



Mohegan Gaming & Entertainment



**PUBLIC SAFETY & SECURITY COMMITTEE
PUBLIC HEARING
TUESDAY, MARCH 3, 2020**

**Testimony of Raymond P. Pineault,
Regional President for Mohegan Gaming & Entertainment**

In Support of

SB 21 AN ACT AUTHORIZING SPORTS WAGERING, INTERNET GAMING, A CASINO GAMING FACILITY IN BRIDGEPORT, ENTERTAINMENT ZONE FACILITIES, INTERNET LOTTERY AND INTERNET KENO.

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 for Mohegan Gaming & Entertainment (MGE). In this position 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 COO, and President and General Manager of Mohegan Sun Connecticut, this past 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.

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, and David A. Rome, Vice President, General Counsel of Business Development & Compliance, Mohegan Gaming & Entertainment.

We appreciate the opportunity to appear before you today to offer our strong support for SB 21, this comprehensive gaming legislation is intended to once again make Connecticut a leader in gaming entertainment. This comprehensive legislation will allow Connecticut's



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two world class casinos to compete with our neighbors who have access to all these entertainment options. I want to thank Senator Osten and legislators from southeastern Connecticut who have reached out and worked with others around the state to protect and grow Connecticut jobs.

We are proud of the work we do at MGE both here in Connecticut and around the world, 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, which will grow to six when we become the first Native American Tribe to operate a casino in the Las Vegas Strip corridor with our partners, Virgin Hotels Las Vegas in the fall of 2020. Just last week we were visited by a team of regulators from Nevada who are in the process of an extensive background check process for our new license in Nevada. That license will allow our Tribe to be the first Native American Tribe to operate a casino on the Las Vegas strip corridor. This background check is just not filling out paperwork, it is an extensive background check of the organization, our Board and key team members.

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 being the final candidate in the competition to build an Inspire 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, where we now employ roughly 20,000 team members worldwide. Despite all the global excitement and success Connecticut remains our home. Our Tribe, our tribal members, and our families are invested in Connecticut. Our commitment to our friends, our communities, our state, and our partners will not waiver 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, resort property cleanliness, providing top-notch amenities, and staying ahead of the curve throughout all of our



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incredible offerings from gaming and entertainment to dining and nightlife, and so much more.

Three weeks ago, we were honored to learn that Mohegan Sun was recognized by Fortune Magazine for their "100 Best Workplaces for Diversity," ranking sixth on the list with 48% female team members, 13% with a disability, and 49% identified as minorities. These are examples of our commitment to being a strong partner for the state of Connecticut and its communities.

As you are aware, there has been a lot of talk about the decline and saturation of the Northeast gaming market 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**". The New London Day accurately reported MGE's net revenues of \$399.1 million in the quarter, a 24.9% increase over the same period in 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.

It must be noted that the exclusivity agreements between the Mohegan and Mashantucket Pequot Tribes and the State of Connecticut provide for 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 Mohegan and Mashantucket Pequot Tribes continue to make per our agreements, and we do so proudly.

Per these agreements, the Mohegan and Mashantucket Pequot Tribes hold the sole right to conduct casino gaming 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.

Again we urge you to support SB 21 and allow Connecticut's partners and two world class casinos to do what we do best and compete in the gaming entertainment market.