

In The Matter Of:
BEFORE THE MISSOURI GAMING COMMISSION
STATE OF MISSOURI

MEETING
October 24, 2012

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1 BEFORE THE MISSOURI GAMING COMMISSION
2 STATE OF MISSOURI

3 MEETING

4 October 24, 2012

5 9:00 a.m. to 11:00 a.m.

6 Cape Girardeau City Hall
7 401 Independence
8 Cape Girardeau, Missouri

9
10 GAMING COMMISSION BOARD MEMBERS

11 Chairman Dr. Barrett Hatches
12 Ms. Suzanne Bocell Bradley, J.D.
13 Mr. Darryl T. Jones
14 Mr. Jack Merritt

15 GAMING COMMISSION STAFF PRESENT

16 Mr. Roger Stottlemyre, Executive Director
17 Mr. Edward J. Grewach, General Counsel
18 Ms. Angela Franks, Designated Principal Assistant

19
20
21 COURT REPORTING ASSOCIATES
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25 Reported by: Jane M. Rich, RPR, CSR, CCR (MO, IL & CA)

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2 CHAIRMAN HATCHES: Well, good morning. I'd
3 like to call the meeting to order.

4 Angie, call the roll.

5 MS. FRANKS: Commission Merritt.

6 COMMISSIONER MERRITT: Present.

7 MS. FRANKS: Commissioner Jones.

8 COMMISSIONER JONES: Present.

9 MS. FRANKS: Commissioner Bradley.

10 COMMISSIONER BRADLEY: Present.

11 MS. FRANKS: Chairman Hatches.

12 CHAIRMAN HATCHES: Present.

13 MR. STOTTLEMYRE: Mr. Chairman, I would like to
14 introduce our new commissioner, as of about 4:00
15 something last night, I believe.

16 Diane Howard is from here in Cape Girardeau, so
17 many of you are familiar with her, and she is our newest
18 member to the commission, and we welcome her.

19 And it's great to have you aboard, and you get
20 to come on new along with the new casino. They're ready
21 to open up here in town, so that's great.

22 MS. HOWARD: Thank you for having me.

23 [Applause].

24 CHAIRMAN HATCHES: Thank you. Next item of
25 business is consideration of the minutes from

1 September 26th.

2 COMMISSIONER BRADLEY: Motion to approve the
3 minutes.

4 COMMISSIONER MERRITT: Second.

5 CHAIRMAN HATCHES: Move for second. Any
6 discussion?

7 [No response].

8 CHAIRMAN HATCHES: Angie.

9 MS. FRANKS: Commissioner Merritt.

10 COMMISSIONER MERRITT: Approve.

11 MS. FRANKS: Commissioner Jones.

12 COMMISSIONER JONES: Approve.

13 MS. FRANKS: Commissioner Bradley.

14 COMMISSIONER BRADLEY: Approve.

15 MS. FRANKS: Chairman Hatches.

16 CHAIRMAN HATCHES: Approve.

17 MS. FRANKS: By your vote, you've adopted the
18 minutes of the September 26th, 2012 meeting.

19 CHAIRMAN HATCHES: Mr. Stottlemyre.

20 MR. STOTTLEMYRE: Next item on the agenda,
21 Mr. Chairman, is the consideration of relicensure of
22 Class A and B licensees.

23 And we have Ameristar Casinos, Incorporated, the
24 Class A, Ameristar Casino Kansas City, is one of the class
25 B's in Ameristar Casino St. Charles.

1 The other Class B, and I'm not sure who's going
2 to present first. Mr. Franke, are you on board, or --

3 MR. FRANKE: We're both together.

4 MR. STOTTLEMYRE: Both together. Okay. So we
5 have Sean Barnard from the Kansas City property and
6 Mr. Jim Franke from the St. Charles property.

7 MR. FRANKE: Good morning, Chairman Hatches,
8 Commissioners.

9 CHAIRMAN HATCHES: Welcome.

10 MR. JONES: Good morning.

11 MR. FRANKE: Roger, and staff. We're pleased to
12 be here this morning.

13 As Roger said, I'm Jim Franke, senior
14 vice-president and general manager of Ameristar St.
15 Charles. To my left is Sean Barnard, senior vice
16 president and general manager of Ameristar Kansas City.

17 We're before you today to make a presentation in
18 association with our renewal of our licenses.

19 We are requesting that both licenses be renewed
20 at this time for a period of four years.

21 We believe the information we have provided
22 previously in our presentation this morning will support
23 your approval as both properties have upheld all
24 commitments to the respective communities, team members,
25 and the State of Missouri.

1 Specifically, the information provided this
2 morning will be in response to the request for information
3 we received from Commission staff.

4 Sean.

5 MR. BARNARD: Thank you. Commissioners,
6 Mr. Chairman. In summary of the commitments, Ameristar
7 St. Charles does not have a development agreement with the
8 City of St. Charles, however, the property continues to
9 display a substantial commitment to the city through its
10 philanthropic involvement in the community itself.

11 Ameristar Kansas City has a development
12 agreement with the City of Kansas City through the Kansas
13 City Port Authority. As outlined in the agreement,
14 Ameristar Kansas City is committed to furthering the local
15 community.

16 It achieves this by being an equal opportunity
17 employer and adhering to the affirmative action policy to
18 provide business opportunities for minorities and woman as
19 vendors, and suppliers of goods and services to the
20 property.

21 Jim will elaborate on that a little bit later.

22 In summary of our revenues for Ameristar St.
23 Charles, adjusted gross revenue results were over 276
24 million for 2011, and 207 million through September of
25 2012. Our AGR is trending to be 272 million for this

1 year.

2 In Kansas City, AGR was 237.4 million for 2011,
3 and it's just under 167 million through September of 2012.
4 Again, we're trending to be 220 million for 2012.

5 Revenue performance has been significantly
6 impacted by a continued sluggish economy and the opening
7 of additional competitors.

8 St. Charles revenue performance has been
9 significantly impacted by disruption of access to the
10 casino itself.

11 In summary of admissions for the properties:
12 St. Charles admissions were 7.6 million for 2011,
13 5.7 million for the first three quarters of 2012.
14 Trending admissions for 2012 are predicted to be
15 7.5 million.

16 In Kansas City, admissions were 7.2 million for
17 2011, and 4.9 million through September of 2012. Kansas
18 City's 2012 admissions are trending to be 6.5 million.

19 The property saw a drop-off in admissions in
20 2011, and continued to see a drop-off in admissions for
21 the first three quarters of 2012, impacted by the same
22 economic and environmental factors that affected revenues.

23 Moving on to employment and the summaries for
24 both properties: St. Charles, as of September the 30th,
25 2012, St. Charles employed 1,502 team members, 1,420 of

1 which reside in Missouri. The remainder live outside the
2 state.

3 At the same time, St. Charles minority and women
4 employment percentages, with 35 percent and 46 percent,
5 respectively. Our total number of team members has
6 dropped three percent since 2010.

7 In Kansas City, as of September the 30th, we
8 employed 1,140 team members, 1,059 of which reside in
9 Missouri. The remainder live outside the state.

10 At the same time, Kansas City's minority and
11 woman employment percentages were 38 percent and 47
12 percent, respectively. Our total number of team members
13 has dropped 18 percent since 2010.

14 The Kansas City and St. Charles, the smaller
15 work force is due to the continued sluggish economy, as
16 I've already mentioned, and the outsourcing of our hotel
17 housekeeping.

18 We are managing revenue challenges through
19 attrition and monitored hiring so as to avoid a reduction
20 in work force.

21 Minority utilization summary. Ameristar, as you
22 know, is committed to providing opportunities to minority
23 and women business enterprises, or MWBEs.

24 Both properties have worked to achieve this
25 objective by increasing awareness of vendor diversity,

1 initiative opportunities with this purchasing department,
2 increasing company-wide awareness of vendor diversity
3 initiative objectives, and ultimately, giving every
4 reasonable business opportunities to businesses owned by
5 minorities and woman to participate as direct suppliers,
6 contractors, and subcontractors.

7 For St. Charles, purchases for MWBEs were 13.2
8 percent in 2011, and 15.3 percent in 2012, which equated
9 to over 3.9 million in purchases for 2011, and 3.2 million
10 to date in 2012.

11 St. Charles utilized MWBEs for 5.06 percent of
12 its construction purchases in 2011, and 4.98 percent in
13 2012.

14 Kansas City has a diversity supplier manager
15 whose role is to identify opportunities for diverse
16 inclusion throughout the purchasing process.

17 Vendors have the capacity to participate in
18 those opportunities and are then introduced to key
19 decision makers within Ameristar.

20 Kansas City's utilization of MWBEs was 11.68
21 percent in 2011, and it's 17.71 percent to date in 2012,
22 which equated to over 2.5 million in purchases for 2011,
23 and 2.3 million dollars so far in 2012.

24 As we continue to develop, grow and become
25 viable business partners with diversity vendors, Ameristar

1 has established a protege program to stimulate and impact
2 growth, not only for MWBE vendors, but also small business
3 and veteran-owned enterprises.

4 Ameristar Kansas City will be the pilot for this
5 program and has already begun in the fourth quarter of
6 2012 meeting with the vendor.

7 Once this protege was selected, Ameristar will
8 continue to work with the business to identify critical
9 issues which may be hindering business growth, and provide
10 advice, establish best practices, and connect them to help
11 expand their network of contacts and business
12 opportunities.

13 With that, I will hand it back to Jim.

14 MR. FRANKE: We have also pledged to make
15 responsible gaming an integral part of our daily
16 operations.

17 Both properties are able to achieve this
18 objective by adhering to initiatives adopted at the
19 property.

20 These include training programs to ensure all
21 team members receive responsible gaming training when
22 hired, and are retrained on an annual basis.

23 Also, guests indicating the need for responsible
24 gaming information are referred to the 1-888-BETS-OFF
25 helpline, or freehelp@888betsoff.org, e-mail address,

1 self-exclusion program brochures and applications to
2 discontinue ATM, credit card advance, and check cashing
3 privileges at casinos are also available at all the cages
4 and Players' Club booth.

5 Of course, patrons can be excluded from all
6 Missouri properties through the Disassociated Persons
7 Program.

8 Our properties utilize signage and brochures to
9 communicate responsible gaming messages to guests and team
10 members throughout our facilities.

11 Annual participation and responsible gaming
12 education week also occurs at each property. The week
13 includes many property events regarding responsible gaming
14 to heighten guest and team member awareness about problem
15 gambling.

16 All print, television, on-property and
17 off-property advertisement contain the gambling problem,
18 call 1-888-BETS-OFF and Missouri message.

19 Our Star Awards Club card also contains this
20 message.

21 Both properties also ensure that the laws
22 concerning the legal gambling age is vigorously upheld.

23 To do this, the properties have implemented
24 programs to ensure that all required team members receive
25 underage gaming prevention training when hired, and are

1 retrained on an annual basis.

2 To ensure guests do not access the casino floor
3 unless they are 21 years of age or older, any guest
4 appearing to be under 30 years of age is required to
5 produce identification prior to entering the casino.

6 Both casinos have signage at their casino
7 entrance stating that guests must be at least 21 years of
8 age to enter the property.

9 The same message is included on print,
10 television, on-property and off-property advertisement.
11 The Star Awards cards contain the message as well.

12 Both properties used the Veridocs system. The
13 Veridocs system is an ID scanning device designed to
14 verify the security features on the ID. It also contains
15 a device to verify passports and foreign credentials.

16 Over the past year there's been some discussion
17 regarding our training programs, and we would like to
18 briefly review those.

19 Online underage gaming training for all
20 Ameristar team members, a 30-minute course, it's online
21 and interactive.

22 The purpose is to raise awareness for all team
23 members to the issues of underage gambling, educate the
24 team on the seriousness of the problem, give them tools to
25 identify underage guests, provide information on

1 acceptable forms of ID, set the expectation of how to
2 check an ID properly, and foster support from the team for
3 Ameristar's goal to stop underage gambling.

