

Pope County Casino Resort Development

*Presentation by
Gulfside Casino Partnership*

Phase 1 Elements

Phase 1 (\$148 million):

- ✓ 300-room hotel, including 40 suites
- ✓ 60,000 sq. ft. gaming space (1,500 slot machines; 50 table games)
- ✓ 300-seat buffet
- ✓ Fine dining steakhouse
- ✓ Show bar and casino Bar
- ✓ Casino lounge/club
- ✓ 24 hour cafe
- ✓ Coffee and pastry shop
- ✓ Retail
- ✓ Pool bar and deck
- ✓ Surface parking lot



Casino facade

TANDEM



Overall Entry

TANDEM



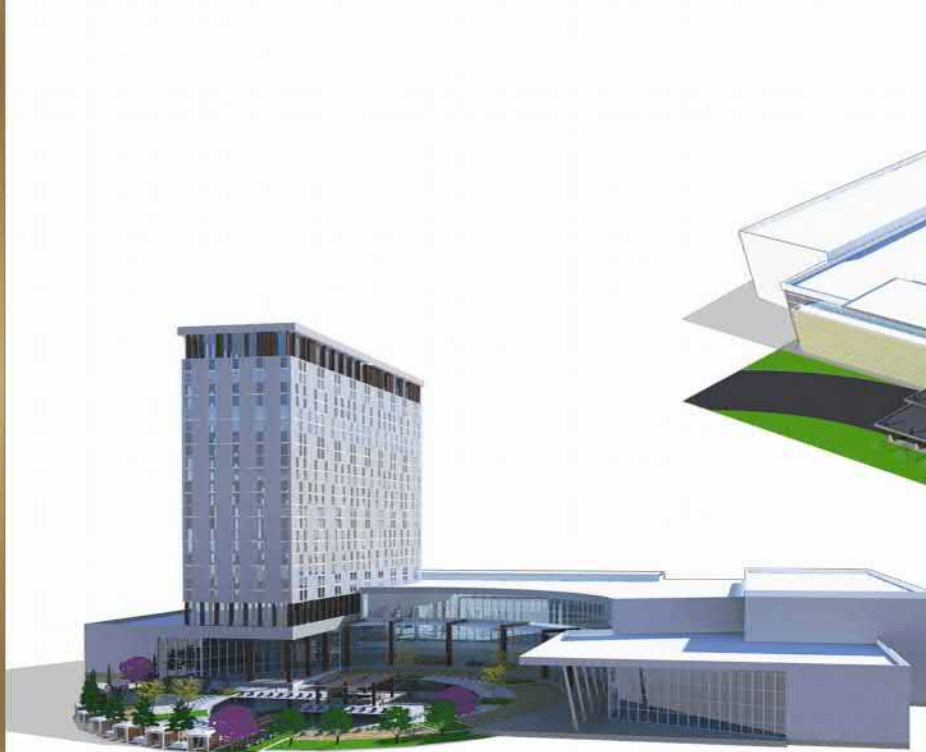
PARK ENTRY



PORTE COCHERE

Casino Entries





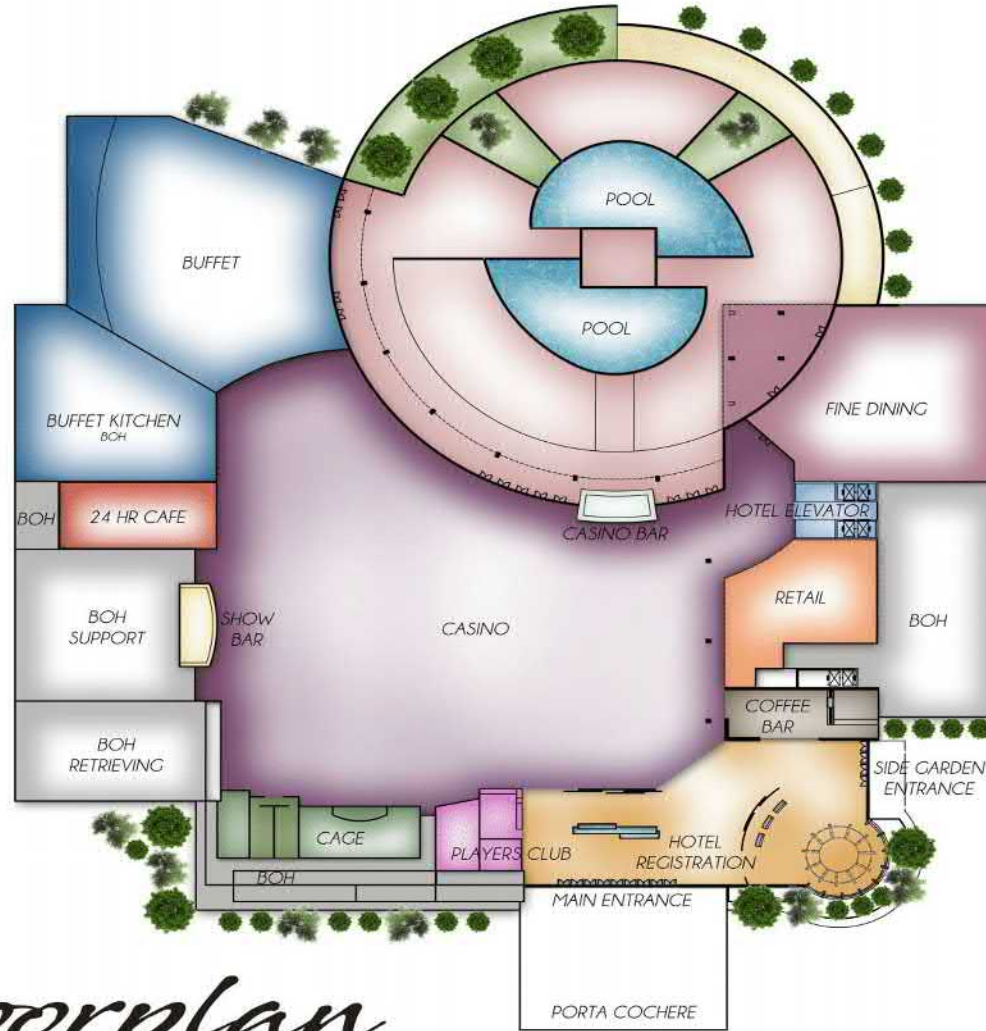
BACK VIEW



FRONT VIEW

Phase 1 Development

TANDEM



Floorplan

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OVERALL MOOD IMAGE



ARCHITECTURAL & NATURAL ELEMENTS



UNPARALLELED VIEWS



BRINGING THE OUTDOORS IN



ARCHITECTURE INSPIRATION

Concept

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FEATURE WALL

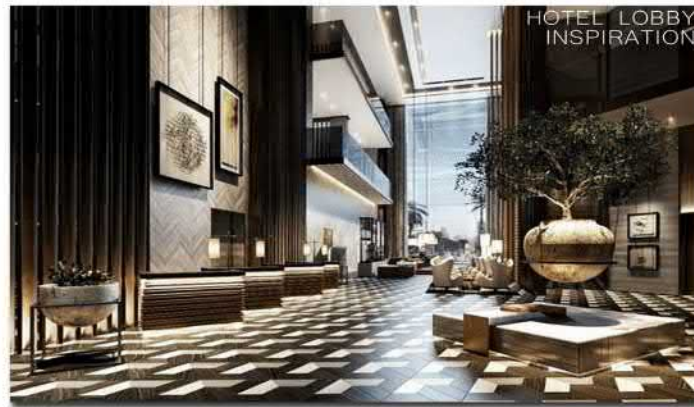
ENTRY FEATURE



HOTEL CORRIDOR



REGISTRATION PODS



HOTEL LOBBY
INSPIRATION



GUESTROOMS

Hotel and Registration

TANDEM



CENTER BAR ARCHITECTURE

MOOD IMAGE



GAMING PIT CHANDELIER

CASINO CEILING INSPIRATION



CENTER BAR INSPIRATION



