



# Report to the Massachusetts Gaming Commission Q3 2019



PLAINRIDGE PARK  
YOUR HOMETOWN CASINO

# Gaming Revenue & Taxes



	Net Slot Revenue	State Taxes	Race Horse Taxes	Total Taxes	
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	\$44,849,341	\$17,939,737	\$4,036,441	\$21,976,177
	4th	\$40,467,919	\$16,187,167	\$3,642,113	\$19,829,280
	<b>Total</b>	<b>\$171,589,630</b>	<b>\$68,635,852</b>	<b>\$15,443,067</b>	<b>\$84,078,918</b>
2019	1st	\$40,910,743	\$16,364,297	\$3,681,967	\$20,046,264
	2nd	\$42,447,535	\$16,979,014	\$3,820,278	\$20,799,292
	3rd	\$36,159,250	\$14,463,700	\$3,254,328	\$17,718,028
	4th				
	<b>Total</b>	<b>\$119,517,528</b>	<b>\$47,807,011</b>	<b>\$10,756,573</b>	<b>\$58,563,584</b>

# Lottery Sales



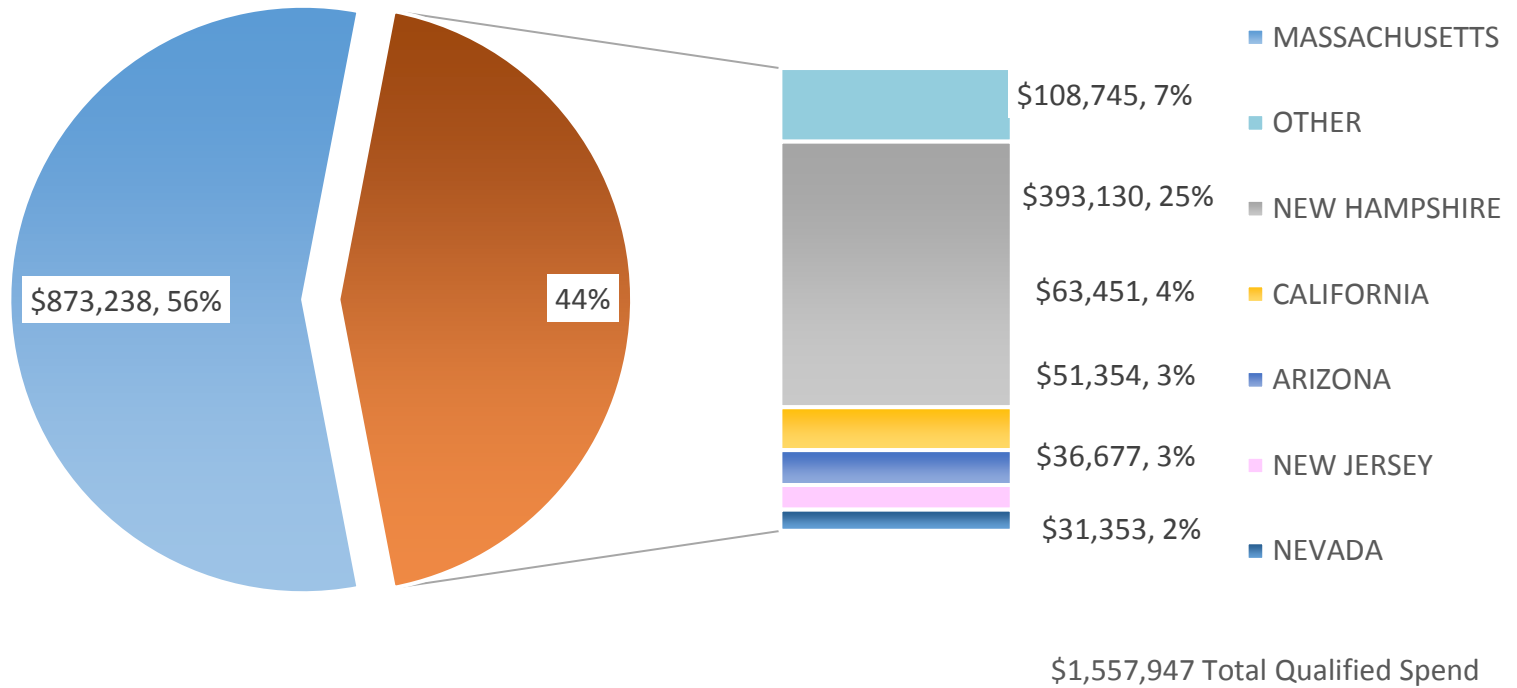
Quarter	2018	2019	\$ Difference	% Difference
1st	\$894,938	\$868,238	(\$26,700)	-2.98%
2nd	\$934,290	\$885,603	(\$48,687)	-5.21%
3rd	\$937,875	\$856,790	(\$81,085)	-8.65%
4th	\$867,419			
Total	\$3,634,522			

