

HOLLYWOOD Casino

— PERRYVILLE, MD —

1201 Chesapeake Overlook Pkwy ★ Perryville, MD

April 12, 2017

Gordon Medenica
Director, Maryland Lottery and Gaming Control Agency
1800 Washington Blvd., Suite 330
Baltimore, MD 21230

Charles LaBoy
Managing Director for Gaming, Maryland Lottery and Gaming Control Agency
1800 Washington Blvd., Suite 330
Baltimore, MD 21230

Re: Dealer-assisted Electronic Table Games/Temporary Slot Reduction

Gordon and Charles,

I am writing to officially request the addition of 14 seats for a dealer-assisted electronic table games product. The product is IGT's Dynasty, featuring roulette and (once approved in Maryland) blackjack for our customers. To make room for this product and create some additional areas of opportunity for the property we are also requesting a temporary reduction of 28 slot machines, which would bring our official count to 822.

18 of those machines are actually older model electronic table games that are nearing obsolescence. The age of those machines is one of the main reasons we are pursuing newer ETG technology, and once the Dynasty product is on our floor it makes sense to retire those older model games.

At the same time as these moves we are expanding our current "Extras" quick-serve restaurant to be a better experience as the "Greene Turtle Express," which requires moving our existing Promotions space next to the restaurant. We are hoping to decrease 10 additional machines (for the total of 28) to move the "Promo Zone" into a more prominent location on our casino floor, along with consolidating the promotions area with our slot tournament machines. The combination of these moves, along with planned new kiosk technology this year, should provide a better customer experience during promotions and will allow us to expand the restaurant as planned. Our analysis of the different moves predicts an extremely conservative estimate of over \$500,000 in additional annual gaming revenue for the property.

Along with this letter, we are providing a revised slot layout that indicates the overall change to the casino floor. We plan to place the Dynasty next to our existing table games pit, across the pathway and in front of the Greene Turtle. This work would begin in late May/early June, with a full completion anticipated in July. Ideally we will wait until the blackjack component of the Dynasty product is approved but will install the roulette function alone to being if it appears there would be any delay in that approval. We would plan on meeting the new slot machine count by June 30th.

Thank you in advance for your help. This is an exciting time for Hollywood Perryville and I am more than happy to address any concerns or questions you may have.

Sincerely,



Matthew Heiskell

410.378.8500 ★ hollywoodcasinoperryville.com

Please play responsibly. For help visit mdgambinghelp.org or call 1-800-522-4700. Must be 21. Must present valid ID.