CASINO COLUMN WRAPS

Casino and Show Bar

TANDEM



ENTRY
FEATURE WALL



NEON ARTWORK



CEILING FEATURE



OVERALL CONCEPT



FURNITURE STYLE



FLOORING

24 hr Cafe

TANDEM



ENTRY FACADE



BUFFET SOFFIT LOOK-OF



SEATING INSPIRATION



OVERALL INSPIRATION



BUFFET LINE LOOK-OF

Buffet

TANDEM



WINE DISPLAY



MIXED MATERIALS



ENTRY FACADE



BAR INSPIRATION



MOOD IMAGE



OVERALL FINISHES

Fine Dining

TANDEM



HOTEL POOLINSPIRATION



NATURAL FINISHES



SPA LOBBY
CEILING



TREATMENT ROOMS



SPA CORRIDOR



SPA POOL

Pool and Spa

TANDEM



Pool View

TANDEM



Pool View

TANDEM



Pool View

TANDEM



Pool View

TANDEM



Pool Bar

TANDEM

Phase 2 Elements

Phase 2 (\$52 million):

- ✓ 150 additional hotel rooms (total 450 rooms)
- ✓ 15,000 sq. ft. gaming space (total 1,800 slots; 75 table games)
- ✓ 6,500 square foot spa and fitness center
- ✓ 3,500 square foot meeting space
- ✓ Retail area
- ✓ Parking garage
- ✓ Seafood restaurant
- ✓ Sports bar

Phase 3 Elements

Phase 3 (\$54 million):

- ✓ 150 additional hotel rooms (total 600 rooms)
- ✓ 15,000 sq. ft. gaming space (total 2,100 slots; 100 table games)
- ✓ Meeting space/convention space
- ✓ Performance center/show room