4 Fraudulent document recognition training. All
5 team members who work on the casino floor, it's a
6 three-hour classroom course.

7 Training increases the skills of all security
8 officers and casino team members by providing
9 comprehensive training covering counterfeit and altered
10 IDs, human behaviors, and includes comprehensive methods
11 of accurately comparing a photo to a person.

12 Veridocs ID machine training for security
13 officers. It's an eight-hour, on-the-job training with
14 their job coach.

15 It's comprehensive training on the use of the
16 mechanics of Veridocs ID checking machines to ensure
17 policy and procedures are followed, and every ID checked
18 is verified with the Veridocs database.

19 And, of course, advanced training for the
20 security leaders is conducted to ensure security leaders
21 are capable of making critical decisions involving
22 warnings from Veridocs, and allowing for entry when
23 Veridocs will not pass the ID.

24 Underage individuals go to great lengths to
25 access the casino floor. While the training programs and

1 processes are good, they are not failsafe, and we have
2 more work to do.

3 However, let me walk you through a few
4 statistics from our property.

5 In 2011 we had seven million patrons. Of those
6 seven million patrons, 869,000 of those were checked
7 through Veridox, it's 12.22 percent of all entries.

8 The people that actually visit our floor through
9 our player tracking system is only four -- 4.8 percent of
10 those are under 31 years of age. We're ID-ing 12.2
11 percent.

12 Underage caught through Veridocs, 652. Underage
13 caught through FDR, fraudulent documentation recognition,
14 39.

15 We had 17 minor violations. Percentage of
16 violations to verifications is 99.99 percent.

17 This year in 2012, you know, you can see that
18 percent verified, the through count is up, 13.85 percent,
19 while, again, our database only shows 4.75 percent of all
20 entrants under the age of 31.

21 Three hundred and eighty IDs were verified to be
22 underage. Fifty-three were caught through FDR, and
23 violations were 13. Again, at 99.99 percent.

24 Our team is doing a fantastic job, but we do
25 realize that we can't rest on that, and that we need to

1 continue to prevent those few that are getting on to the
2 casino.

3 Our charitable efforts in the community. We
4 made charitable contributions in St. Charles of
5 \$137,000.00 in 2011, \$134,000.00 to date in '12. Through
6 our workplace giving campaign, our team donated another
7 \$144,000.00. A portion of that amount was given by the
8 team members, was then matched by the company and the
9 Craig H. Neilsen Foundation, which brought that total to
10 \$225,000.00.

11 Kansas City made charitable contributions of
12 137,000 in 2011, and 120,000 to date in 2012.
13 Thirteen-member workplace giving campaign generated
14 \$118,000.00 for local charities. When matched by the
15 company and the Craig H. Neilson Foundation, the campaign
16 amounts total was \$178,000.00.

17 Our 2012 workplace giving campaign began last
18 week.

19 Our teams also volunteer. In St. Charles, 1,100
20 hours to local charities in 2011. In 2012 they have
21 volunteered 1,300 hours to date.

22 Our team members also volunteered with numerous
23 charitable organizations for the betterment of the
24 community. These organizations include the greater St.
25 Charles Chamber of Commerce, St. Louis MPI, Habitat for

1 Humanity, St. Charles Economic Development Center,
2 Partners for Progress, St. Charles Rotary, Oasis Food
3 Pantry, Mosaics, Jaycee's, Missouri River Cleanup, and the
4 list goes on and on.

5 In Kansas City, the team members volunteered
6 1,400 hours to local charities. In 2012 they had
7 volunteered 1,200 hours to date. Kansas City team members
8 were active in, among a multitude of others, the many
9 volunteered events with the Rehabilitation Institute,
10 Susan G. Koman Race for the Cure, Gilda's Club of Kansas
11 City, Harvester's, the Community Food Network, and Heart
12 to Heart International.

13 Since 2010, Ameristar Kansas City has given
14 42,000 pounds of food to Harvester's, the Community Food
15 Network that feeds the hungry in Kansas City.

16 Ameristar supported the Friends of the River, KC
17 River Fest event, Urban League of Greater Kansas City, the
18 Mid-America Minority Supplier Development Council are
19 among the several diversity-forward organizations
20 Ameristar Kansas City supported as well.

21 From October, 2010 to present, Ameristar
22 completed several construction and remodeling projects,
23 investing greater than 33.6 million dollars.

24 Those projects included energy improvements, air
25 quality improvement projects for 1.2 million, new slot

1 product. St. Charles restroom retrofit. St. Charles
2 conversion of the casino floor to an Ethernet floor, and
3 Kansas City's carpet replacement.

4 Kansas City will complete several projects in
5 the next couple years, investing over 8.9 million. These
6 projects include the vessel restroom retrofit, and the
7 conversion of the casino floor to Ethernet.

8 With all this being said, we feel that we have
9 upheld the commitments to the State of Missouri, to our
10 residents in the City of St. Charles, and our team
11 members, and we just request that our license be renewed
12 for an additional four years.

13 And we thank you very much for your time.

14 CHAIRMAN HATCHES: Thank you for your
15 presentation.

16 Any questions from the committee?

17 COMMISSIONER MERRITT: Very good presentation.
18 Note that.

19 CHAIRMAN HATCHES: Question for either one of
20 you. When you talked about your minority women business
21 enterprise purchase, you quoted some percentages of
22 purchase, and I think I can find that here. But
23 utilization percentages, I'm struggling to find the
24 total spent. Can I find that?

25 MR. FRANKE: Total dollars spent?

1 CHAIRMAN HATCHES: Right.

2 MR. FRANKE: Do you have that with you? I do
3 not have that with me.

4 MS. BONNER: Cheryl Bonner, MWBE compliance
5 manager. If you look at this packet.

6 CHAIRMAN HATCHES: Oh, okay.

7 MS. BONNER: I have the breakdown of the total
8 spent at the very bottom of the presentation, but this is
9 just for 2011.

10 CHAIRMAN HATCHES: Okay. Show me that again,
11 Cheryl. Which one is it?

12 No sense we got all these iPads, paper just
13 bothers me anymore.

14 [Audience laughter].

15 MS. BONNER: On this one, and at the very
16 bottom, the total spent.

17 CHAIRMAN HATCHES: Has anybody found that?

18 COMMISSIONER BRADLEY: Yes. It's right there.

19 CHAIRMAN HATCHES: I think you tricked me and
20 didn't put it in mine. I don't have that here.

21 COMMISSIONER BRADLEY: It's in the black
22 folder.

23 COMMISSIONER JONES: I got three pages in the
24 black folder.

25 CHAIRMAN HATCHES: Oh, it's, it's in color.

1 COMMISSIONER BRADLEY: Mine's not.

2 CHAIRMAN HATCHES: Okay. I could calculate, I
3 just needed to know where to find the numbers.

4 Any other questions from the Commission?

5 COMMISSIONER BRADLEY: May I make a comment?

6 CHAIRMAN HATCHES: Yes.

7 COMMISSIONER BRADLEY: I'll turn this on so
8 you can hear me maybe a little bit better.

9 I just want to comment that I appreciate your
10 statistics that you brought through. I know that you have
11 been trying to help us with this underage problem, people,
12 you know, using any device they can, younger people, to
13 get on the gaming floors, and I appreciate sending it out
14 this way. It gives us the proper perspective of just what
15 you're doing, how you've been improving through the years
16 to do this, and just some of the people who go through the
17 turnstiles and try to get through, so I appreciate your
18 work in presenting that to us today.

19 MR. FRANKE: Thank you.

20 CHAIRMAN HATCHES: And I have a comment on
21 that, too. I appreciate, I think it's very
22 well-presented.

23 Just a question, though: Of the 17 last year,
24 the 13 so far this year, do you have any idea how they're
25 getting in?

1 MR. FRANKE: There's a lot of different reasons.
2 One was distracted, somebody was distracted, one of the
3 individuals. One of them, you know, they just thought the
4 person was older than 30 years old, and, you know, that's
5 what's so tough, because they're making decisions at the
6 turnstile with that before they come in. Are they under
7 30?

8 And some of it, it is difficult to identify
9 those, you know, and that's why we put the one statistic
10 in there. Four point seven five percent of our guests are
11 under 30, but we're ID'ing 12 and a half percent.

12 So we're even being more conservative, because
13 we're ID'ing people that are probably 40, but some
14 decisions are made, and they believe that ID, or they
15 believe that guest is over 30 years old, and they let them
16 through.

17 Sean, do you have any specifics?

18 MR. BARNARD: I was just going to add. I think
19 a lot of the general managers could speak to this.

20 We've had a situation where a parent has sworn
21 that that child, their child is over 21 and tried to
22 convince the officer, and said no, no, no, and argued with
23 that team member that the minor is over 21, and they are
24 not.

25 So that puts our team machines in harm's way.

1 CHAIRMAN HATCHES: And it's easy to see how
2 some of these kids are getting through, but given the
3 numbers, I recognize that, and I appreciate in your
4 presentation, while you acknowledged a 99.9 percent
5 catch rate, that there's still work to be done.

6 And the ones that really concern me are when the
7 underage minors have been on the floor and eight, nine,
8 seven, eight, nine different people have an opportunity to
9 check them, and they don't, and that occurs.

10 So those are the ones that really concern me
11 when I see them.

12 MR. FRANKE: To elaborate on that, I would say
13 that we know that our team members are out there ID-ing on
14 the casino floor, because they're -- every one of the
15 minors that you have is because our team members have ID'd
16 them, at some point in time they have ID'd them.

17 And then we've, you know, went back and checked,
18 and of course, some people didn't ID them.

19 Our policy right now is, if you're on the casino
20 floor, this is something that I worked with Roger and the
21 staff on, is, how can you ID?

22 If you've got somebody that's under, let's say
23 you go to the turnstile procedures where they're under 30
24 years of age, and they're sitting there playing at a table
25 and then somebody comes up, so then you stop the game

1 while they do the license check, and, you know, you're
2 impacting everybody else.

3 Then they get up and go to another table, they
4 jump from table to table to table, so you're stopping the
5 game every time somebody might be under 30.

6 So the policy that we set up was, you know, the
7 one place we can, and our guests are used to being
8 checked, is at the casino bars.

9 When they're buying drinks, they're used to be
10 carded, so that's one place, if you believe they're under
11 25 years old, you are required to card them at that time.

12 On any of the games, or anybody out there, if
13 you think somebody is under 21, just walking around the
14 casino, then you are responsible to card them at that
15 time.

16 It is a challenge, and I think our teams are
17 going to great lengths to identify those who, the ones
18 that are under 21, and trying to find those ones that fall
19 through the cracks, but it's just not that, it's just not
20 that easy. You know, at what age do you say, you need to
21 card everybody on the casino floor just walking around.

22 And then you got the part in there, well, how
23 old are they? I mean, they look 25, are they 22? Are
24 they 32, or 40?

25 I mean, everybody's age range are a lot

1 different, you know, when we're trying to identify that.
2 It's a challenge and we're looking for new ways to address
3 that issue, and we'll keep working on it.

4 CHAIRMAN HATCHES: And I appreciate the fact
5 that you continue to look for new ways to address it.
6 So thank you for the presentation.

7 Any other questions from the Commission?

8 [No response].

9 CHAIRMAN HATCHES: Then the Chair entertain a
10 -- Not yet?

11 MR. STOTTLEMYRE: Not yet.

12 Do you have anybody from Kansas City here for a
13 presentation?

14 MS. ALLEN: Yes, we do

15 MR. STOTTLEMYRE: Okay.

16 MR. COULTER: Thank you very much members of the
17 Commission and Staff.

18 My name is Mark Coulter, I am general counsel
19 and director of inter-governmental relations for the Port
20 Authority of Kansas City.

21 We are a political subdivision of the State of
22 Missouri chartered by the City of Kansas City, and we
23 currently have a development agreement with Ameristar
24 Casino.

