



# Report to the Massachusetts Gaming Commission Q2 2018



PLAINRIDGE PARK  
YOUR HOMETOWN CASINO

# Gaming Revenue & Taxes



	Net Slot Revenue	State Taxes	Race Horse Taxes	Total Taxes	
2017	1st	\$38,389,597	\$15,355,839	\$3,455,064	\$18,810,903
	2nd	\$42,652,854	\$17,061,142	\$3,838,756	\$20,899,898
	3rd	\$44,557,985	\$17,823,194	\$4,010,219	\$21,833,413
	4th	\$39,185,794	\$15,674,318	\$3,526,722	\$19,201,040
	<b>Total</b>	<b>\$164,786,230</b>	<b>\$65,914,493</b>	<b>\$14,830,761</b>	<b>\$80,745,254</b>
2018	1st	\$42,196,904	\$16,878,761	\$3,797,722	\$20,676,483
	2nd	\$44,075,466	\$17,630,187	\$3,966,791	\$21,596,978
	3rd				
	4th				
	<b>Total</b>	<b>\$86,272,370</b>	<b>\$34,508,948</b>	<b>\$7,764,513</b>	<b>\$42,273,461</b>

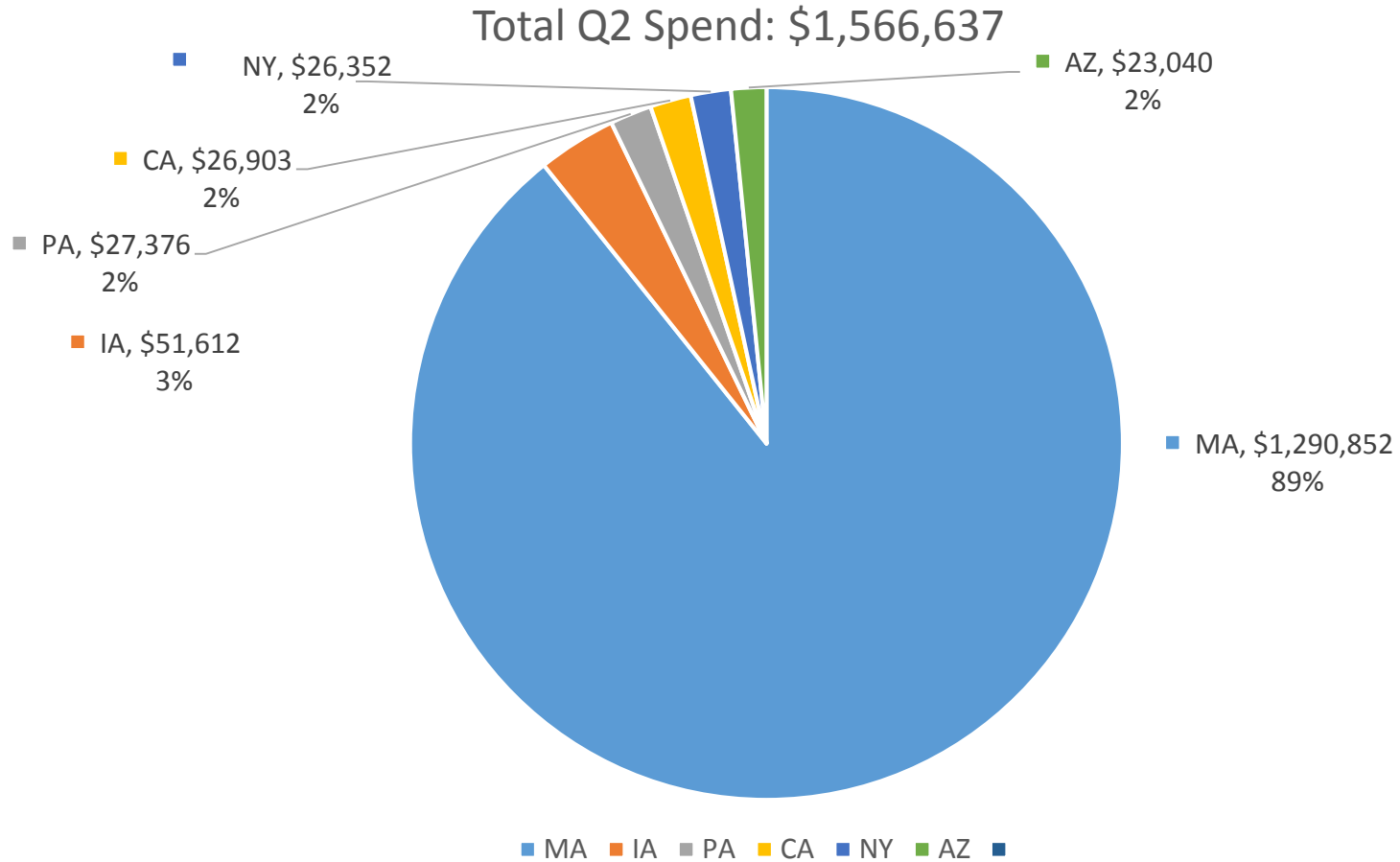
# Lottery Sales



Quarter	2017	2018	\$ Difference	% Difference
1st	\$750,871	\$894,938	\$144,067	19.19%
2nd	\$843,294	\$934,290	\$90,996	10.79%
3rd	\$891,181	\$0	\$0	0.00%
4th	\$822,037	\$0	\$0	0.00%
<b>Total</b>	<b>\$3,307,383</b>	<b>\$1,829,228</b>	<b>\$235,063</b>	