- ✓ Expand shopping



FRONT VIEW



BACK VIEW



future

TANDEM

Investment

	Phase 1	Phase 2	Phase 3
Input Variables			
Total Gaming Revenue (000)	120,231	160,144	200,057
Table Games (# of)	50	75	100
Slots (# of)	1,500	1,800	2,100
Hotel Rooms Available	300	450	600
Gaming Square Footage	60,000	75,000	90,000
Project Phase Cost	147,900,000	51,750,000	53,820,000
Total Project Cost	147,900,000	199,650,000	253,470,000
Average Life of Assets	18	18	18
Interest Rate	5.00%	5.00%	5.00%
Gaming Positions	1800	2250	2700
Hotel Rooms Occupancy Rate	95.00%	95.00%	95.00%
Depreciation Expense	8,216,667	11,091,667	14,081,667
Interest Expense	7,395,000	9,982,500	12,673,500

Job Creation

Employees:	Phase 1	Phase 2	Phase 3
Resort Table Games	209	245	306
Resort Slots	42	36	45
Gaming	251	281	351
Hotel – Resort Tower	98	147	196
Buffet	82	109	136
Premium Restaurant	39	52	65
Standard Grille	41	55	69
Coffee Shop	14	19	24
Resort Room Service	2	4	5
Resort Pool	2	3	4
Stewards	71	94	118
Beverage	39	51	64
Other F&B	2	3	4
Marketing	15	20	25
Player's Club & Development	28	37	46
Resort Cage	25	34	42
Security	78	104	130
Surveillance	15	20	26
Facilities	27	36	46
Gift Shop	11	14	18
Administration & Other	195	260	326
Number of Positions	1,035	1,343	1,695