25 I'm here to affirm that Ameristar is a good

1 corporate citizen of Kansas City and the Port Authority
2 supports their relicensing.

3 Ameristar and the Port Authority have had a
4 12-year history beginning when Ameristar accepted the
5 responsibilities and duties of Station Casino under their
6 existing agreements.

7 Since that time Ameristar has donated over
8 500,000 to the National Center for Responsible Gaming,
9 over \$100,000.00 to the Port Authority Problem Gaming
10 Fund, which sponsors regional and state problem gaming
11 programs and sponsorships to those programs, over one
12 million dollars to the Port Authority, Ameristar, Isle of
13 Capri Fund for the Advancement of Women and Minorities in
14 Business, which assists small MBE and WBE firms in
15 securing capital and loans for startup and expanding
16 businesses.

17 Finally, they have given over \$300,000.00 to the
18 Riverfront Development Fund, which has allowed the Port
19 Authority to continue to improve and maintain Richard
20 Berkeley Riverfront Park which, prior to the Port
21 Authority's redevelopment of, was a city tow lot, and
22 before that it was a petroleum refinery going back about a
23 century.

24 The relationship has continued to be strong, as
25 witnessed by the signing of a new perpetual restated

1 development agreement within the past 12 months. Through
2 this agreement, Ameristar's continuing to work on
3 increasing their MBE and WBE engagement with a group of
4 diverse vendors.

5 Also under this agreement, we have constituted
6 the Ameristar Casino Port Authority of -- Ameristar
7 Casino, Port Authority of Kansas City affirmative action
8 committee.

9 It consists of a representative of the Port
10 Authority Board of Commissioners, members of the --
11 members of Ameristar's staff, and a third-party from, a
12 third-party vendor to work with Ameristar to increase
13 their affirmative action policies.

14 It is the opinion of the Port Authority that
15 Ameristar's in full compliance with the restated
16 development agreement.

17 We look forward to continuing to work closely
18 with Ameristar in the future, and I'm happy to answer any
19 questions that the Commission might have.

20 I meant to start out by saying I was going to be
21 brief and direct.

22 CHAIRMAN HATCHES: Good thing you didn't say
23 that. Thank you.

24 Last year we had a discussion about the Port
25 Authority and its relationship with -- we worked through

1 all that; right?

2 MR. STOTTLEMYRE: Yes.

3 CHAIRMAN HATCHES: Okay. I didn't remember,
4 but I knew we had discussed it.

5 MR. COULTER: Yes. I remember coming down and
6 meeting with Roger, and we -- everything was, all the
7 questions were answered, and I think everything was
8 finally put to rest.

9 CHAIRMAN HATCHES: Is that what everybody --

10 MR. STOTTLEMYRE: That's fine. Yes.

11 CHAIRMAN HATCHES: Okay. All right. Any
12 questions from the Commission?

13 [No response].

14 CHAIRMAN HATCHES: Thank you, sir.

15 MR. COULTER: Thank you.

16 MR. STOTTLEMYRE: Thank you, Mark.

17 I believe we also have a presentation from St.
18 Charles.

19 MR. FRANKE: Yes.

20 MR. LEEZER: I, too, have brief comments, but
21 with your permission, I'd like to submit my formal
22 comments to the Board and to members here, so --

23 CHAIRMAN HATCHES: Angie, do you need to see
24 these?

25 MR. GREWACH: I'd like a copy. Thank you.

1 MR. LEEZER: My name is David Leezer. I'm the
2 director of economic development and tourism for the City
3 of St. Charles. I'm here representing the City and Mayor
4 Sally Faith.

5 We also are in full support of the relicense
6 application for Ameristar. They serve as a vital link for
7 the City.

8 One recognition of what Ameristar means to us
9 is, a year and half ago I was named the director of
10 economic development, and six months ago we combined the
11 duties of CVB tourism with economic development.

12 When you take a look at an entity like
13 Ameristar, not only are they our largest employer with
14 1,500 people, they are our largest tourist attraction and
15 visitor center, they are our largest hotel, and they
16 contribute to the economy, both in recycling of dollars
17 within and creating a ripple effect, but also, they are
18 our largest pull factor which brings in new dollars into
19 St. Charles County, which is significantly important to
20 us.

21 But they're also more important, more than just
22 financial aspects to this. They are the key member of a
23 north anchor for our historic downtown. When you cross
24 the I-70 bridge, the first thing you see is Ameristar, and
25 that is important for the aesthetics of our community.

1 Two other things I would like to point out very
2 briefly, that really does not deal with the financial
3 aspect of it -- well, three, if I may.

4 The city feels that Ameristar is so important
5 that we created, in our latest newsletter, which is
6 attached, our city newsletter which details the gaming
7 receipts, which last year was about three and a half
8 million dollars to the city, and we're trending about the
9 same for this fiscal year.

10 Two other quick things that we'd like to point
11 out. As a testament to the training that Ameristar did,
12 has done, last week our city recognized five employees of
13 Ameristar who saved the life of a patron, a young lady who
14 suddenly collapsed, and they had an orchestrated event
15 where they did CPR and other emergency services.

16 She had, basically had died, and they brought
17 her back to life. And our emergency services people on
18 the floor of the City Council credited the training and
19 the people of Ameristar for saving that woman's life.

20 So that's, again, a testament to what they have
21 done.

22 Finally, as we've pointed out earlier, one of
23 the major effects that's going to be taking place in St.
24 Charles is the diversion of the westbound I-70 bridge.
25 That will be closed on November 5th.

1 Through the efforts of a lot of people,
2 including Ameristar, we have worked very hard to help
3 people divert their traffic to St. Charles in a number of
4 different ways.

5 You have in there an attachment, or there's a
6 map that we have worked with Ameristar, that our
7 businesses can use, our patrons can use, our convention
8 center can use, and also, with that we have put it on our
9 city website and other patrons have put it on their
10 website, where they can manipulate that map to locate
11 their business and use it to highlight the businesses and
12 what's taking place in St. Charles.

13 They have been a good corporate partner. They
14 have been a great revenue source for us, and they have
15 proven that they are a strong part of the St. Charles
16 community and the St. Charles County.

17 Thank you for your time, and I'll be happy to
18 answer any questions that you may have.

19 CHAIRMAN HATCHES: Thank you. Any questions
20 from the commission?

21 [No response].

22 CHAIRMAN HATCHES: Thank you, sir.

23 MR. LEEZER: Thank you.

24 MR. STOTTLEMYRE: At this time, if we have any
25 public comments.

1 You're done.

2 Being open to public comment.

3 CHAIRMAN HATCHES: Any public comments?

4 [No response].

5 MR. STOTTLEMYRE: Now the investigative
6 summary will be presented by Sergeant Sammy Seaton.

7 MR. SEATON: Mr. Chairman, Commissioners, good
8 morning.

9 COMMISSIONERS: Good morning.

10 Mr. SEATON: Please refer to the three separate
11 resolutions found under tab B. One resolution pertains to
12 Class A license renewal for the parent company, Ameristar
13 Casinos, Incorporated, and two of the resolutions concern
14 the renewal of each of the affiliated Class B licenses
15 held by Ameristar Casino Kansas City and Ameristar Casino
16 St. Charles, respectively.

17 The Ameristar renewal applications were received
18 by the Missouri Gaming Commission on July 27th, 2012. The
19 previous renewal occurred in October of 2010, and the
20 current licenses are scheduled to expire on the 31st of
21 this month.

22 Missouri State Highway Patrol and Missouri
23 Gaming Commission investigators examined the parent
24 company and the associated Missouri casino properties.

25 Comprehensive financial analysis and detailed

1 background investigations of the entities were completed.

2 Inquiries were made with various local, state
3 and federal government agencies, as well as regulatory
4 personnel and applicable jurisdictions.

5 A review of Ameristar's overall business and
6 gaming activity was achieved by contacting gaming
7 regulators in other areas of the United States where the
8 company owns and operates casinos.

9 The investigative summary was submitted to the
10 Missouri Gaming Commission staff for review, and specific
11 details related to our investigative findings are
12 contained within the comprehensive summary report before
13 you.

14 Investigators are available to entertain any
15 questions you may have at this time.

16 Thank you.

17 CHAIRMAN HATCHES: Thank you. Any questions
18 from the Commission?

19 [No response].

20 MR. STOTTLEMYRE: Thank you, sir.

21 Next would be Cheryl Bonner, who would present
22 the MBE WBE compliance review.

23 MS. BONNER: Good morning, Mr. Chairman,
24 Commissioners.

25 COMMISSIONER: Good morning.

1 MS. BONNER: I present to you this morning the
2 MBE WBE reports for Ameristar Kansas City and St. Charles.

3 I will begin with Ameristar Kansas City.

4 As of August 31st, 2012 Ameristar Kansas City
5 employed 37.5 minorities and 46.9 percent females.

6 Ameristar Kansas City employed 17.6 percent
7 minorities and 35.1 percent females in management.

8 According to the 2010 U.S. Census, the City of
9 Kansas City's population is 40.8 percent minority and 51.5
10 percent female. So Ameristar Kansas City has room for
11 improvement in the employment of minorities and females,
12 as well as employment of minorities and females in
13 management.

14 As to the 2011 MBE expenditures, this is a
15 comparison as reported by Ameristar Kansas City and as
16 audited by the MGC.

17 The variances are due to the inclusion of tiered
18 spend where supporting documentation couldn't be obtained.

19 Ameristar Kansas City's total actual MBE spent
20 for 2011 was \$620,000.00, and total spent was 21.8 million
21 dollars.

22 As to the 2011 WBE expenditures, this is a
23 comparison as reported by Ameristar Kansas City, and as
24 audited by the MGC.

25 The variances are due to the inclusion of tiered

1 spend, and spend for WBE where supporting documentation
2 could be not obtained, as well as additional expenditures
3 for one WBE that was not reported by Ameristar.

4 Ameristar Kansas City total actual WBEs spend
5 for 2011 was \$1.9 million, and the total spend was
6 \$21.8 million.

7 This is a comparison of the MBE spend for 2010
8 and 2011. The 2010 figures were not audited, and the 2011
9 figures were 100 percent audited.

10 In comparing the quarters for 2010 and 2011,
11 Ameristar Kansas City's percentages for -- of MBEs
12 spending has increased in each quarter.

13 This is a comparison of the WBE spend for 2010
14 and 2011. Again, the 2010 figures were not audited, and
15 the 2011 figures were 100 percent audited.

16 In comparing the quarters for 2010 and 2011,
17 Ameristar Kansas City's percentage of WBEs spend has
18 increased significantly in each quarter.

19 This is due to the discovery of several new WBE
20 vendors that Ameristar Kansas City has been utilizing.

21 Ameristar Kansas City has entered into a new
22 developmental agreement with the Port Authority of Kansas
23 City in which they have a 12-month grace period to reach
24 the specified target goals by ethnic classification and
25 service categories.

1 A copy of the target goal breakdown has been
2 provided in your packets.

3 According to Mark Coulter, general counsel,
4 director of inter-governmental affairs for the Port
5 Authority of Kansas City, the Port Authority of Kansas
6 City believes the specified goals are obtainable based on
7 the most recent disparity study completed for the City of
8 Kansas City.

9 The MGC will be monitoring the progress of the
10 target goals specified in the new agreement.

11 Any questions about Kansas City?

12 COMMISSIONER JONES: Yes. Cheryl, when does
13 the grace period start?

14 Because you said they have a 12-month grace
15 before they meet these goals from the Port Authority;
16 correct?

17 MS. BONNER: When was the agreement signed, do
18 you know?

19 MS. ALLEN: My name is Julie Allen. I'm with
20 Ameristar Kansas City.

21 The agreement was signed in March. And I
22 believe that the year, or the 12-month grace period starts
23 in the quarter that we report that spent with that vendor.

24 So if it's a new vendor and we report the spend
25 in that quarter, then that 12-month grace period would

1 begin then.