- PPC currently has five instant ticket machines and four online terminals
- Prior to the Casino opening the Property had one instant ticket machine and two online machines

# Spend by State



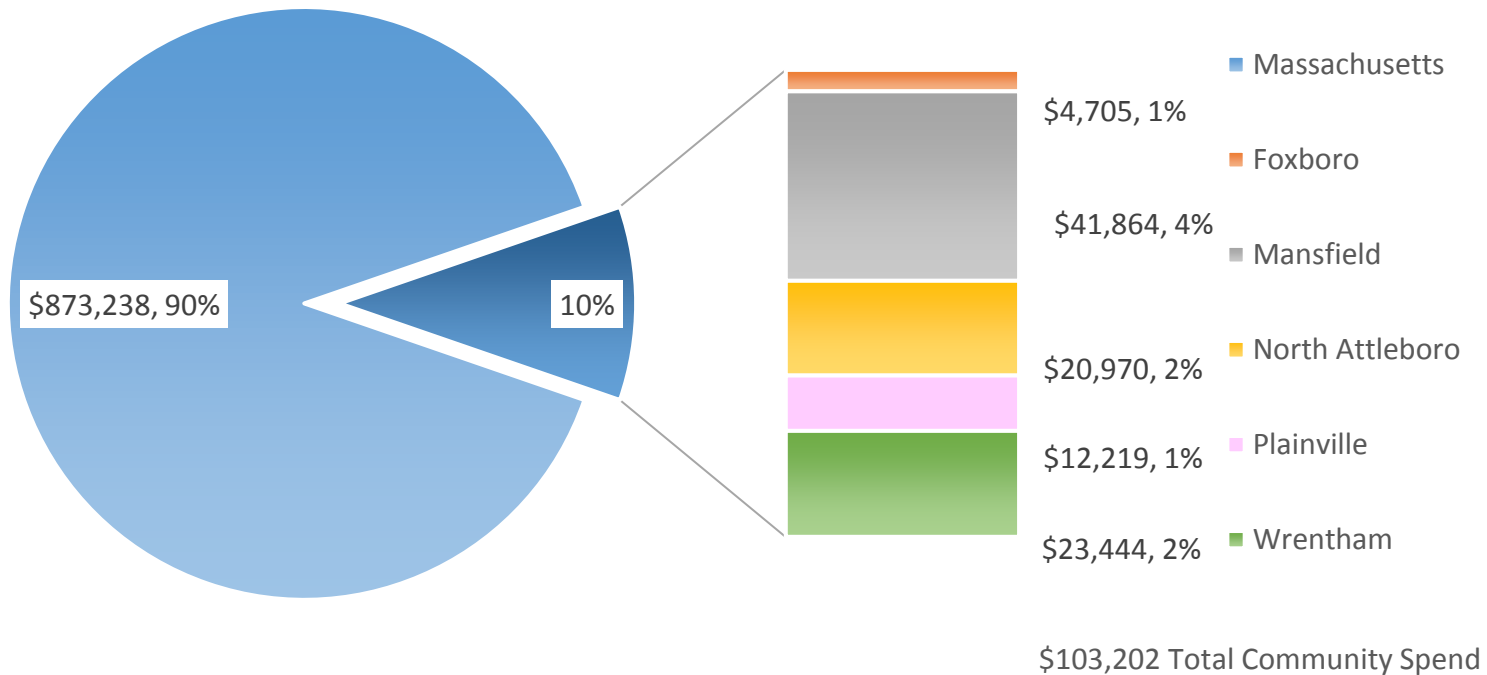
## Q3 2019 Total Qualified Spend By State