Payroll & Benefits

Payroll:	Phase 1	Phase 2	Phase 3
Resort Table Games	3,606,930	4,804,320	6,001,710
Resort Slots	766,473	1,020,918	1,275,363
Gaming	4,373,403	5,825,238	7,277,073
Hotel – Resort Tower	1,906,710	2,860,260	3,813,420
Buffet	1,708,000	2,275,000	2,842,000
Premium Restaurant	882,560	1,175,680	1,468,800
Standard Grille	861,280	1,147,440	1,433,320
Coffee Shop	350,800	467,200	583,600
Resort Room Service	14,070	21,000	27,930
Resort Pool	12,624	16,815	21,006
Stewards	1,656,416	2,207,104	2,757,721
Beverage	556,950	741,825	926,700
Other F&B	177,473	236,475	295,470
Marketing	763,453	1,021,064	1,278,664
Player's Club & Development	1,145,179	1,531,595	1,917,997
Resort Cage	763,453	1,021,064	1,278,664
Security	1,908,632	2,552,659	3,196,661
Surveillance	534,417	714,745	895,065
Facilities	1,068,834	1,429,489	1,790,130
Gift Shop	263,005	350,315	437,625
Administration & Other	5,495,717	7,350,128	9,204,467
Salaries & Wages	24,442,977	32,945,096	41,446,314
Payroll Taxes and Benefits	11,243,769	15,154,744	19,065,305
Estimated Total Payroll	35,686,746	48,099,840	60,511,619

Tax Revenue

Tax Payment Detail	Phase 1	Phase 2	Phase 3
55.00% – General Revenue	\$8,269,057	\$11,673,464	\$15,407,054
17.50% – Commission for Horse/Dog Racing	\$2,631,064	\$3,714,284	\$4,902,244
8.00% – County Tax	\$1,202,772	\$1,697,958	\$2,241,026
19.50% – City Tax	\$2,931,757	\$4,138,774	\$5,462,501
Estimated Taxes Paid	\$15,034,650	\$21,224,480	\$28,012,825

Tourism & Visitation

Phase 1 – Guest Counts	1,414,482
Phase 2 – Guest Counts	1,884,047
Phase 3 – Guest Counts	2,353,612

Our Story

The story and evolution of the Island View Casino Resort is a shining example of our proven track record. Beginning in March of 2006, we acquired the former Grand Casino Gulfport assets – a mere seven months after the Copa Casino was destroyed in Hurricane Katrina (August 29, 2005).





Our Story

Within six months of the purchase, Island View's phase one opened (September 16, 2006), with 1,032 slot machines, 15 table games, 561 hotel rooms and a 350-seat buffet.

One of the keys to success in the gaming industry is reinvestment of capital in order to meet and exceed guest expectations and provide a unique and unparalleled tourism experience.

Phase two was unveiled May of 2007 and featured a 100,000-square foot, ground-up construction expansion, which increased the total gaming space to 80,000 square feet and the total number of slot machines to 1,958 along with 47 table games.





Our Story

Phase two also brought additional restaurant amenities such as C&G Grille and Emeril's Gulf Coast Fish House, as well as entertainment options such as the View Bar with live music and dancing and two lounges located on the gaming floor. Island View also purchased Windance Country Club, a championship golf course designed by Mark McCumber.







Our Story

In 2013, Island View's expansion continued with an upgrade of the 561 rooms, a beautiful Balinese-style tropical pool, as well as adding Carter Green, our signature steakhouse, expanding the Buffet, and upgrading The Coffee Shop to an upscale deli.

Island View expanded its footprint on adjacent property opening the Beach Blvd. Steamer featuring fresh Gulf seafood. And it opened the Coast Candymakers sweet shop featuring Southern delicacies such as pralines and homemade fudge.











Our Story

In April of 2015, Island View completed a \$58 million redevelopment of the Beach Tower hotel on the beach side of its property adding 405 guest rooms, including 56 suites with Gulf views. The renovation made Island View into a beach resort destination to include amenities beyond the expected and unique to the region, including direct beach access. The project encompassed a redesigned hotel, restaurants, pool, spa, workout room and diner, including a tropical, open-concept lobby with direct connection between the pool and beach club area; a beach club area featuring a salt water pool with swim-up bar, lounge area, sundeck, exotic cabanas; and, beachside amenities such as lounge chairs, umbrella service, bike and paddleboard rentals.