2 Is that your understanding of it?

3 CHAIRMAN HATCHES: So that means it will roll,
4 it will always -- it won't be a consistent period when
5 you start fresh; right?

6 MS. ALLEN: Right. Well, if we had a new vendor
7 and we reported that vendor spend in, you know, the fourth
8 quarter, if they were not certified through the city, then
9 we would have a year to work with them to get that
10 certification.

11 You're at looking at me funny.

12 MS. BONNER: Well, I think Mark Coulter would be
13 better to address. That's who -- I spoke to him about it.
14 And from my understanding it was --

15 CHAIRMAN HATCHES: Did he leave?

16 COMMISSIONER MERRITT: He headed home.

17 MR. BONNER: From my understanding --

18 CHAIRMAN HATCHES: He knew this was coming.

19 MS. BONNER: From my understanding it was a
20 12-month grace period to begin when the contract was
21 signed.

22 CHAIRMAN HATCHES: We have some State Troopers
23 in here, we can catch him, can't we?

24 [Audience laughter].

25 MS. ALLEN: We can get that information for you.

1 And go back through the agreement and make sure that we
2 understand all of that.

3 COMMISSIONER JONES: Okay. The next question
4 I have is that, with the four-year license, how do we
5 assure that these targets are met, if we're only doing
6 this like --

7 MS. BONNER: I will continue to do annual
8 audits.

9 COMMISSIONER JONES: Okay.

10 CHAIRMAN HATCHES: And I think, Commissioner,
11 you said before -- I mean, you asked the question
12 before, that even though these license are for four
13 years, we still have the right to call them back in here
14 at any time and have the discussion around these
15 numbers, and anything else outside of the renewal
16 process.

17 MR. STOTTLEMYRE: That is correct.

18 CHAIRMAN HATCHES: Thank you.

19 COMMISSIONER MERRITT: Mr. Chairman.

20 CHAIRMAN HATCHES: Yes.

21 COMMISSIONER MERRITT: We still don't know the
22 numbers of applicants they have that are minorities, or
23 minority businesses that are bidding on the jobs, do we?

24 I mean, we can't compare -- you know, they're
25 taking so many when -- Do they have enough applying that

1 they can satisfy the needs that we demand of them?

2 COMMISSIONER JONES: You asked that once
3 before.

4 COMMISSIONER MERRITT: I have.

5 MS. BONNER: And according to -- We had
6 discussions with the industry and they indicated that they
7 could not, they could not obtain the breakdown without
8 more manpower, additional resources.

9 COMMISSIONER MERRITT: That's the same answer
10 I've had before.

11 MR. COULTER: I had actually walked out the door
12 and something told me I might need to come back.

13 CHAIRMAN HATCHES: Oh, yeah. Who was it?
14 Thank you.

15 MS. BONNER: Okay. We were having a discussion
16 about the new developmental agreement where we had a
17 discussion that they had a 12-month grace period to obtain
18 the specified targeted goals.

19 MR. COULTER: They had a 12-month grace period
20 specifically to allow for any of their current vendors who
21 are not, who are not currently certified in MBE/WBE with
22 the City of Kansas City, to become certified.

23 MS. BONNER: So when does the actual specified
24 targets, when do those begin? Once the agreement was
25 signed?

1 MR. COULTER: The targets began once the
2 agreement was signed. And if I might add into that then,
3 the -- If they, if they are -- If they do not meet those
4 numbers, they have to put in a best and reasonable faith
5 effort, and the Port Authority is the determiner as to
6 whether or not they are putting in that good faith.

7 At this time we firmly believe that they are.
8 And one of the recourses, should we believe that they are
9 not, is to inform the Missouri Gaming Commission.

10 So until the time that we determine that they
11 are not acting in good faith, we will let you all know.

12 CHAIRMAN HATCHES: I appreciate that. Would
13 you also be willing to come down and have discussions
14 with us if we -- if, in our determination, it doesn't
15 look like they're making good faith, best effort?

16 MR. COULTER: We will answer questions about it,
17 definitely, and we're always happy to work with Missouri
18 Gaming Commission on anything, so if you have anything,
19 definitely, give us a call.

20 CHAIRMAN HATCHES: Okay. Commissioner.

21 COMMISSIONER MERRITT: I still believe
22 we're -- Until we can know if they have the
23 availability, maybe Mr. Coulter can answer that, is
24 there enough minority applications for employment or
25 vendors to satisfy what we're asking them to do?

1 Is there enough folks there looking for jobs
2 that they could, they could hire enough to meet these
3 requirements that we're putting on them?

4 I think we're creating a hardship that they may
5 not be able to endure.

6 MR. COULTER: And that is one of the problems,
7 and that's one of the offers that the Port Authority is
8 doing, we're willing to engage with the City of Kansas
9 City.

10 The current process for MBE/WBE certification
11 with the city takes approximately one year, so from the
12 time you start until the time the paperwork is -- until
13 they start seeking certification, until the time is
14 concluded, can take up to a year. And the business has to
15 have been in business for, in operations for a year.

16 So we are in conversations with the city to make
17 that a little bit easier, because it is not -- the city
18 process is not as streamlined, I think, as some would like
19 it.

20 COMMISSIONER MERRITT: So you can't answer
21 what I'm asking here?

22 I mean, it's kind of a goat roping that you got
23 to go through all of this to get that.

24 Is there any chance that we'll ever know if they
25 have enough applicants to satisfy the needs?

1 MR. COULTER: On the City's end, I really can't
2 speak for that. I am not an attorney for the city, and
3 I'm hesitant to speak on their behalf outside of --

4 COMMISSIONER BRADLEY: Thank you.

5 COMMISSIONER JONES: But you had them sign a
6 document with these goals based on your experience and
7 knowledge of the marketplace; correct?

8 MR. COULTER: Those numbers are actually a
9 result of a disparity study that the city performed, I
10 believe in 2006.

11 COMMISSIONER JONES: So you believe that they
12 could reach it, that's why, that's why this was included
13 in the document? The signed agreement?

14 MR. COULTER: We --

15 COMMISSIONER JONES: Based on that disparity
16 study?

17 MR. COULTER: Based on that disparity study, we
18 would like them to meet it. And that is the first goal.

19 Obviously, you always want to increase past
20 that. But if there are difficulties in them reaching
21 that, that is one of the things that we are willing to do,
22 is help them reach those numbers.

23 Whether or not it is immediately reachable, I
24 would have to go back and look at the entire city's
25 database to see where everything is.

1 We have engaged an outside HR firm to assist us
2 with this, because we do not have the expertise on staff,
3 that is, with the Port Authority, and we've been working
4 with them, we will continue to work with them.

5 They've been on, I believe, since March or April
6 of this year, so they're still getting up to speed on the
7 process as well.

8 It's very fluid, and that is why Ameristar has a
9 12-month period for them to try to work on getting,
10 encouraging some of their vendors to seek city
11 certification.

12 Because honestly, from what I understand, many
13 of their vendors could be certified by the city, but
14 choose not to go through the city's process.

15 So that is, that is out of our control, that is
16 out of Ameristar's control, and so we are working with the
17 city, and we're always happy to engage with them on trying
18 to encourage those vendors to become city certified.

19 COMMISSIONER MERRITT: That's kind of that
20 goat roping I was talking about.

21 MR. COULTER: I understand that.

22 COMMISSIONER JONES: But they have a
23 reciprocity agreement with the State, so anyone that's
24 certified in the State can bid on projects in Kansas
25 City?

1 MS. BONNER: They can. Let me clarify something
2 that he was stating.

3 That with the Port Authority, they only accept
4 the city certifications. MGC, we accept any
5 certifications.

6 So there's going to be, always going to be a
7 difference in our numbers, because ours are going to
8 probably be higher, because we accept any certifications.
9 Whereas, they only accept the certifications for the city.

10 CHAIRMAN HATCHES: And the Port Authority does
11 not accept the Minority Supplied Development Council's
12 certification in Kansas City.

13 COMMISSIONER JONES: Nor from the State, which
14 is a joint commission, I think, from both sides of the
15 state.

16 MR. COULTER: It is. It was, it was expressed
17 to us that with the time and investment that the city put
18 into their disparity study, that they wished us to use
19 that, use those numbers resulting from that, and
20 therefore, their certification process in our dealings
21 with both casinos, so we have incorporated it into
22 Ameristar's and Isle of Capri's.

23 CHAIRMAN HATCHES: Okay.

24 COMMISSIONER JONES: All right.

25 CHAIRMAN HATCHES: I have another question,

1 maybe you can help answer.

2 When we look at the actual MBE spend of 620,000,
3 versus the total spending of 21.8 million, without having
4 a list in front of you maybe, can you tell me whether or
5 not this 620,000 is one vendor, two vendors, five,
6 multiple vendors?

7 MS. BONNER: Several.

8 CHAIRMAN HATCHES: Okay.

9 MS. BONNER: Yeah.

10 MR. COULTER: And I don't have the numbers in
11 front of me at all.

12 CHAIRMAN HATCHES: There would be one in here
13 that would have the majority that's spent.

14 There would?

15 MS. BONNER: Well, no. They're probably
16 about -- You said MBE. Probably, there's probably a list
17 of about 14 or 15 vendors, just a guess off the top of my
18 head.

19 CHAIRMAN HATCHES: Okay. Thank you.

20 Any other questions from the Commissioners?

21 [No response].

22 CHAIRMAN HATCHES: I think we can get you back
23 where you were.

24 MR. COULTER: I think I'm just going to hang
25 out.

1 CHAIRMAN HATCHES: Go ahead.

2 MS. BONNER: I also present to you this morning
3 the MBE and WBE report for Ameristar St. Charles.

4 As of August 31st, 2012, Ameristar St. Charles
5 employed 35.1 percent minorities, and 45.1 percent
6 females. Ameristar St. Charles employed 14.5 percent
7 minorities, and 39.5 percent females in management.

8 According to the 2010 U.S. Census, the City of
9 St. Charles, population is 40.7 percent minority, and 51.4
10 percent female.

11 So Ameristar St. Charles has room for
12 improvement in the employment of minorities and females,
13 as well as employment of minorities and females in
14 management.

15 As to the 2011 MBE expenditures, this is a
16 comparison as reported by Ameristar St. Charles and
17 audited by the MGC. The variances are due to the
18 inclusion of tiered spending where supporting
19 documentation could not be obtained.

20 Ameristar St. Charles total actual MBE spend for
21 2011 was \$1.1 million and total spend was \$30 million.

22 As to the 2011 WBE expenditures, this is the
23 comparison as reported by Ameristar St. Charles, and as
24 reported, as audited by the MGC. The variances are due to
25 the inclusion of tiered spend, where supporting

1 documentation could not be obtained, as well as additional
2 expenditures for several WBEs that was not reported.

3 Ameristar St. Charles total actual WBE spending
4 for 2011 was \$2.9 million, and total spend was
5 \$30 million.

6 This is a comparison of the MBE spend for 2010
7 and 2011. The 2010 figures were not audited, and the 2011
8 figures were 100 percent audited.

9 In comparing the quarters for 2010 and 2011,
10 Ameristar St. Charles' percentage of MBE spend increased
11 in the second and fourth quarters, and decreased in the
12 first and third quarters.

13 Ameristar St. Charles has much room for
14 improvement to increase their MBEs spend.

15 This is a comparison of the WBE spend for 2010
16 and 2011. Again, the 2010 figures were not audited, and
17 the 2011 figures were 100 percent audited.

18 In comparing the quarters for 2010 and 2011,
19 Ameristar St. Charles percentage of WBE spend increased in
20 the second, third and fourth quarters, and decreased in
21 the first quarter.

22 Ameristar St. Charles -- Ameristar's staff was
23 very -- was well-prepared and very knowledgeable of the
24 documents being reviewed for the MBE, WBE audit.

