

FROM A BUSINESS AND ECONOMIC VIEWPOINT GUY SESSIONS
9-12-96

I FOR A SUCCESSFUL GAMBLING CASINO TO OPERATE
WHAT IS NEEDED?

A NEAR A LARGE POPULATION CENTER

B BRING IN BIG NAME SHOWS WITH
WELL KNOWN STARS

C BIG CONVENTION BUSINESS WITH
CHEAP FOOD AND DRINK

II DOES ERIE HAVE OR CAN WE GET
ANY OF THESE? UNLIKELY

III WHAT HAPPENS IF THE TWO
LICENSE HOLDERS FOR THE ERIE REGION
CAN'T MEET THE REQUIREMENTS MENTIONED
BEFORE —

IV THEY FALL BACK ON LOCAL POPULATION
RESULTING IN ^{INCREASED} BUSINESS FAILURE

- A. INCREASED ACCOUNTS RECEIVABLE
- B. DECREASED COLLECTIONS
- C. REDUCED CASH FLOW