ISLAND VIEW
CASINO RESORT

Our Story

The 2015 expansion also brought additional food and beverage outlets, including The Beach Grill restaurant, Fresh (salads, smoothies and wraps), The Gulf Breeze Bar with beachside open-air seating, 28 Palms Gift Shop, Blue Shell Spa and The Fitness Center.

The convention level added dedicated meeting and convention areas offering 9,500 square feet of meeting space with separate breakout options. A pedestrian sky bridge across Hwy 90 provided access from the Beach Tower to new restaurant selections on the north side. The new restaurants included The Diner, Beignet Café and Sweet Stop.

Several hundred new employees were hired for the opening of the Beach Tower, bringing the total number of employees to more than 1,600.



Our Story

Most recently, in June 2018, Island View added a \$75 million casino expansion to its footprint – The Beach Casino – a state of the art smoke-free facility. It features an all glass design providing customers with incredible views of water front and beach. The new Beach Casino connects with the Beach Hotel and has made Island View the largest casino in the state with respect to gaming space (117,500 square feet) and total slot machines (2,683).

We now have over 977,000 square feet total square footage, including two casino floors, two hotel towers with 974 hotel rooms, 14 food outlets, a championship golf course, a spa, beach side facilities. And Island View now has approximately 1,900 employees.








ISLAND VIEW
CASINO RESORT



Commitment & Community

As you can see from our story, we have demonstrated our commitment having time and again reinvested capital to grow our product. The continued reinvestment has brought to the area more visitors, more jobs, more tax revenue and has stimulated the overall local economy.

And this is not just a story board, rather this is our real-life story that has made the Island View Casino Resort a premier casino resort in the South as well as a champion of many local charities and causes in our community.



Commitment & Community

Island View Casino Resort is proud to be part of the local community supporting local charities like Feed My Sheep, the Boys & Girls Club, the local shelter for battered women, the Harrison County Humane Society, as well as the American Heart Association, the American Red Cross, and other charities.

Not only does Island View provide employees with high-quality jobs and exceptional benefits, Island View encourages employees to participate in giving back to our community. Our employees participate in the American Heart Walk, the Walk for Life, and numerous charity fund-raisers. We also support local events like Cruisin' the Coast, the Walter Anderson Art Festival, the City of Gulfport's Harbor Lights Christmas show, and other events that attract thousands of visitors each year.



Commitment & Community

We have local programs with customers and local vendors throughout the community. A few examples:

“Farm to Table” is a program we have done now for five years supporting local farmers and businesses at the Gulfport Farmers’ market by serving weekly two-course meals in C&G’s, one of our most popular restaurants.

“Beach Blvd Market”, located on our property, for the past three years, this weekly market has allowed local vendors a chance to display original art, jewelry, pottery, plants, baked goods and more.

“Merchant Services Discount Program”, we partner with over 313 area local merchants who currently participate in an Island View Casino program offering discounted offers via a player-only website. We are dedicated to letting people know about their businesses.



Our Team

Rick Carter & Terry Green, Co-Founders & Owners

Joel R. Carter, Sr. Principal

Rick Carter and Terry Green purchased the cruise-liner “Atlas” (now known as Copa) in 1988, and opened the Pride of Mississippi. The vessel was subsequently moved and renamed the Pride of Galveston (Texas). After moving the vessel back to Gulfport in 1992, Mr. Carter was instrumental in remodeling and upgrading the casino facilities on board the ship, now renamed Copa Casino. The business was sold in 1993, and continued operating. In 1998, Mr. Carter and his partner, Terry Green, regained ownership of Copa Casino in a negotiated settlement. Since that time, revenues drastically improved because of improved marketing strategies, expenses were reduced because of close owner involvement, and customer service and employee morale improved tremendously because of the management style and principles demanded by Rick Carter. Mr. Carter was born in Andalusia, Alabama, and presently resides in Biloxi, Mississippi with his wife and five children.