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

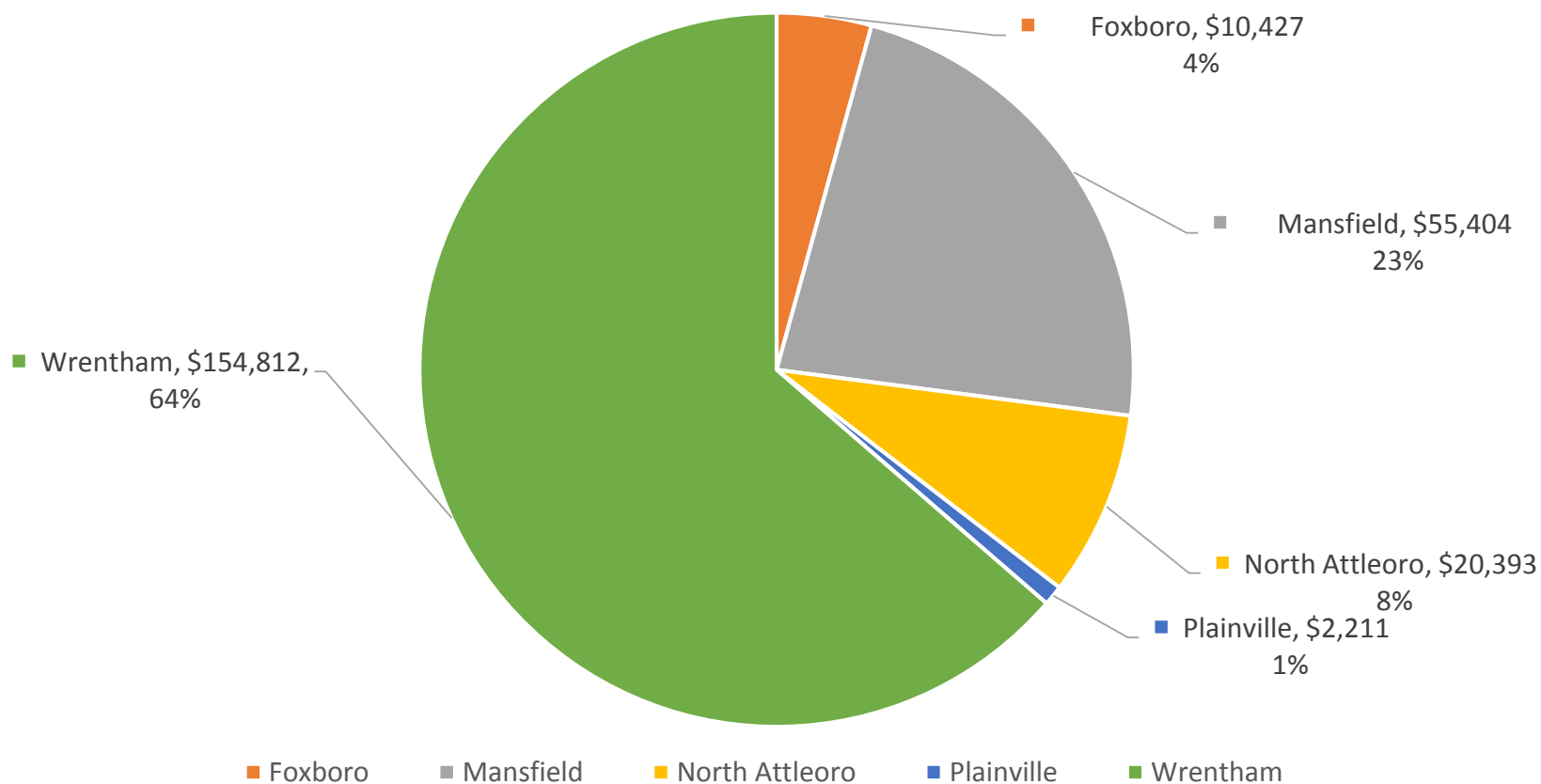
# Spend by State



# Local Spend



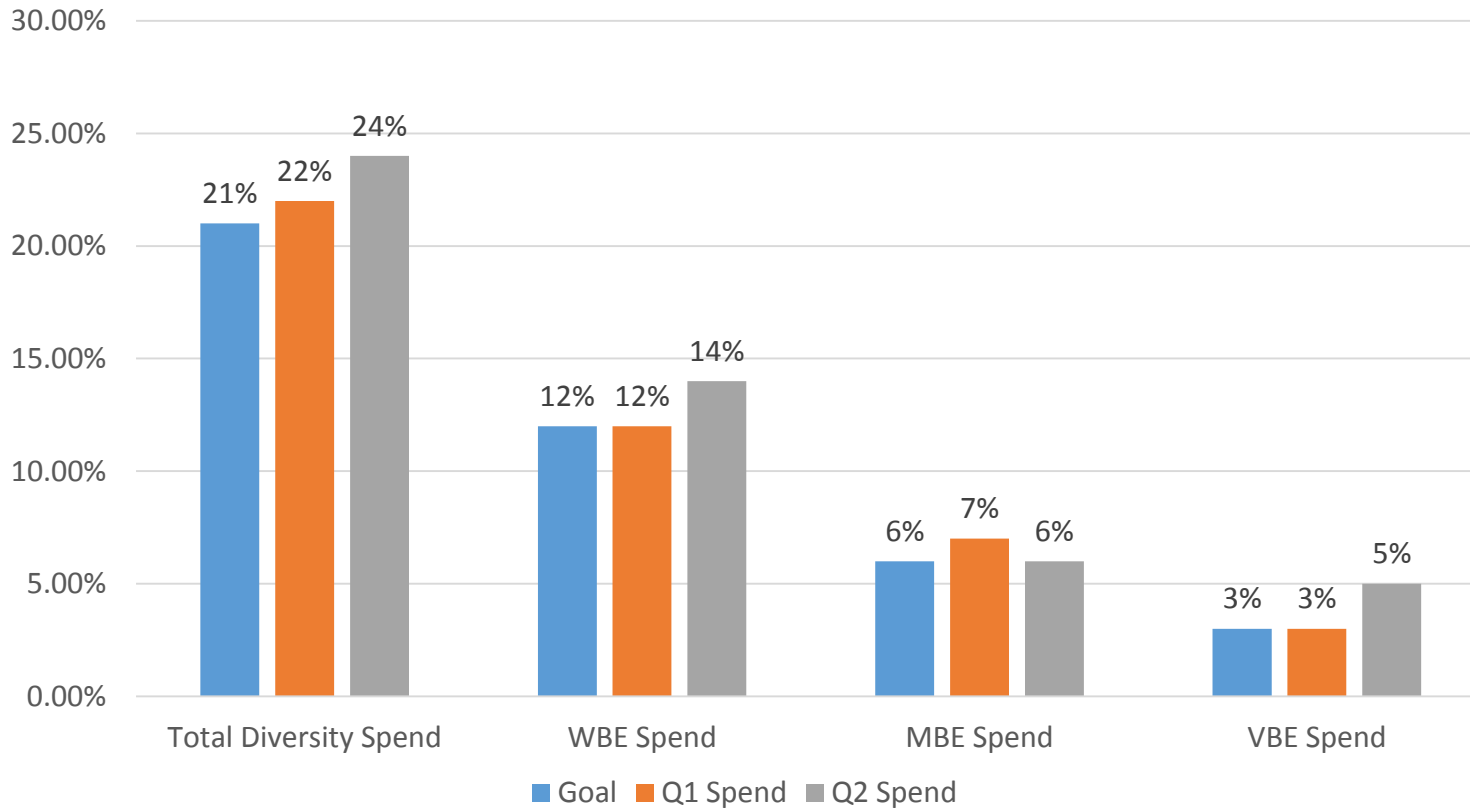
Total Q2 2018 Host & Surrounding Community Spend: \$243,246



# Vendor Diversity



Q2 2018



# 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 <sup>1</sup>	Underage <sup>2</sup>					
April	7,139	120	4	21	94	2	0	0	0
May	7,512	141	13	19	108	1	0	0	0
June	6,730	136	16	30	89	0	0	0	0
<b>Total</b>	<b>21,381</b>	<b>397</b>	<b>33</b>	<b>70</b>	<b>291</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>

1 Person is under 18 years of age

2 Person is 18-21 years of age

# Employment



As of June 30, 2018:

	Employees	Full-Time	Part-time
Totals	477	305	172
% of Total	100%	63.9%	36.1%

	Employees
Diversity	26%
Veterans	5%
Massachusetts	64%
Local	34%
Male/Female	53%/47%



# Women Leading at Penn



The banner features a blue background with a red and white diagonal stripe at the bottom. On the right side, there is a photograph of five diverse women smiling. The text is white and blue.