25 Their financial records were very organized,

1 allowing the MGC to complete the audit two days ahead of
2 schedule.

3 Their attention to detail, accuracy and
4 knowledge of Ameristar's MBE/WBE procurement program
5 attests to their commitment to increasing their diversity
6 spending program.

7 Questions?

8 THE COURT: Questions from the Commission?

9 [No response].

10 MS. BONNER: Okay

11 CHAIRMAN HATCHES: Thank you, Cheryl. Thank
12 you.

13 CHAIRMAN HATCHES: Staff recommendation.

14 MR. STOTTLEMYRE: Mr. Chairman, staff
15 recommends approval of resolution number 12-097,
16 resolution number 12-098, and resolution number 12-099,
17 which includes the Class A, Ameristar Casinos,
18 Incorporated, the Ameristar Casino Kansas City,
19 Incorporated, and Ameristar St. Charles, Incorporated.

20 CHAIRMAN HATCHES: Can we take all these in a
21 single motion?

22 MR. STOTTLEMYRE: We can -- I think it can be
23 done as a -- as one vote on all of the resolutions,
24 unless you have a problem with one or the other.

25 CHAIRMAN HATCHES: No.

1 MR. STOTTLEMYRE: Okay.

2 CHAIRMAN HATCHES: I think we're fine.

3 COMMISSIONER MERRITT: I make a motion to
4 approval resolution number 12-097, 12-098, and 12-099.

5 COMMISSIONER BRADLEY: Second.

6 CHAIRMAN HATCHES: Moved and seconded. Any
7 discussion?

8 Angie, call the roll, please.

9 MS. FRANKS: Commissioner Merritt.

10 COMMISSIONER MERRITT: Approved.

11 MS. FRANKS: Commission Jones.

12 COMMISSIONER JONES: Approve.

13 MS. FRANKS: Commissioner Bradley.

14 COMMISSIONER BRADLEY: Approve.

15 MS. FRANKS: Chairman Hatches.

16 CHAIRMAN HATCHES: Approve.

17 MS. FRANKS: By your vote, you have adopted
18 resolution numbers 12-097, 12-098, and 12-099.

19 MR. STOTTLEMYRE: The next item on the agenda
20 is consideration of the licensure of the Isle of Capri,
21 Cape Girardeau, LLC.

22 I believe Mr. Arnie Block is going to take over
23 here, and he can introduce the folks that he has with him.
24 If you would, please.

25 MR. BLOCK: Sure. Chairman Hatches,

1 Commissioners, Mr. Stottlemyre, Commission staff, good
2 morning, and thank you for taking the time this morning to
3 visit Cape Girardeau.

4 I'm Arnold Block, Chief Operating Officer of the
5 Isle of Capri Casinos, Incorporated.

6 It was just over two years ago when Isle
7 representatives presented plans to the Gaming Commission
8 in Jefferson City for a casino in Cape Girardeau.

9 The site was selected by the Commission on
10 December 1st, 2010, and we announced at that time that we
11 anticipated it would take approximately 24 months to
12 complete the construction.

13 I'm pleased to say the construction has taken 22
14 months, and we plan to open our doors next week,
15 October 30th, 2012 at 10:30 a.m., with your approval.

16 The construction process has moved along in a
17 quick pace.

18 We appreciate the efforts of our general
19 contractor and subcontractors, city representatives, and
20 the employees, the Gaming Commission staff for working
21 diligently to move this project from design phase to
22 completion with such speed.

23 Our goal has been to build a casino with the
24 community, that the community can be proud of, one which
25 will revitalize downtown Cape Girardeau, and one which

1 will bring additional gaming revenue into the State of
2 Missouri.

3 Our focus has remained on this goal, and our
4 commitments remain strong. As you traveled to the
5 property this morning you saw the results of that
6 commitment firsthand.

7 The northern end of Main Street has been
8 relocated, Broadway has been turned into a promenade and a
9 once empty vacant lot is now home to our casino, which is
10 ready to become part of this community.

11 We also expressed our interest in putting local
12 people to work.

13 Throughout the construction process our general
14 contractor has emphasized hiring local subcontractors:
15 Koehler Engineering, Associated Sheet Metal, Drury
16 Company, Richardet Floor Covering, Foeste Masonry, Stewart
17 Steel, Fronabarger Concrete, River City Mechanical
18 Contractors, Miller Drywall, Cotner Electric, and Milo
19 Masonry, among others, all call this region home, and they
20 all had a hand in building this project.

21 New relationships were also forged. In a few
22 moments you will hear from Sandra Marks, with Marks and
23 Associates. Sandra's firm worked closely with Isle, and
24 our general contractor to ensure that minority vendors
25 were also utilized throughout the process.

1 Chet Koch, our general manager, and Mayor Harry
2 Rediger will join us at the podium shortly as well.

3 Both offer unique perspectives into just how
4 much work has gone into turning Isle of Capri Cape
5 Girardeau from a dream into a reality.

6 Again, before I turn to Sandra, I would like to
7 thank you, the Commission, for selecting our project as
8 the 13th casino for the State of Missouri. And also, to
9 your staff, who have worked closely with our employees to
10 ensure that the Isle of Capri Cape Girardeau delivers a
11 fun, entertaining, safe gaming experience to all of our
12 guests.

13 Now I'd like to introduce Sandra Marks.

14 MS. MARKS: Thank you, and I appreciate the
15 opportunity to come back before you. I was here about a
16 year ago and we were challenged with looking at how to
17 bring minority- and women-owned firms, contractors in
18 particular, on a historic project like this.

19 And my firm has worked with Isle of Capri and
20 the joint venture of Anderson-Wilson, and fostered many
21 relationship between Cape Girardeau contractors and the
22 contractors around the state, and I'm excited to report
23 that on many of the components of the construction of the
24 casino, minority contractors were involved, from the
25 plumbing, which was a partnership between River City

1 Mechanical and B Scape Plumbing, on the drywall, with
2 Miller Drywall, Associated Sheet Metal, with Mechanical
3 Solutions.

4 We also had the challenge of looking at
5 contracts from around the state and that's tailoring
6 packages that would fit those contractors.

7 Ambient Tempco out of Kansas City was part of
8 that relationship that has been involved in the casino,
9 and we also have several other suppliers that have been
10 part of that.

11 On the electrical side, the challenge was to
12 look at how to bring on electrical contractors working
13 with the prime contractor.

14 There we've had two very dominant electrical
15 contractors on the site, minority-owned firms in TD 4
16 Electric and BRK Electric.

17 And so we've been successful in being able to
18 build some relationships, I am proud to say, I've gone
19 beyond the Isle of Capri itself, but I applaud the local
20 contractors who have built relationships with many of
21 these minority/women contractors, and as a result of that,
22 I've heard of examples of these contractors doing business
23 together and bidding on work here in Cape Girardeau beyond
24 Isle of Capri.

25 And those relationships will continue beyond

1 this project, I'm sure.

2 There were challenges. It was not something
3 that I could stand here and say was done easily.

4 Some of the challenge was making sure that not
5 only contractors could bid the work, but they also could
6 competitively be able to perform the work.

7 And part of that was a commitment that came from
8 the top. There were quick pay policies that were put in
9 place to ensure that minority women-owned firms were paid
10 to alleviate any cash flow issues, but those same policies
11 were put there for the local contractors that utilize
12 those firms, as well as Isle of Capri making sure that
13 there were no cash flow issues that would hinder
14 performance on this project.

15 There was continuing monitoring and mentoring on
16 the part of Isle of Capri itself, our joint venture with
17 Anderson and Wilson.

18 All of the prime contractors, those who had
19 direct subcontracts with minority women-owned firms, but
20 all the contractors were challenged to work with, in my
21 many cases, businesses they've never worked with before.

22 And certainly Marks & Associates was here
23 throughout the project, and those lines of communication
24 were kept open.

25 So we did face some challenges, but I'm proud to

1 say that this project is that one I am personally happy to
2 be involved in.

3 Our, our particular spending reports have been
4 coming in on a monthly basis, and as of September, which
5 was our last official report, there will be another
6 report, but we have spent, or we have completed
7 \$6.2 million worth of this work attributed to minority-
8 and women-owned firms. Eighty percent of that is
9 minority-owned firms, and then the remaining, women-owned
10 firms.

11 So I thank you for your time, and if there are
12 questions.

13 CHAIRMAN HATCHES: Cheryl, you've been working
14 on this one?

15 MS. BONNER: Yes. Cheryl Bonner, MBE/WBE
16 compliance manager.

17 I haven't actually done the audit, because a lot
18 of the MBE/WBE spending is going to be the internal kind
19 of type of work, so I just decided to wait until the end
20 to give final numbers.

21 But Sandra has been sending a monthly report,
22 and I've kind of been monitoring the report, it's a nice
23 report with the breakdown of the actual vendors and how
24 much they've been paid, and what the actual contract is.

25 So the actual audit will be done, as soon as

1 they have all their payments that they have, because it
2 goes by payment.

3 So it doesn't make sense to audit when they
4 don't have all the payments done, so...

5 CHAIRMAN HATCHES: Thank you. One question, I
6 don't know who can answer, either one of you can answer
7 this.

8 Of the contractors, were any minority companies
9 prime on any of this work?

10 MS. MARKS: There was a women-owned firm that
11 was a prime contractor. There was an effort to have some
12 minority contractors involved as primes, but in most cases
13 they, themselves, based on their capacity and any kind of
14 cash flow requirements, chose to come in as tiered
15 contractors.

16 They were all second tiers, so there was
17 typically a relationship between the prime contractor and
18 the MBE or WBE firm.

19 COMMISSIONER JONES: Miss Marks, the WBE was a
20 prime on what, what were --

21 MS. MARKS: Waterhout Construction, general
22 trades, they were the prime contractor.

23 And they're continuing, they're kind of one of
24 those that's towards the end of the project, being
25 involved with it throughout.

1 CHAIRMAN HATCHES: Thank you. Any other
2 questions from the Commission?

3 [No response].

4 MR. KOCH: Hello again, I am Chet Koch, I'm the
5 Vice-President and General Manager of Isle of Casino Cape
6 Girardeau. This will be the 14th casino opening which
7 I've played an active role.

8 I've moved to Cape Girardeau about 10 months
9 ago, and I have to say that I've never experienced the
10 enthusiasm of the community such as I've experienced here
11 in Cape Girardeau.

12 They've been welcoming in every respect to both
13 myself and the team that has come to Cape. It's really
14 been just a heartwarming experiencing for us all.

15 The community has welcomed the management team
16 with open arms. We've spread out throughout the county
17 here. We're proud to call Cape Girardeau our home now,
18 and we look forward to opening the doors next week with
19 your approval.

20 Back when Isle of Capri announced the project,
21 the company emphasized the jobs it would bring to the
22 community.

23 To date, we've hired 725 people, of which
24 approximately 88 percent reside within 50 miles of the
25 Cape.

1 Applications that were submitted to apply for
2 positions with us were exceeding 9,000, and for minority
3 employees, we're looking at about 137, or 18.76 of our
4 total employee count.

5 Here in Cape Girardeau itself, through the 2010
6 census, there was a minority count of 12.8 percent of the
7 population, and in Cape county there was a 7.3 percent, so
8 we've exceeded those statistics for the county itself and
9 the city.

10 In the 10 months since we've been here, I've
11 spoken to just about every community group interested in
12 hearing about the project, including the Rotary, the
13 Kiwanis, the Optimist clubs.

14 I've attended many first Friday coffees with the
15 Chamber of Commerce and participated in the Chamber's CEO
16 group program.

17 We've also been extremely active and visible
18 throughout the recruitment process.

19 We've set up storefront human resource offices
20 out at the Marquette Building on 338 Broadway. We put
21 together a booth at the SEMO District Fair, and we also
22 were part of the Jackson Homecomers Celebration, and we
23 work closely with Old Town Cape, here in Cape.