# Local Spend



## Q3 2019 Massachusetts vs Host & Surrounding Community Qualified Spend

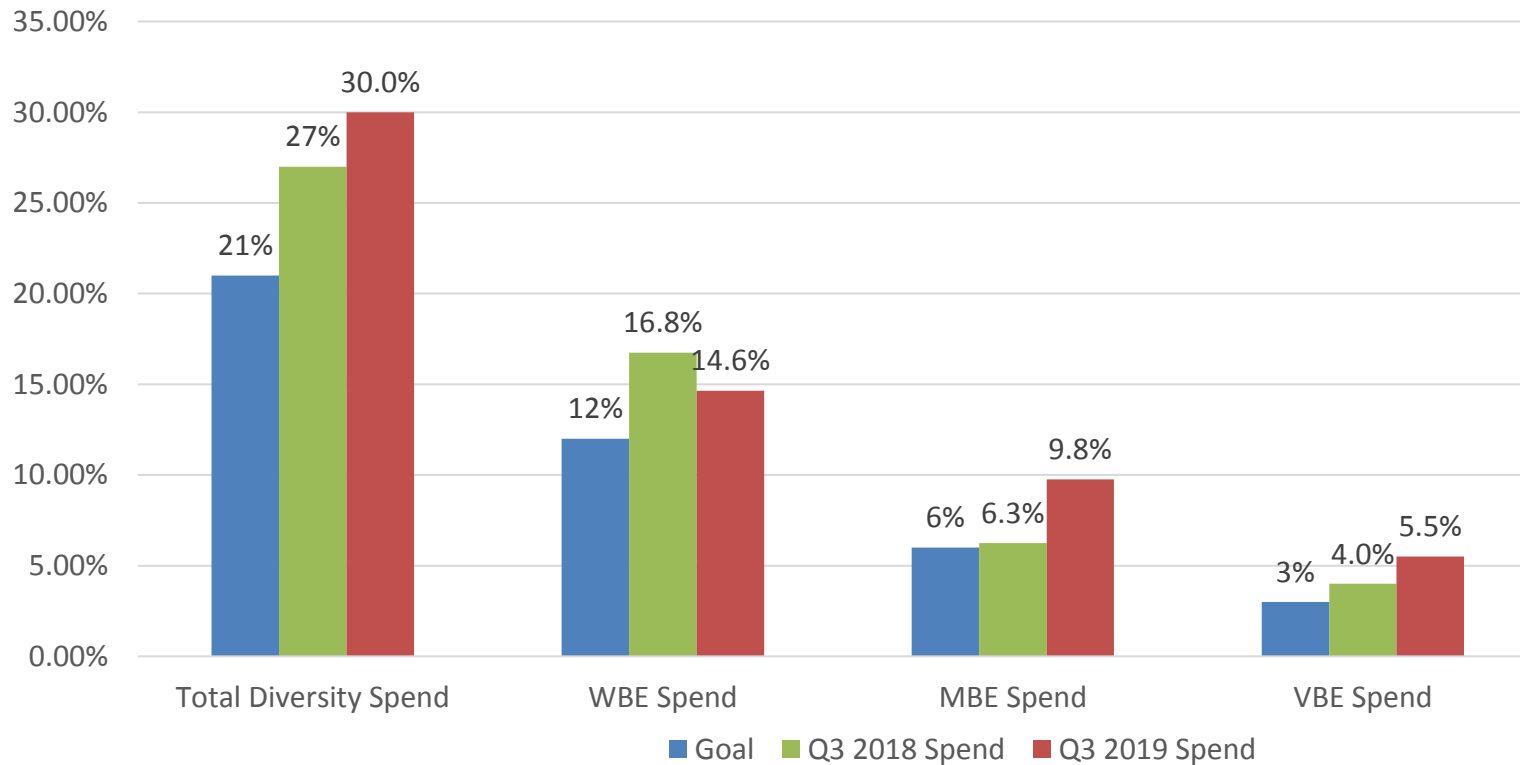




# Vendor Diversity



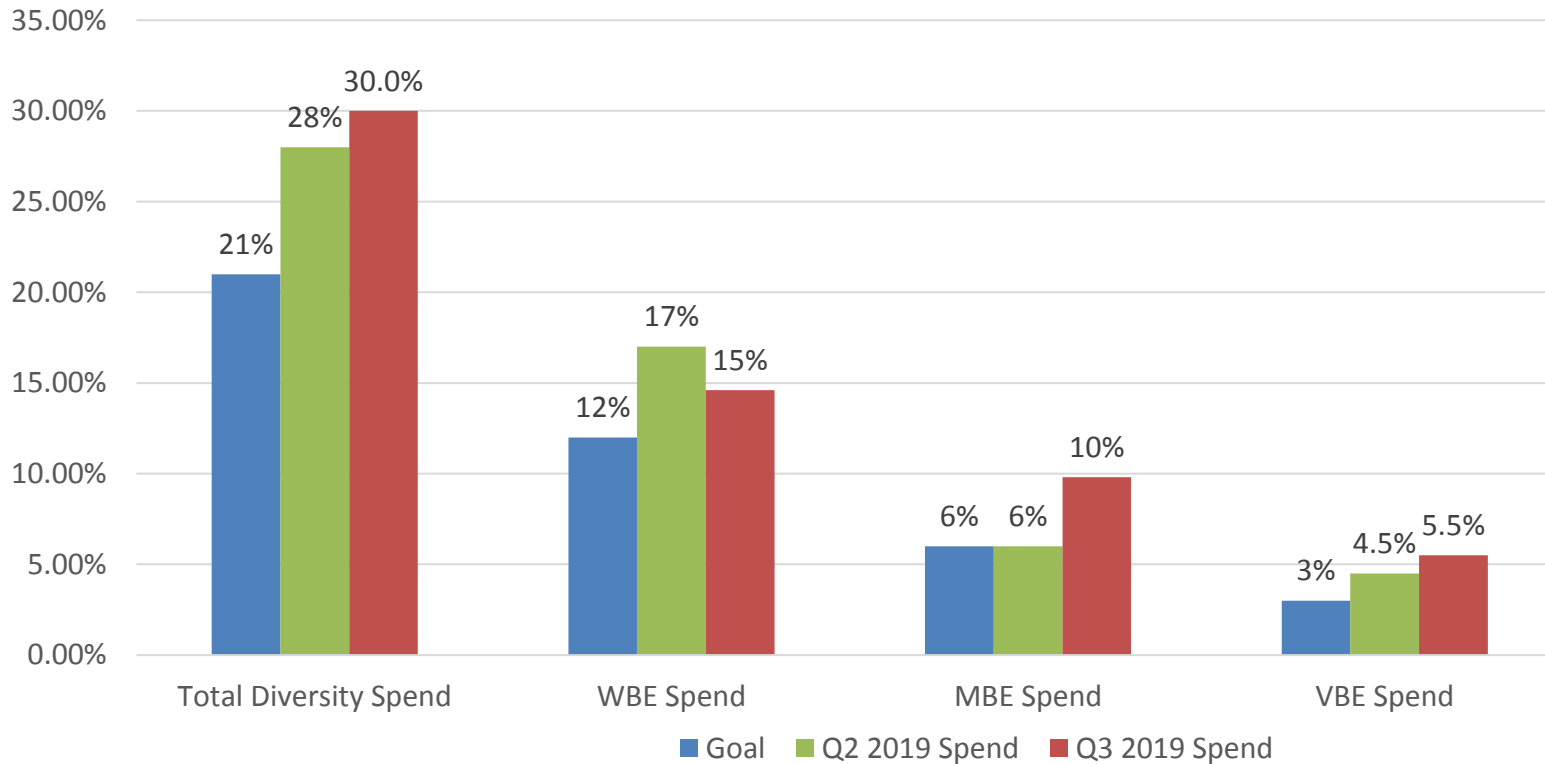
Q3 2018 vs. Q3 2019



# Vendor Diversity



Q2 2019 vs. Q3 2019



# Employment



As of September 30, 2019:

	Employees	Full-Time	Part-Time	Seasonal
Total	454	301	143	10
% of Total	100%	66%	32%	2%

	Employees	Goals
Diversity	27%	15%
Veterans	4%	2%
Massachusetts	60%	65%
Local	33%	35%
Male/Female	51%/49%	50%/50%



# 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>					
July	5,566	184	16	44	124	0	1	1	0
August	6,036	144	21	38	85	0	0	0	0
September	5,159	118	8	14	96	0	0	0	0
<b>Total</b>	<b>16,761</b>	<b>446</b>	<b>45</b>	<b>96</b>	<b>305</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>

<sup>1</sup> Person is under 18 years of age