Our Team

Rick Carter & Terry Green, Co-Founders & Owners

Terry W. Green Principal

Terry Green earned a BS in Business Management from the University of Southern Mississippi in 1976. Mr. Green has been a construction General Contractor in Houston, Texas since 1980. Mr. Green is presently managing partner of Green-Becker Enterprises, which owns an apartment complex and houses in Houston, Texas. As managing partner of the Pride of Galveston, he operated this casino-cruise operation successfully, amassing several million dollars in the first year, which was used for major remodeling and repairs to the ship. After regaining ownership of Copa Casino in 1998, the bottom line improved significantly over that of previous owners. Terry Green was born in Gulfport, Mississippi, and presently resides in Sugarland, Texas with his wife and two children.



Our Team



Lindsey Inman, President & CEO

Mr. Inman received an MBA from the University of Mississippi in December, 1989. Mr. Inman entered the gaming industry in 1993 at the Lady Luck Casino in Natchez, Mississippi. At Lady Luck Natchez, and later at Lady Luck Coahoma, Mr. Inman held various positions including Gaming Analyst, Compliance Manager, Cage Manager, Controller and Director of Slot Operations. Mr. Inman joined the Isle of Capri, Tunica in 1999 as Assistant Director of Finance and was promoted to Senior Director of Finance in 2000. Mr. Inman joined the Copa Casino team in October, 2002, as Vice President of Finance, he was promoted to General Manager in February, 2003, and to CEO in 2006. Mr. Inman was born in Jackson, Mississippi, and presently resides in Gulfport, Mississippi with his wife and four children.



John Bakley, EVP & CFO

John has been in the gaming industry for 39 years and has worked for Caesars' property in Atlantic City, NJ, Showboat's property in Atlantic City and their corporate office, Isle of Capri properties in Mississippi and their corporate office and has been with our organization since May 2003.



Our Team



Timothy Boccaleri, Vice President of Information Technology

Tim has over 26 years of Information Technology experience in the gaming industry. He joined Island View as its Vice President of Information Technology in 2001.

Steven Hendricks, Vice President of Operations

Steve has been in the gaming industry for 25 years and began his career with the Isle of Capri organization. He held several leadership positions in both Casino Operations and Player Development at several Isle locations and served for extended periods of time as the Director of Casino Operations at both the Isle's Tunica and Lula, Mississippi properties. Steve joined the Island View team as its VP of Operations on August 18, 2003.



Our Team

Meng Chai, Vice President of Development

Meng C. Chai has over 28 years of experience as a professional architect, managing the design and construction of a wide variety of developments in various industries, including gaming, hospitality, retail, medical and other commercial projects. Prior to joining Island View in March 2008, he served as the Vice President of Design and Construction for Torguson Gaming Group, overseeing the design and development of Bacaran Bay Casino Resort. Before that, Mr. Chai worked for Roy Anderson Corp. in Gulfport, Mississippi from 1999 to 2007, and was promoted to Vice President of the MS Gulf Coast's Casino Construction Projects, including the rebuild of Island View Casino Resort, Hard Rock Hotel and Casino Resort, and others.



Michael Bruffey, Vice President–General Counsel



Mike has over 24 years of legal experience with 18 years in the gaming industry. He joined Isle of Capri Casinos, Inc. in 2000 as a Staff Attorney and in 2004 was promoted to Sr. Director of Legal Affairs. In 2009, he joined IP Casino Resort Spa as its Vice President–General Counsel. He has served as the Deputy Director of the Mississippi Gaming & Hospitality Association since 2014. Mike joined our team as Vice President – General Counsel on February 1, 2018.



