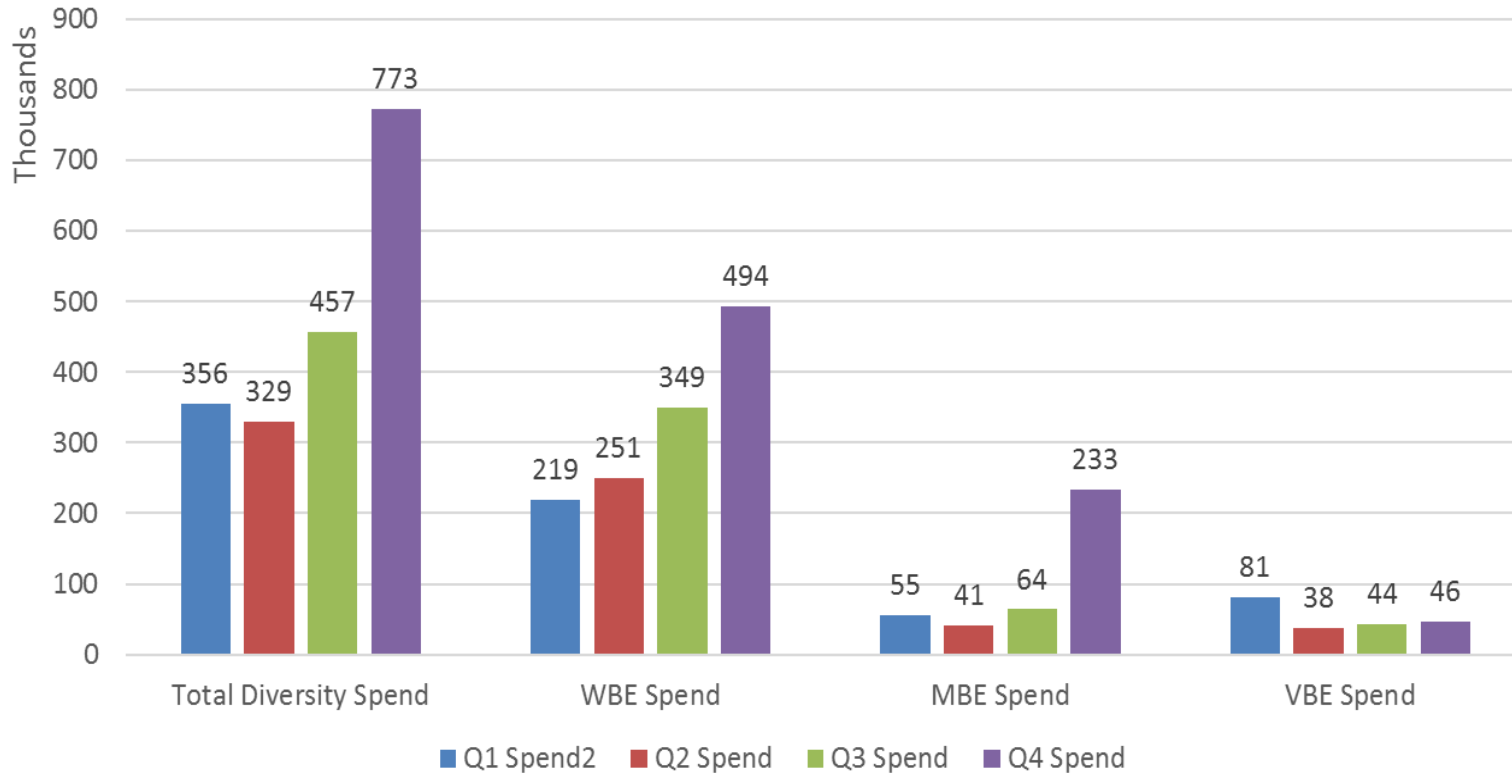
2017 TOTAL SPEND



Vendor Diversity



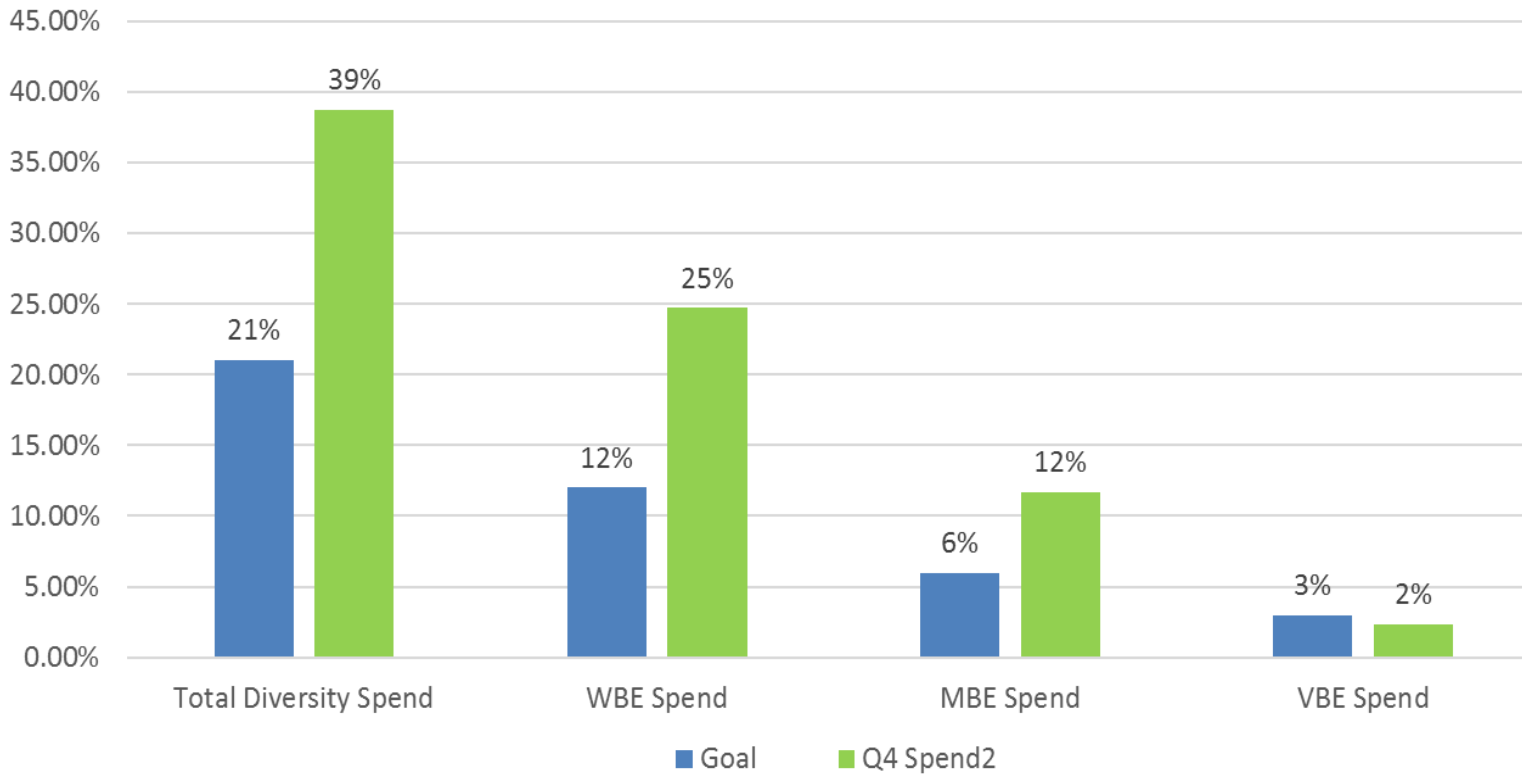
2017



Vendor Diversity



Q4 2017



Compliance



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 gambling at slot machines	Minors and Underage consuming alcoholic beverages
		Total	Minors ¹	Underage ²					
October	7,911	176	6	23	146	1	0	0	0
November	7,972	188	11	31	145	1	0	0	0
December	8,083	151	0	36	115	1	3	0	0
Total	23,966	515	17	90	406	3	3	0	0