24 One of the individuals I've come to know since
25 I've been here is Mayor Harry Rediger, he's been a great

1 partner for the project, and just before I introduce the
2 Mayor, I'd like to actually introduce our management team
3 that we brought along, very quickly: Roger Eledge is our
4 Director of Casino Operations, John Welch, who is our
5 Director of Hospitality, Ginger Albrect, Director of
6 Finance, Ron Brockling is our Director of Marketing, Cliff
7 Wooldridge is Manager of Surveillance, Suzanne Poe is our
8 Compliance Officer, Rick Reese our Security Manager, Dana
9 Saverino, our Advertising Manager, Mark Hanko is our Human
10 Resources Director.

11 CHAIRMAN HATCHES: Impressive.

12 MR. KOCH: Thank you very much.

13 CHAIRMAN HATCHES: You know all their names.

14 MR. KOCH: Some days. I'd like to, at this
15 time, introduce Mayor Harry Rediger.

16 CHAIRMAN HATCHES: Thank you, sir.

17 MAYOR REDIGER: Thank you, Chet. Yes. In
18 Southeast Missouri we do know names.

19 Mr. Chairman, members of the Commission,
20 Director Stottlemire, it's a pleasure to be here. I thank
21 the Commission for their confidence in Cape Girardeau.

22 Before I go further I have to add my
23 congratulations to our own Diane Howard who was very
24 recently appointed to the Gaming Commission.

25 Diane's a community partner and will be a great

1 addition to your state team. So Diane, to you, again,
2 personally, congratulations to you.

3 MS. HOWARD: Thank you, Harry.

4 MAYOR REDIGER: Again, thank you, Commission,
5 for your confidence in Cape Girardeau.

6 We've received broad community support for this
7 new industry. As you will recall back at the time of the
8 vote, it was a 61 percent vote, and I can remember
9 Chairman Mathewson even saying that at the time of the
10 hearing, the 61 percent vote, we were very proud of that,
11 and it has continued to grow interest and enthusiasm and
12 excitement as we approach the opening.

13 As we approach, we have completed our Broadway
14 Street scape, our North Main relocation, and the
15 improvements on North Main.

16 In addition, a vast improvement to a stagnant
17 area on the north side of our downtown area that we are
18 very proud of.

19 Also, in the vacant area between that, the
20 casino and our Main and Broadway area, I see a vast and a
21 greatly enhanced probability of future commercial and
22 residential growth.

23 So the entire area will be improved in the years
24 ahead.

25 Our construction phase has gone very smooth, as

1 quoted by Arnold Block, it's ahead of schedule.

2 The Isle of Capri, our construction entities,
3 and our city staff have enjoyed a very good relationship
4 with little or no obstacles, or slowdowns.

5 We have developed a very close working
6 relationship with the Isle, from Dick Meister, Virginia
7 McDowell, Arnold Block, and now Chet Koch, our general
8 manager, in the balance of the Isle team, we're all
9 friends and partners.

10 We greatly anticipate the enhanced revenue that
11 will be -- come with the completed of the unfunded capital
12 improvement projects.

13 We have identified 16 early projects to benefit
14 our citizens throughout the city.

15 Our long-term funding project has been
16 categorized into four areas, and we have that approved by
17 the council, for this council and for future councils,
18 into four categories.

19 Number one. Revenue sharing as we shared with
20 the Gaming Commission early on and the Riverfront Fund.

21 Number two. We have dedicated ourselves to an
22 endowment fund, where each year we will add 10 to 15
23 percent of the revenue into an endowment for future use of
24 the earnings for improvement of our city.

25 The majority of the funds will be in capital

1 improvements, and they will come through our capital
2 improvement budget, that each year we review as a council,
3 and unfortunately, a lot of those have been unfunded, and
4 we will be able to start funding those through the income
5 through the Isle of Capri and our new industry.

6 And lastly, we are saving some money out of the
7 funds for innovation, those, at different items, that may
8 go to enhance the products that we give to our citizens,
9 and the accessibility that might go to improve and reduce,
10 also reduce costs on our general revenue budget. We
11 already have a few of those in mind as we move ahead.

12 We have every confidence that Isle will be a
13 great corporate partner, and a great addition to our
14 business community.

15 And again, we thank you for the confidence that
16 you give, have given to our city, our citizens of Cape
17 Girardeau, as we move ahead with the Isle of Capri as a
18 partner.

19 Thank you.

20 CHAIRMAN HATCHES: Thank you, Mr. Mayor. Any
21 questions for the Mayor?

22 COMMISSIONER JONES: Just one comment.
23 Mr. Mayor, I'd like to also thank you and Chet, because
24 I know at the onset of this project it was not an easy
25 sell.

1 And Isle of Capri, I think you've done a great
2 job in, you know, reaching out to the community, and
3 hopefully, you won't be able to get 100 percent on board,
4 but you'll come real close, and I commend you for that.

5 MAYOR REDIGER: Thank you very much.

6 MR. KOCH: Thank you very much.

7 MR. BLOCK: Thank you, Mayor Rediger.

8 Commissioners, once again, please accept our
9 appreciation for your support and the hard work of your
10 staff.

11 We are pleased that you were able to visit Cape
12 today and tour our facility.

13 This concludes our presentation.

14 On behalf of the Isle of Capri Cape Girardeau we
15 respectfully request approval of the application to open
16 on October 30th, and we'd be happy to answer any questions

17 CHAIRMAN HATCHES: Thank you. Any questions
18 from the Commission?

19 [No response].

20 CHAIRMAN HATCHES: Roger.

21 MR. STOTTLEMYRE: Mr. Chairman, the next item
22 on agenda is the public comment on the Isle of Capri.

23 CHAIRMAN HATCHES: Any comments on the Isle of
24 Capri?

25 [No response].

1 CHAIRMAN HATCHES: Seeing none.

2 MR. STOTTLEMYRE: If not, we have the
3 investigative summary by Sergeant Sammy Seaton.

4 MR. SEATON: Mr. Chairman, Isle of Capri
5 Casinos, Incorporated has applied for a Missouri class B
6 gaming license in Cape Girardea through a subordinate
7 company, IOC-Cape Girardeau, LLC, doing business as Isle
8 Casino Cape Girardeau.

9 IOC-Cape Girardeau, LLC is a Missouri limited
10 liability company, and is a wholly-owned subsidiary of
11 Isle of Capri Casinos, Incorporated.

12 This entity was originally formed and had its
13 certificate of organization issued by the Missouri
14 Secretary of State on July 9th, 2007, under the name
15 Midwest Region Development, LLC.

16 On July 29th, 2010 amended articles of
17 organization were filed changing the name to IOC-Cape
18 Girardeau, LLC.

19 Missouri State Highway Patrol investigators have
20 previously conducted background investigations on Isle of
21 Capri Casinos, Incorporated and all associated key
22 persons.

23 Highway Patrol investigators have recently
24 conducted, or are in the process of conducting background
25 investigations on IOC-Cape Girardeau, LLC, and all

1 associated key and Level I persons.

2 These investigations include comprehensive
3 criminal checks, as well as civil and general character
4 inquires of all key and Level I persons.

5 Missouri Gaming Commission financial
6 investigators also conducted a comprehensive analysis of
7 the sources and use of funds associated with the IOC-Cape
8 Casino project.

9 The results of the IOC Cape investigation were
10 provided to the Missouri Gaming Commission staff for their
11 review, and specific details related to our investigative
12 findings are contained within the comprehensive summary
13 report before you.

14 I'd be happy to answer any questions that you
15 may have at this time.

16 CHAIRMAN HATCHES: Thank you, Sergeant. Any
17 questions by the Commission?

18 [No response].

19 CHAIRMAN HATCHES: Thank you.

20 MR. SEATON: Thank you.

21 MR. STOTTLEMYRE: Mr. Chairman, at this time I
22 would like to ask Ed Grewach to explain resolution
23 number 12-100 before we make a staff recommendation.

24 CHAIRMAN HATCHES: Thank you.

25 MR. GREWACH: Mr. Chairman, Commissioners, first

1 I'd like to direct your attention to the second page of
2 the resolution, the second to last paragraph.

3 The way this is drafted, the applicant would be
4 awarded a one-year license, and that's per statute, a new
5 applicant gets a one-year license and then followed by
6 another one-year license before they begin to be eligible
7 for their four-year terms; that part did not change under
8 the recent legislation.

9 So it's drafted in such a way that that license
10 becomes effective on the date the executive director, or
11 its designee physically delivers the license to the
12 applicant.

13 You can see from the tour there are items still
14 yet outstanding, there's going to be some mocks and
15 run-throughs, walk-throughs that are going to take place
16 in the next few days.

17 The resolution, as you can see, requires the
18 applicant to successfully demonstrate compliance with the
19 standards for investigative and audit staff, security,
20 internal controls, transfers of funds.

21 So all those items required by our regulations
22 and our minimum internal control standards have to be in
23 place before we're going to physically deliver the license
24 to them.

25 So once that's all been checked out by our staff

1 in these coming days, then at that point in time, once
2 we're satisfied that everything is done properly, we'll
3 physically deliver the license to them.

4 That will be the actual start date of their
5 license, and one year will start from that date.

6 In this resolution you're finding them suitable
7 to be a licensee, subject to those final details being
8 taken care of in the coming days.

9 CHAIRMAN HATCHES: Any questions for Ed?

10 [No response].

11 CHAIRMAN HATCHES: Thank you, sir.

12 MR. GREWACH: Thank you.

13 MR. STOTTLEMYRE: Mr. Chairman, based upon all
14 the information we have, staff recommendation is to
15 approve revolution number 12-100.

16 CHAIRMAN HATCHES: Chair entertain a motion.

17 COMMISSIONER MERRITT: Mr. Chairman, I would
18 ask that we would yield to our newest member to present
19 this motion before the --

20 CHAIRMAN HATCHES: Can she?

21 COMMISSIONER MERRITT: Is she legal?

22 [Audience laughter].

23 MR. GREWACH: I would be reluctant to say that,
24 because I don't believe she's actually signed --

25 MS. HOWARD: I'd love to be able to. In case

1 anyone's wondering why I have not done anything yet,
2 although I anticipate no problem with having our Senate do
3 so, but our soon-to-be elected senator from this area has
4 to sponsor me, and when the Senate goes back into session
5 in January, I have to be formally approved by the Senate.

6 So the Governor has appointed me, but the Senate
7 is not in session now, so if I understand.

8 MR. GREWACH: Well, and then you could serve in
9 the recess, subject to appointment, but I think there are
10 some formalities we need from the Governor's office and
11 documentation before we can officially have you take a
12 vote, or make a motion before us today.

13 COMMISSIONER MERRITT: Well, I apologize for
14 bringing attention that you're not legal.

15 [Audience laughter].

16 MS. HOWARD: I'm kind of here as a courtesy.

17 COMMISSIONER MERRITT: Okay.

18 MS. HOWARD: I'd love to be able to do it.

19 CHAIRMAN HATCHES: Well, we can hold it off.

20 [Audience laughter].

21 MS. HOWARD: They like me, but not that much.

22 CHAIRMAN HATCHES: The mayor spoke so
23 eloquently about you. Okay. We meet every month.

24 COMMISSIONER JONES: Mr. Chairman, I have one,
25 just a housekeeping. On page -- Let me figure out what

1 page this is. Page seven of this document, this is just
2 some housekeeping. I think it's in the second
3 paragraph. Just giving the history of the Isle.

4 CHAIRMAN HATCHES: Okay.

5 COMMISSIONER JONES: I think they have the
6 locations crossed. You know, June 28th, 2000, they
7 propose two possible locations for the licensure to the
8 Commission, near Kimmswick at Chain of Rocks and
9 Jefferson County. I think that one and the another one
10 are crossed.