<sup>2</sup> Person is 18-21 years of age

# Compliance



## 2019 Traffic Monitoring Program

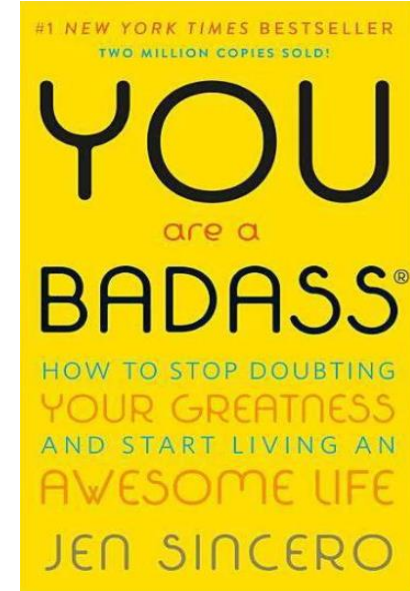
- Completed the MassDOT Traffic Monitoring Program Report
- Concluded that impact has been relatively minor



# Women Leading at Penn



- October: Summer Book Review of You are a Badass
- Program Update:
  - 8 of 16 women from inaugural 2018 class have been promoted or are in more complex roles at PPC
  - 1 transferred to a larger property in October 2019
  - 14 women in current group
- Upcoming topic for Q4 is “Navigating the Workforce”



## UP YOUR CONFIDENCE

Just do it. If you desire to do something, there is a part of you deep down that knows you're capable or else you wouldn't waste your time thinking about it. Don't wait until you're confident—that's like waiting until you lose the extra five pounds before you'll let yourself go on vacation—just do it. The more you push yourself to do the things you're scared to do, the stronger your confidence muscle will become.





# Local Community



- American Cancer Society (Relay for Life)
- Friends of the North Attleboro Animal Shelter
- FUN! Entertainment
- Plainville Permanent Firefighters
- Taste of Tri-County-Mansfield



**PET DONATIONS FOR FREE SLOTPLAY**

**NATIONAL PET DAY**  
THURSDAY, APRIL 11  
★ 11AM - 5PM ★

DONATE NEW AND UNUSED PET SUPPLIES AND RECEIVE A U-SPIN BONUS VALUED BETWEEN \$10 - \$1,000 FREE SLOTPLAY®

ALL DONATIONS TO BENEFIT A LOCAL ANIMAL SHELTER

Please drop off your donations outside the host office near the elevator entrance.

Must present a valid receipt showing at least \$5 in purchase. A complete list of acceptable donations can be found at [plainridgeparkcasino.com](http://plainridgeparkcasino.com).

