



Chairmen Bradley and Verrengia, Ranking Members Hwang and Sredzinski, and members of the Public Safety and Security Committee.

My name is Raymond P. Pineault, I am the Regional President/Corporate Operations, Mohegan Gaming & Entertainment (MGE), I am responsible for overseeing the operations of Mohegan Sun Connecticut, Mohegan Sun Pocono and Paragon Casino Resort in Marksville, Louisiana. In my fifteen years at Mohegan Sun Connecticut I have served as; Senior Vice President of Casino Operations, Executive Vice President and CEO and President and General Manager of Mohegan Sun Connecticut, in December I was promoted to my current corporate position with MGE. I am also a proud member of the Mohegan Tribe and a graduate of the University of Connecticut. Connecticut is my home and the home of our Tribe.

I am here today on behalf of Mohegan Tribal Chairman James Gessner, who unfortunately is attending to business at one of our properties and was unable to attend this hearing.

We appreciate the opportunity to appear before you today to update you and answer any questions you may have about our operations both here at home in Connecticut and around the world. Joining me at today's hearing are; Chuck Bunnell, Chief of Staff of the Mohegan Tribe, Anthony Casdia, Senior Vice President Strategy/Corporate Operations, Mohegan Gaming & Entertainment, Aviram Alroy, Vice President of Interactive Gaming/Internet Gaming, Mohegan Gaming & Entertainment, David A. Rome, Vice President, General Counsel of Business Development & Compliance, Mohegan Gaming & Entertainment.

Before getting into details about our gaming and entertainment operations I would like to express our appreciation to Senator Cathy Osten and the entire southeast delegation, the bi-partisan work this group does to support tourism and economic development in our region is tremendous.

As some of you know, MGE has grown into an international player in the gaming and entertainment market and we are on the way to becoming the world's leading integrated entertainment resort (IER) developer. We currently operate or manage five casino entertainment facilities in the US, that will grow to six when we become the first Native American Tribe to operate a casino on the Las Vegas Strip with our partners Virgin Hotels Las Vegas in the fall of 2020. Our international operations started when we won the bid for our Inspire Casino in Seoul, South Korea, followed by two casinos in Niagara Falls, Ontario, Canada and our most recent success was winning the competition to build the \$1.1 billion Inspire

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integrated resort project on the grounds of the shuttered Hellenikon International Airport in Athens, Greece.

The last few years have seen amazing success for Mohegan Gaming and Entertainment, we now employ more than 20,000 people worldwide. Despite all the global excitement and success Connecticut remains our home. Our Tribe, our members, and our families are invested in Connecticut. Our commitment to our friends, our communities, our state, and our partners will not waver unlike other corporate gaming entertainment companies.

Mohegan Sun Connecticut is our flagship entertainment facility and we are proud to once again take home a 1st place ranking for “**Best Casino Hotel**” in the 2019 [USA Today’s 10Best.com Readers’ Choice Awards](#). Mohegan Sun has now been named “Best Casino Hotel” in the 10Best Readers’ Choice Awards in back-to-back years. At Mohegan Sun, we strive for excellence when it comes to guest satisfaction, hotel cleanliness, providing top-notch amenities, and staying ahead of the curve throughout all of our incredible offerings from gaming and entertainment to dining and nightlife, and so much more.

In addition, our 10,000-seat arena, home to both the WNBA’s Connecticut Sun and the National Lacrosse League’s New England Black Wolves, as well as more than 100 concerts annually, was recently recognized with the “[Arena of the Year](#)” award at the 2019 Academy of Country Music Awards. All of these acknowledgements are truly a testament to the hard work and dedication of our amazing team right here in southeastern Connecticut.

As you are aware, there has been a lot of talk about the decline and saturation of the gaming markets and that may be true for companies that are just focused on gaming, but as you may have noticed we have entertainment in our name. Some of you may have seen the recent article in New London Day with the headline “**Mohegan Gaming reaping benefits of diversification**”. It reported net revenues of \$399.1 million in the quarter, a 24.9% increase over the same period the previous year.

None of this success can happen without great partners and strong relationships. Our partnership with the State of Connecticut has benefitted both the state and our Tribe.

The exclusivity agreements between the Mohegan and Mashantucket Pequot Tribes and the State of Connecticut has the highest percentage of revenue sharing of the 193 Tribal Compacts in the country. This is a significant contribution that has totaled more than \$8 billion over the past two decades, and it is one that the Mohegans and Mashantucket Pequots continue to make per our agreements and we do so proudly.

For a quick review, the Mohegan MOU specifically states:

“The Tribe agrees that, so long as no change in State law is enacted to permit the operating of video facsimiles or other commercial casino games by any other person, the Tribe will



contribute to the State a sum (the "Contribution") equal to twenty five percent (25%) of gross operating revenues of video facsimile games operated by the Tribe less those reductions set forth in paragraphs (2) and (3) hereof."

Per these agreements, the Mohegan and Mashantucket Pequot Tribes hold the sole right to operate casino gaming facilities in Connecticut, and Mohegan Sun and Foxwoods in exchange contribute 25% of their slot revenue to the State of Connecticut. These millions of dollars then go to cities and towns through the Mashantucket Pequot and Mohegan Fund and other critical programs that improve education, public health, infrastructure and other areas of our state, that you choose to fund.

These long-standing agreements, that have been held sacred during good times and bad by multiple legislatures, multiple Governors, multiple state Attorneys General, and multiple Tribal Leaders, form the foundation of our partnership.

I hope this has provided you a helpful update. In addition, we are sharing with you our recent "Looking Back As We Move Ahead" document that will provide you with more information. We stand ready to work with you to help Connecticut regain its place as the leader in the gaming and entertainment world.

Thank you for allowing us the time to appear in front of you today and our team will be happy to answer any questions you may have.

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