11 Chain of Rocks is in north county and Kimmswick
12 is in Jefferson County.

13 So I just want to note that as a correction.

14 MR. STOTTLEMYRE: That's correct.

15 CHAIRMAN HATCHES: And you thought we didn't
16 read these.

17 COMMISSIONER JONES: That's right.

18 MR. STOTTLEMYRE: You get a star today.

19 COMMISSIONER JONES: And that's why I did
20 that, so I could go on record that I am reading this;
21 okay.

22 [Audience laughter].

23 CHAIRMAN HATCHES: And the only reason I
24 didn't mention it is because --

25 [Audience laughter].

1 CHAIRMAN HATCHES: -- starting to run
2 everything. We appreciate that.

3 CHAIRMAN HATCHES: Good catch. Commissioner,
4 did you catch anything?

5 COMMISSIONER BRADLEY: I'm going to make a
6 motion. I want to get this thing done.

7 Motion to approve commission resolution number
8 12-100.

9 COMMISSIONER JONES: Second.

10 CHAIRMAN HATCHES: Been moved and seconded.
11 Any discussion?

12 [No response].

13 CHAIRMAN HATCHES: Angie, call the roll,
14 please.

15 MS. FRANK: Commissioner Merritt.

16 COMMISSIONER MERRITT: Approve.

17 MS. FRANKS: Commissioner Jones.

18 COMMISSIONER JONES: Approve.

19 MS. FRANKS: Commission Bradley.

20 COMMISSIONER BRADLEY: Approve.

21 MS. FRANKS: Chairman Hatches.

22 CHAIRMAN HATCHES: Approve.

23 MS. FRANKS: By your vote, you've adopted
24 resolution number 12-100.

25 CHAIRMAN HATCHES: Now we all -- Thanks Ed,

1 for making sure we're all clear about what this
2 resolution means. Does not mean that we've issued a
3 license. It means that we've agreed that they're
4 suitable to be licensed.

5 And after everything is done, and all the tests
6 have been passed, and the staff is satisfied, then next
7 week Roger will come down, and then the license will be
8 issued.

9 MR. STOTTLEMYRE: That's correct.

10 CHAIRMAN HATCHES: Okay.

11 MR. STOTTLEMYRE: Congratulations.

12 CHAIRMAN HATCHES: You have a step one. Good
13 job. Thanks so much again for showing us around today.
14 We appreciate it.

15 We're all very, very proud to be a part of this
16 Commission, as we open up -- because none of us were, Jack
17 with me, right -- Darrell is the longest serving member.
18 A lot of us have been around doing the opening of a new
19 casino, so we all very pleased to be a part of this, and
20 so thanks so much for showing us around.

21 And Mr. Hospitality, I think you did a wonderful
22 job today.

23 MR. KOCH: Thank you.

24 CHAIRMAN HATCHES: Okay.

25 MR. STOTTLEMYRE: Mr. Chairman, the next item

1 on the agenda is consideration of licensure and change
2 of control, and that's for St. Louis Gaming Ventures,
3 LLC.

4 Mr. Chairman, while the reporter changes the
5 paper, do you want to take a five-minute break?

6 CHAIRMAN HATCHES: Yes.

7 [Whereupon, there was a short recess].

8 CHAIRMAN HATCHES: Okay. We're back on the
9 record.

10 MR. STOTTLEMYRE: Okay. Mr. Chairman, as I
11 stated previously, the next item is the consideration of
12 licensure and change of control of St. Louis Gaming
13 Ventures, LLC. And I guess we would --

14 MR. GREWACH: Rex is here.

15 MR. STOTTLEMYRE: All right. He is here.

16 Lieutenant Rex Scism is going to do the
17 investigative summary. I don't believe we have anybody --

18 CHAIRMAN HATCHES: From the company.

19 MR. STOTTLEMYRE: Here from them, or --

20 MR. GREWACH: They are present. I indicated to
21 you that we didn't expect any presentation, but they are
22 here.

23 MR. BURKE: We're all back here.

24 MR. STOTTLEMYRE: I didn't know if you had any
25 presentation you wanted to make at all at this time.

1 You don't have to. I don't think the expectations were
2 that you would. If you have something you'd like to
3 say, you may.

4 MR. BURKE: We'll be happy to, if there's any
5 questions or concerns.

6 MR. STOTTLEMYRE: Okay.

7 CHAIRMAN HATCHES: Let us know, at least, who
8 you are.

9 MR. BURKE: Commissioners, it's Tom Burke,
10 Senior Vice President for Penn National. Tony Carlucci,
11 General Manager, Frank Donaghue, Compliance Officer, Gaye
12 Gullo, Corporate Marketing. I'm Marc Ellinger with Blitz,
13 Bardgett & Deutsch, local counsel.

14 CHAIRMAN HATCHES: Thank you. Thanks for
15 being here.

16 COMMISSIONER BRADLEY: She's going to need to
17 get --

18 CHAIRMAN HATCHES: Yeah, those names.

19 MR. ELLINGER: The law firm. Blitz, Bardgett &
20 Deutsch.

21 [Audience laughter].

22 COMMISSIONER MERRITT: Common spelling.

23 CHAIRMAN HATCHES: Okay. Lieutenant.

24 MR. SCISM: Good morning, Mr. Chairman, and
25 Commissioners.

1 CHAIRMAN HATCHES: Good morning.

2 COMMISSIONER BRADLEY: Good morning.

3 MR. SCISM: On May 7th, 2012, Caesars
4 Entertainment Corporation announced it had signed a
5 definitive agreement to sell Harrah's Maryland Heights,
6 LLC, currently doing business as Harrah's St. Louis Casino
7 to Penn National Gaming, Incorporated, for \$610 million.

8 St. Louis Gaming Ventures, LLC submitted an
9 original application to the Missouri Gaming Commission for
10 Class B licensure on June 6th, 2012.

11 Hollywood's parent company, Penn National
12 Gaming, Incorporated, pursuant to its purchase agreement
13 of Harrah's Maryland Heights, LLC, submitted an original
14 application for the Commission for Class A licensure on
15 June 22nd, 2012.

16 Penn holds 100 percent ownership of St. Louis
17 Gaming Ventures, LLC, a Delaware limited liability
18 company, formed on July 11th, 2012.

19 Hollywood Casino St. Louis, a Missouri
20 corporation, is 100 percent owned by a subsidiary of St.
21 Louis Gaming Ventures, LLC.

22 Penn initially submitted an application to the
23 Missouri Gaming Commission for licensure in the State of
24 Missouri on December 24, or rather, 21st, 2004 for the
25 purpose of purchasing Argosy Gaming Company.

1 On July 29th, 2005 Penn was licensed by the
2 Commission as a key business entity, and the company
3 completed the acquisition of Argosy Gaming Company on
4 October 3rd, 2005.

5 There will be a test on all the dates later.

6 Commission has found both Penn and Argosy
7 suitable for licensure during each of the subsequent
8 relicensing periods. The most recent of which occurred on
9 February 22nd, 2012, in accordance with Commission
10 resolution 12-016.

11 Missouri State Highway Patrol investigators
12 working in conjunction with the Missouri Gaming Commission
13 chief financial analyst conducted an investigation into
14 the suitability of Penn and Hollywood to operate as Class
15 A and B licensees respectively.

16 Our investigation included, but was not limited
17 to criminal, financial and general character inquiries of
18 associated key and Level I personnel.

19 In addition, the City of Maryland Heights, as
20 well as state and federal agencies, which will have
21 regulatory authority over both Penn and Hollywood, were
22 contacted, and no issues, concerns, or negative
23 information was discovered.

24 The findings of this investigation were provided
25 to the Gaming Commission staff for their review, and you

1 possess a detailed summary report before you.

2 I'd be happy to entertain any questions you have
3 at this time.

4 CHAIRMAN HATCHES: Any questions from the
5 Commission?

6 MR. STOTTLEMYRE: Do you have any questions of
7 the company themselves?

8 CHAIRMAN HATCHES: Any questions for Penn?
9 Any questions from the Commission?

10 [No response].

11 CHAIRMAN HATCHES: Okay.

12 MR. STOTTLEMYRE: Okay. Thanks, Lieutenant.

13 At this time, before making a staff
14 recommendation, I would like for Ed Grewach to make a
15 presentation concerning the resolution number 12-101.

16 MR. GREWACH: You'll see on page two of this
17 resolution identical language to the Isle of Capri Cape
18 Girardeau, similar situation, although you're finding them
19 suitable at this point in time, the actual license won't
20 become effective until its physically delivered by the
21 executive director to them.

22 In many ways this purchase is just like a
23 remodeling a home is more difficult than building a home
24 from scratch, because you have to -- we have to go through
25 and monitor all the change-over from the slot, the

1 accounting systems, and the financial accounting systems,
2 and the branding, and the signs, and everything, and make
3 sure it is all properly switched over, and we will then,
4 at the time that we're satisfied they've complied with all
5 the regulatory requirements, deliver the license to them,
6 and then the change will take place as of that specific
7 date.

8 I have to really commend our staff, you know,
9 because we have two of these major events occurring at
10 approximately the same time frame, and I think our staff's
11 done a tremendous job in putting in the time and effort
12 needed to keep these two projects, and do everything we
13 could on our end to accommodate these, these applicants
14 for their requested closing dates.

15 CHAIRMAN HATCHES: Any questions for Counsel?

16 [No response].

17 CHAIRMAN HATCHES: Thank you.

18 MR. STOTTLEMYRE: Mr. Chairman, staff
19 recommendation is recommending approval of resolution
20 number 12-101.

21 CHAIRMAN HATCHES: The Chair will entertain a
22 motion.

23 COMMISSIONER MERRITT: I make a motion to
24 approve resolution 12-101.

25 COMMISSIONER JONES: Second.

1 CHAIRMAN HATCHES: Move to second. Any
2 further discussion?

3 [No response].

4 Angie, call the roll, please.

5 Commission Merritt.

6 COMMISSIONER MERRITT: Approve.

7 MS. FRANKS: Commission Jones.

8 COMMISSIONER JONES: Approve.

9 MS. FRANKS: Commission Bradley.

10 COMMISSIONER BRADLEY: Approve.

11 MS. FRANKS: Chairman Hatches.

12 CHAIRMAN HATCHES: Approve.

13 MS. FRANKS: By your vote, you have adopted
14 resolution number 12-101.

15 CHAIRMAN HATCHES: Thank you.

16 Mr. Stottlemyre, I would also like to commend the staff
17 for working through these various difficulties,
18 operations at the same time.

19 You know, I've always had, since we knew these
20 things were going to go on, always had a little bit of
21 concern about how taxing it was going to be on the team to
22 get these done.

23 And given the fact that one of them was, you
24 know, none of it is in Jeff City, so I want to say to you
25 how much we really appreciate all your work here.

1 I know it's not done, but we're almost there, so
2 I just want to be on record saying thanks so much for the
3 team for working so hard.

4 Not unlike what you do everyday, but this has
5 caused you to stretch a little bit more.

6 MR. STOTTLEMYRE: Mr. Tom Burke, I believe.

7 MR. BURKE: Chairman and Commissioners, Tom
8 Burke. At the risk of being repetitive, I wanted to,
9 first of all, thank you for all of the guidance and
10 getting us to this point and approving the resolution
11 today.

12 But the repetitive piece is that I have to come
13 up and first of all say thank you, and second of all,
14 re-emphasize from another perspective the cooperation
15 we've gotten from staff.

16 We certainly wouldn't be, at this point, in such
17 a short time frame. And if you recall, I have a lot of
18 years of service in Missouri to the gaming industry, and
19 four and a half months ago I was leary about it happening.
20 So I share your thoughts with that, and without a doubt,
21 the turnaround has been astounding, the approval process
22 been astounding.

23 I don't think anything's ever been compromised.
24 We have been pushed and challenged, and we're here today,
25 and hopefully it starts -- well, it will start, as I keep

1 telling the team on the ground, it will start Sunday night
2 one way or the other.

3 So I can't thank you enough, I can't thank staff
4 enough, whether it's the investigative internal controls,
5 the slot and table section, all of them have just been
6 exceptional in dealing with us over the last couple
7 months.