**WIN**  
URCC WOMEN'S IMPACT NETWORK

**UNITED REGIONAL  
CHAMBER OF COMMERCE  
WOMEN'S EXPO**

**September 25, 2018**

The Loft at Plainridge Park Casino  
301 Washington St., Plainville, MA

11:30am Registration begins  
12-5pm URCC Women's Expo  
5-7pm Alive After Five Networking at  
Slack's Oyster House & Grill

CHAMBER OF COMMERCE  
The United Kingdom

SPONSORED BY: PLAINRIDGE PARK CASINO

- Keynote Speaker Gayle Cameron, Massachusetts Gaming Commission
- Additional Speakers:
  - Jennifer Weissman, CMO, Penn National Gaming
  - Jen Osojnicky, Better Living Real Estate
  - Ashley Pare, Own Your Worth, LLC
  - Shelly Berman-Rubera, Small Business Results
  - Dr. Mary Medeiros, Thrive Health Care

# Local Community



- Lenore's Pantry – Restaurant Night
- New Hope
- Relay for Life
- King Phillip Parent Network
- Our Daily Bread Soup Kitchen
- Kennedy-Donovan Center
- Theodore Arthur Charron – Local Artist



# Q2 Sponsorships



- Wrentham Village Premium Outlets
- NESN – Red Sox – Winning Wednesdays
- Fenway Concert Series
- Beasley Media Group



98.5 The Sports Hub with Plainridge Park Casino.

July 23 at 2:15 PM · Paid ·

Plainridge Park Casino is inviting you to the Ultimate VIP Concert Pre Party before taking you to see the big show at the Xfinity Center on August 18th!



985THESPORTSHUB.COM

**Win a VIP Concert Experience!**

Enter to Win!

Sign Up



# Marketing Highlights



- Q2
  - 3 Year Anniversary
  - New High Limit Area
  - VIP Lounge
- Q3
  - Murphy's Boxing
  - Grab & Game
  - Monthly Win/Loss



# Monthly Win Loss



https://marqueerewardsonline.com

The screenshot displays the Marquee Rewards website interface. At the top, there are navigation links for "PLAY FOR FUN", "LOGIN", and "JOIN". Below this is a main navigation bar with the "MARQUEE REWARDS" logo and menu items: "PROGRAM OVERVIEW", "EARN & REDEEM", "MEMBERSHIP BENEFITS", "OFFERS LISTING", "LOCATIONS", and "MARQUEE MALL". A dropdown menu for "Hollywood Casino Gulf Coast" is visible, showing dates "08" and "09".

A modal window titled "Login To View Your Offers" is overlaid on the page. It contains the following elements:

- Text: "LOG IN WITH ONE CLICK TO VIEW YOUR OFFERS!"
- Social login buttons: Facebook Log in, Twitter, Google, and Yahoo.
- Text: "LOG IN TO VIEW YOUR MARQUEE REWARDS OFFERS:"
- Form fields: "Email \*" and "Password \*", both with asterisks indicating required fields.
- Checkboxes: "Keep me logged-in" and "Forgot password?" link.
- Submit button: A large orange "Submit" button.
- Text: "Don't have an account yet? [Click here](#)"

At the bottom of the page, there is a footer with links for "FAQS", "CAREERS", "CONTACT US", and "PRIVACY POLICY". A disclaimer text reads: "Gambling problem? For free confidential help, call the National Problem Gambling Helpline at 1-800-522-4700. For individual State Helpline numbers please click here." Logos for "MARQUEE", "HOLLYWOOD Casino", "Tropicana", "ARGOSY CASINO", and "PLAINBRIDGE PARK CASINO" are also present.

# Monthly Win Loss



- Will report on all active gaming months – retroactive to account creation
- Zero trip gaming months are excluded
- PDF reports are available for all selected time periods
- Next Revision to show Zero months

The screenshot shows the Marquee Rewards account details page. The user is logged in as 'PENN TEST' with account number 19000000551. The page displays account information, including the tier (Marquee), tier points (1,918), and Marquee comps (\$38.76). Below this, there is a section for viewing Win/Loss statements, with a 'DOWNLOAD PDF' button for the selected year 2016. The 'MONTHLY WIN/LOSS' section shows data for 2015, 2016, 2017, and 2018. The data for 2016 is as follows:

Month	Total
January	Total: \$-85
Coin In	\$957
Coin Out	\$872
Jackpots	\$0
Total	\$-85
April	Total: \$-163