Our Team

Edward Layton, Vice President of Food & Beverage: Ed has 29 years in gaming experience, joining Island View prior to their opening in 2006.

Sierra Murphey, Director of Hotel & Spa Operations: Sierra has over 19 years of experience in Casino Resort Management. She joined Island View as Director of Hotel Operations in 2014.

Brian Roach, Director of Surveillance: Brian Roach has over 19 years of surveillance experience in the gaming industry at Island View. He was promoted to Surveillance Director in 2006.

Tina Peltier, Director of Compliance: Tina has over 20 years of gaming experience. The past 18 years she has worked at Island View as the Compliance Director.

John MacGeorge, Director of Security: Beginning with the 1st casino in Atlantic City, John has over 38 years of casino security experience. He joined Island View Casino Resort as the Director of Security in September of 2006.

James Guay, Director of Marketing: James started in the gaming industry in 1985, and has more than 20 years of marketing experience at the property and corporate levels. He's been Island View's Director of Marketing since 2011.

Jeff Scrimsher, Director of Database Marketing: Jeff began working as a database analyst in the Gulf Coast casino market in 1999. He joined the Copa Casino in May 2004 and has worked at the Island View since it opened in September 2006.



Our Team

Laura Peebles, Controller: Laura has over 21 years experience in the gaming industry. She joined Island View as Controller in 2002.

Chris McGuire, Director of Player Development: Chris has worked in the gaming industry for a little over 20 years. His first 10 years were at the Beau Rivage, then he joined the Island View in May of 2008. Chris has experience in Casino Marketing, Player Development and Promotions.

Peter Kourkounis, Director of Human Resources: Peter joined Island View as Director of Human Resources in August, 2007 and has 20 years of HR experience in the gaming industry.

Randall Griggs, Director of Facilities: Randall has over 24 years in the gaming industry . He joined Island View Casino as its Director of Facility on February 4,2008.

Chad Dugger, Director of Slots: Chad has over 25 years of slot experience in the gaming industry. He joined Island View as a Slot Director on June 12th, 2006.

Kathy Santiago, Director of Player Relations: Kathy's gaming career began in 1993. She joined Island View in June 2013 and works as Director of Player Relations and Business Development.

Bo Toche, Director of Table Games: Bo has 45 years in the Gaming industry. He started with Island View in 2006 as Table Games Shift Manager.

Bill Petersen, Director of Beverage: Bill has over 27 years of casino Food and Beverage Management experience in the gaming industry. He joined Island View as a Manager on July 17, 2006.



Our Team

Kathy Murphree, Director of Cage Operations: Kathy has 30 years experience in casino Cage Operations. She joined the Gulfside Casino Partnership team at the Copa in 2002, and remained with the team to open and operate Island View Casino.

Kathleen Perry, Director of Casino Accounting: Kathleen has over 22 years of Revenue Audit experience in the gaming industry. She joined Island View's team in 2007.

Lieu Hoang, Director of Finance: Lieu has been working in the gaming industry since 1996. She joined Island View as Director of Casino Accounting in 2007 being promoted to Director of Finance in 2014.

Ron Ruland, Director of Food Operations: Ron joined the Island View team on May 3, 2010. He was responsible for the openings of Carter Green Steakhouse, Beach Grill, Gulf Breeze Bar, Fresh, Beach Tower Room Service, South Banquets and the South Pool Bar at Island View Casino Resort.

David Crabtree, Executive Chef: David Crabtree joined the Island View team in July, 2006 as opening chef. He is a New Orleans trained chef, with a total of 23 years in the gaming industry, and 40 years total in food service. Chef Crabtree is an award winning chef with over 75 awards, including placing 4th at the 2017 world food competition in seafood.

Jackie Seavey, Executive Sous Chef: Jacqueline Seavey joined the Island View team in July, 2006 as the Executive Sous Chef. Prior, she was a kitchen manager at Harrah's (Grand Casino Biloxi) for a total of 14 years managing food outlets for the gaming industry.