8 CHAIRMAN HATCHES: Thank you.

9 MR. BURKE: Thank you very much.

10 CHAIRMAN HATCHES: And Roger, that includes
11 you, too. Thanks. I had to think about it.

12 [Audience laughter].

13 MR. BURKE: That goes without saying.

14 CHAIRMAN HATCHES: Thank you for your
15 leadership. Thank you so much for that.

16 MR. STOTTLEMYRE: Thank you.

17 CHAIRMAN HATCHES: I'm sure that the team will
18 say the same thing; right?

19 MR. STOTTLEMYRE: That was a unanimous vote, I
20 want you to know.

21 CHAIRMAN HATCHES: Next item.

22 MR. STOTTLEMYRE: Okay. The next item on the
23 agenda is the consideration of relicensure of certain
24 suppliers, and Lieutenant Scism will, once again,
25 present.

1 MR. SCISM: Missouri State Highway Patrol
2 investigators conducted the relaunch of its investigation
3 of one supplier company currently licensed in Missouri.

4 The investigation consisted of jurisdictional
5 inquiries, feedback from affected gaming company clients,
6 a review of disciplinary actions, litigation, and business
7 credit profiles, as well as a review of the key persons
8 associated with the company.

9 The results of the investigation were provided
10 to the MPC staff for their review, and you possess a
11 summary report which outlines our investigative findings.
12 The following suppliers being presented for your
13 consideration, which we have just one this morning, it's
14 Bally Technologies, Incorporated, Las Vegas, Nevada.

15 MR. STOTTLEMYRE: And staff recommends
16 approval of resolution number 12-102.

17 CHAIRMAN HATCHES: Okay. Chair will entertain
18 a motion.

19 COMMISSIONER JONES: Move for the acceptance
20 of resolution number 12-102.

21 COMMISSIONER BRADLEY: Second.

22 CHAIRMAN HATCHES: Moved and seconded. Any
23 further discussion?

24 [No response].

25 CHAIRMAN HATCHES: Angie, call the roll,

1 please.

2 MS. FRANKS: Commissioner Merritt.

3 COMMISSIONER MERRITT: Approve.

4 MS. FRANKS: Commissioner Jones.

5 COMMISSIONER JONES: Approve.

6 MS. FRANKS: Commissioner Bradley.

7 COMMISSIONER BRADLEY: Approve.

8 MS. FRANKS: Chairman Hatches.

9 CHAIRMAN HATCHES: Approve.

10 MS. FRANKS: By your vote, you've adopted
11 resolution number 12-102.

12 CHAIRMAN HATCHES: Thank you.

13 MR. STOTTLEMYRE: He's still going to be
14 presenting.

15 The next item is the consideration of licensure
16 of Level I and key applicant. Lieutenant Scism will
17 present again.

18 MR. SCISM: Missouri State Highway Patrol
19 investigators, along with Gaming Commission financial
20 investigators conducted a comprehensive background
21 investigation on one key applicant.

22 The investigation included, but was not limited
23 to criminal, financial and general character inquiries,
24 which were made in the jurisdictions where the applicant
25 lived, worked and frequented.

1 The following individuals being presented for
2 your consideration, we only have one this morning: Donald
3 D. Burkhalter, Senior Vice President, Lady Luck
4 Operations, and Senior Vice President of Marketing for
5 Isle of Capri Casinos, Incorporated.

6 The results of the investigation were provided
7 to the Gaming Commission staff for their review, and you
8 also possess a summary report for that.

9 MR. STOTTEMYRE: Staff recommends approval of
10 resolution number 12-103.

11 CHAIRMAN HATCHES: The Chair will entertain a
12 motion.

13 COMMISSIONER MERRITT: I make a motion to
14 approval resolution 12-103.

15 COMMISSIONER JONES: Second.

16 CHAIRMAN HATCHES: Move and seconded. Any
17 further discussion.

18 [No response].

19 CHAIRMAN HATCHES: Angie.

20 MS. FRANKS: Commissioner Merritt.

21 COMMISSIONER MERRITT: Approve.

22 MS. FRANKS: Commissioner Jones.

23 COMMISSIONER JONES: Approve.

24 MS. FRANKS: Commissioner Bradley.

25 COMMISSIONER BRADLEY: Approve.

1 MS. FRANKS: Chairman Hatches.

2 CHAIRMAN HATCHES: Approve.

3 MS. FRANKS: By your vote, you have adopted
4 resolution number 12-103.

5 MR. STOTTLEMYRE: Mr. Chairman, the next item
6 is the consideration of rules and regulations. Mr. Ed
7 Grewach will present.

8 MR. GREWACH: These two proposed amendments to
9 9.106 and 9.120 are changes to our minimum internal
10 control standards in Chapter F of poker rooms and chapter
11 T, tips.

12 Staff has considered throughout this process
13 these two together, because one significant factor in a
14 poker dealer, is poker dealers are permitted to keep their
15 own tips.

16 All other dealers have to pool their tips among
17 the other dealers during their shift, and so therefore,
18 you know, additional safeguards were needed to put in
19 place, you know, for the poker dealers to make sure that
20 integrity stayed intact for those.

21 Now these rules had recently undergone a
22 significant, substantial rewrite, which is basically an
23 entire rewrite of those two chapters, and that -- those
24 changes had become effective on August 30th, 2012.

25 After they were implemented, then we continued

1 to monitor those changes to just see if, how well they
2 actually worked as a practical matter once they were
3 implemented.

4 We have, throughout the entire course of this,
5 as we always do, obtain input from the industry on the
6 proposed rules, we obtained input from the industry on the
7 actual implication of the August 30th, 2012 changes, and
8 we looked at our own experience with those to see what we
9 felt did and didn't work, and what had to be changed or
10 fine tuned.

11 So these amendments, proposed amendments are
12 basically just a fine tuning of those major changes that
13 were made on August 30th, 2012, to those two internal
14 control standard chapters, F, and T.

15 And I would be happy to answer any questions
16 that you have about them.

17 CHAIRMAN HATCHES: Any questions for counsel?

18 [No response].

19 CHAIRMAN HATCHES: No. Thank you, sir.

20 MR. STOTTLEMYRE: Mr. Chairman, staff
21 recommends approval of 11 CSR 45-9.106 and 9.120.

22 CHAIRMAN HATCHES: Chairman will entertain a
23 motion.

24 COMMISSIONER BRADLEY: Motion to approve 11
25 CSR 45-9.106. Can we do both of them at the same time?

1 And 11 CSR 45-9.120.

2 MR. STOTTLEMYRE: One two zero.

3 COMMISSIONER BRADLEY: I don't have it in
4 front of me.

5 COMMISSIONER MERRITT: Second.

6 CHAIRMAN HATCHES: Moved and seconded. Is
7 there any discussion?

8 [No response].

9 CHAIRMAN HATCHES: Angie, call the roll,
10 please.

11 MS. FRANKS: Commissioner Merritt.

12 COMMISSIONER MERRITT: Approve.

13 MS. FRANKS: Commission Jones.

14 COMMISSIONER JONES: Approve.

15 MS. FRANKS: Commission Bradley.

16 COMMISSIONER BRADLEY: Approve.

17 MS. FRANKS: Chairman Hatches.

18 CHAIRMAN HATCHES: Approve.

19 MS. FRANKS: By your vote, you have adopted
20 the proposed amendments, 11 CSR 45-9.106 and 9.120.

21 MR. STOTTLEMYRE: Mr. Chairman, the next item
22 is consideration of licensure. Miss Martha LeMond to
23 present.

24 MS. LEMOND: Good morning, Mr. Chairman,
25 Commissioners.

1 CHAIRMAN HATCHES: Good morning.

2 COMMISSIONER MERRITT: Good morning.

3 COMMISSIONER JONES: Good morning.

4 MS. LEMOND: Again. Behind tab H is a
5 resolution for the licensure of Co-Invest Hamlet Holdings
6 Series, LLC, a New York corporation, as a key person
7 business entity pursuant to section 313.800 of Missouri
8 Revised Statutes, and 11 CSR, chapter 45.

9 This license allows Co-Invest Hamlet Holdings,
10 Series, LLC to hold an interest in Ceasars Entertainment
11 Corporation that is larger than interest which would
12 normally be allowed through the institutional investor
13 exemption, and therefore, they're seeking the licensure.

14 The interest is a part of multiple interests
15 remaining from the private equity purchase of Ceasars
16 Entertainment by Apollo, Inc., and TPG, Inc. in 2008, and
17 retained within Co-Invest Hamlet Holdings.

18 After investigating the holding of the interest,
19 staff recommends the licensure of Co-Invest Hamlet
20 Holdings, Series, LLC.

21 Be happy to answer any questions.

22 CHAIRMAN HATCHES: Any questions?

23 [No response].

24 MS. LEMOND: Okay. Good.

25 CHAIRMAN HATCHES: Thank you.

1 MR. STOTTLEMYRE: Staff recommends approval of
2 resolution number 12-104.

3 CHAIRMAN HATCHES: Chair entertain a motion.

4 COMMISSIONER JONES: Move for the acceptance
5 of resolution number 12-104.

6 COMMISSIONER BRADLEY: Second.

7 CHAIRMAN HATCHES: Move and seconded. Any
8 further discussion?

9 [No response].

10 CHAIRMAN HATCHES: Angie, call the roll,
11 please.

12 MS. FRANKS: Commissioner Merritt.

13 COMMISSIONER MERRITT: Approval.

14 MS. FRANKS: Commissioner Jones.

15 COMMISSIONER JONES: Approve.

16 MS. FRANKS: Commissioner Bradley?

17 COMMISSIONER BRADLEY: Approve.

18 MS. FRANKS: Chairman Hatches?

19 CHAIRMAN HATCHES: Approve.

20 MS. FRANKS: By your vote, you have adopted
21 resolution number 12-104.

22 MR. STOTTLEMYRE: Mr. Chairman, we took care
23 of the closed meeting, everything in the agenda that we
24 had first thing this morning at 7:00 at the boat, so we
25 don't need to go into that, unless you have something

1 that would cause us to.

2 CHAIRMAN HATCHES: No, sir.

3 MR. STOTTLEMYRE: Okay. You're ready to
4 adjourn?

5 COMMISSIONER MERRITT: Make a motion for
6 adjournment.

7 COMMISSIONER JONES: I will second.

8 CHAIRMAN HATCHES: I'll second.

9 Moved and seconded. Angie.

10 MS. FRANKS: Commissioner Merritt.

11 COMMISSIONER MERRITT: I agree with that.

12 MS. FRANKS: Commissioner Jones.

13 COMMISSIONER JONES: Concur.

14 MS. FRANKS: Commissioner Bradley.

15 COMMISSIONER BRADLEY: Approve.

16 MS. FRANKS: Chairman Hatches?

17 CHAIRMAN HATCHES: Yes, ma'am.

18 We are done. Thanks so much, all of you, for
19 coming.

20 [Meeting adjourned].

21 o-0-o

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CERTIFICATE

1
2 I, JANE M. RICH, a Certified Court Reporter,
3 within and for the State of Missouri, license #411,
4 do hereby certify that pursuant to notice I was present
5 and attended the above Meeting of the Board of Gaming
6 Commissioners located at City Hall, 401 Independence, Cape
7 Girardeau, Missouri; said meeting has been reduced to
8 writing by me, and that this meeting transcript is a true
9 and accurate record of the statements given by the various
10 Board Members and the presenters before the Board of
11 Gaming Commissioners, and the staff of the Board of
12 Commissioners.

13 I further certify that I am not of counsel,
14 nor attorney for either of the parties to said suit, nor
15 related, nor interested in any of the parties or their
16 attorneys.

17 IN WITNESS WHEREOF, I have hereunto set my
18 hand this 6th day of November, 2012.

19 _____.
20 Jane M. Rich, CCR No. 411.
21
22
23
24
25

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