1 Person is under 18 years of age

2 Person is 18-21 years of age

Employment



As of December 31, 2017:

	Employees	Full-Time	Part-time
Totals	465	308	157
% of Total	100%	66.2%	33.8%

	Employees
Diversity	23%
Veterans	5%
Massachusetts	65%
Local	35%
Male/Female	52%/48%

Women Leading at Penn



Program Goals

To encourage women to pursue leadership roles

Have visible Female executive & Leadership championing growth & development for women at their property (Organic Mentorship)

To increase the number of women in leadership, specifically at the manager level on an Annual Basis

Participants

Plainridge female employees who have aspirations to be in leadership or grow career

All departments

Hourly & Salary

Women Leading at Penn



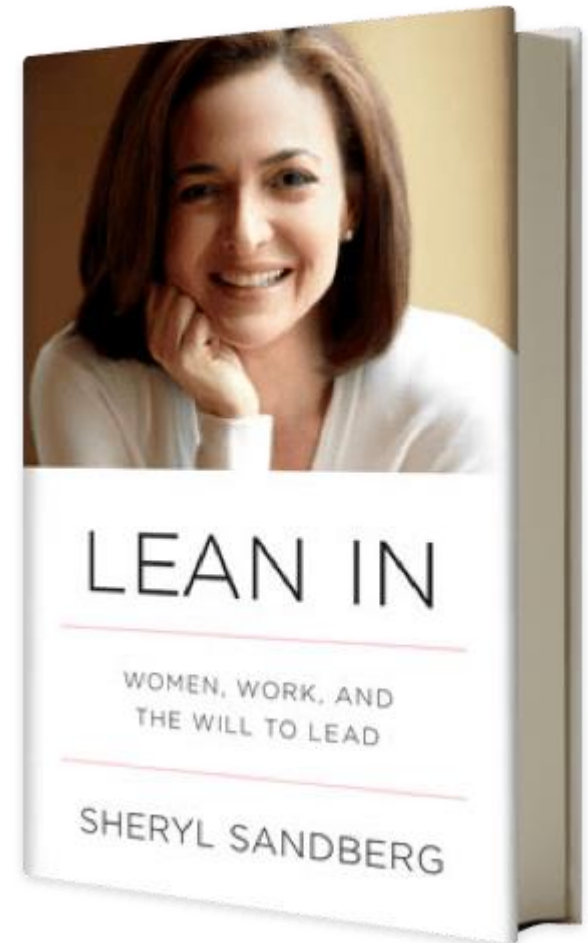
Program Timeline

March

- Identify Participants
- Lean-In Distribution
- Guest Speakers

April

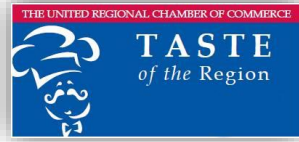
- Focus Group
- Leadership
- Courage



Local Community



- Taste of the Region
- Mega Business Expo
- Toys for Tots
- Claddagh Fund Holiday Concert
- Be a Santa to a Senior



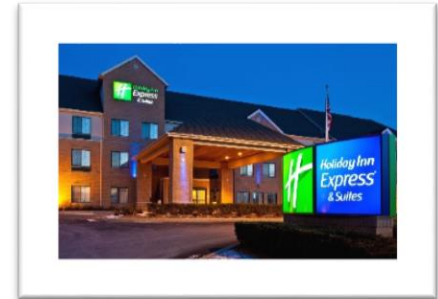
CLADDAGH FUND
Cairdeas, Grá agus Dílseacht
Friendship, Love, Loyalty



Q4 Partnerships



- Hotel Stay and Play
 - Renaissance Inn / Hilton Garden Inn Stay and Play Packages
 - Holiday Inn Plainville
- Wrentham Village Premium Outlets
- NESN – Bruins
- 98.5 Radio – Patriots
- NBC Sports - Celtics



Marketing Highlights

- Q4 Highlights

- Veteran's Day Meal
- New Year's Eve Mardis Gras
- Murphy's Boxing Event

- Q1 2018 Highlights

- Comedians
- Swing Band

Murphys Boxing shared Joe Kelley's photo.
December 19, 2017