IF YOU GAMBLE, USE YOUR GameSense. VISIT GAMESENSEMA.COM • Must be 21 to enter the gaming floor. Valid ID required.

**THIS BOX SUPPORTS**



DONATE YOUR TITO TICKET AND/OR CASH INTO THIS BOX TO HELP RELAY FOR LIFE END THE FIGHT AGAINST CANCER. EVERY PENNY COUNTS!

**YOU HAVE DONATED \$3,626.19 SO FAR!**

ON BEHALF OF PLAINRIDGE PARK CASINO AND RELAY FOR LIFE - AMERICAN CANCER SOCIETY

**THANK YOU FOR YOUR DONATION!**

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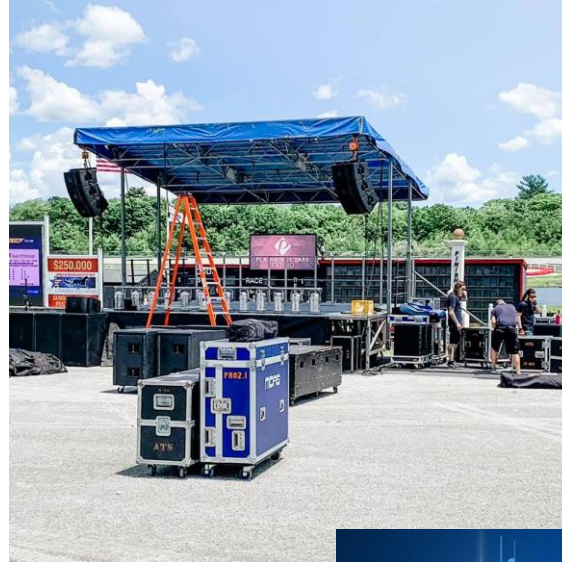


# Q3 Sponsorships



- Wrentham Outlets
- TPC
- Fenway Concert Series
- Beasley Media Group

WRENTHAM VILLAGE  
PREMIUM OUTLETS  
A SIMON CENTER



*Boston*



# Marketing Highlights



- mycash to Free Slotplay Conversion
- mychoice mysummer
- Responsible Gaming Education Week



**mychoice<sup>®</sup>  
mysummer**



**WIN A MERCEDES-BENZ<sup>®</sup>!**


Earn entries by swiping your mychoice<sup>®</sup> card daily at any promotional kiosk Monday, July 1 - Saturday, August 24.

**SATURDAY, JULY 20 | 6PM - 10PM**  
5 winners every hour will have their chance at a seat in the grand prize drawing on August 24 or up to \$1,000 Free SlotPlay<sup>®1</sup>


**SATURDAY, AUGUST 24 | 10PM**  
15 total finalists have their chance at a  
**MERCEDES-BENZ SLC 300  
OR \$30,000 CASH!**

EARN 10X ENTRIES ON TUESDAYS AND THURSDAYS

IF YOU GAMBLE, USE YOUR GameSense<sup>™</sup> RESPONSIBLY. GAMESENSE<sup>™</sup> MUST BE ON OR CLOSED TO ENTER THE GAMING FLOOR. \*MUST BE 21 OR OVER. © 2014 PLAINRIDGE PARK CASINO. ALL RIGHTS RESERVED.



You Can Now  
Use Your  
mycash<sup>®</sup> for  
**FREE SLOTPLAY.<sup>®</sup>**



**mychoice**

IF YOU GAMBLE, USE YOUR GameSense<sup>™</sup> RESPONSIBLY. VISIT GAMESENSE.COM  
MUST BE 21 OR OLDER TO ENTER THE GAMING FLOOR. \*MUST BE 21 OR OLDER.





# Camelot Enterprises



- VBE located in Stoughton, MA
- Opened in 1987
- Specializes in Uniforms, Apparel, Embroidery, Promotions, Awards, Trophies, and much more
- PPC vendor since January 2018
- Heavily involved in employee-related gifts



Polo



Fleece



Reusable Bag



Cooler



RG Watch



Chef Coat