

Executive Bio

John A. Pasqualoni

In 1977, John Pasqualoni began his gaming career in Las Vegas, Nevada at the Frontier Casino Hotel. In 1979, he was asked to relocate to Atlantic City, New Jersey to assist in the opening of Bally's Park Place Casino Hotel, where he quickly ascended through the industry gaming ranks.

Notwithstanding his senior management positions, from 1994 through 2014, include President and Chief Executive Officer of the Seneca Gaming Corporation in Niagara Falls, New York; Chief Operating Officer, Resorts Casino Hotel in Atlantic City, New Jersey; Vice President of Slot Operations and Casino Marketing at Foxwoods Casino Hotel in Ledyard, Connecticut; and Executive Vice President of Trump Plaza Casino Hotel in Atlantic City, New Jersey. Mr. Pasqualoni continues to consult for the gaming industry and his office is located in Galloway, New Jersey.

Mr. Pasqualoni in his senior management positions actively participated in the planning, marketing, and ultimately the opening of the following properties: Bally's Park Place, Atlantic City, New Jersey; Hilton/Trump's Castle, Atlantic City, New Jersey; Lucayan Beach Hotel, Freeport, Bahamas; Foxwoods Casino Hotel, Ledyard, Connecticut; Seneca Niagara Casino Hotel, Niagara Falls, New York; and Seneca Allegheny Casino Hotel, Salamanca, New York. Mr. Pasqualoni was also a Managing Director for Top Gun Gaming, a slot machine development company, where he was principally responsible for the development (along with Bally Gaming) and the introduction of the highly successful "Betty Boop Slot Machine."

John Pasqualoni has more than 32 years casino gaming experience. With an extraordinary diverse background, Mr. Pasqualoni's attributes include proficient multifaceted skills in the gaming and hospitality industry; thorough profit-building experience, new construction financing and start up construction of two luxury casino hotels; proven leadership qualities and a comprehensive understanding of casino, hotel, marketing, and public relations; along with information technology needs and practices.

Throughout Mr. Pasqualoni's career, he has attained profit-building experience in casino hotel functions, business development, financial operations, and systems administration, including organizational development and advanced customer service programs.

JOHN A. PASQUALONI

112 Hastings Drive
Galloway, New Jersey 08205

Voice: 609-513-9999

Fax: 609-748-4289

E-mail: jpasqualoni@comcast.net

CORPORATE EXECUTIVE MANAGEMENT

OBJECTIVE: A position as a President or CEO for a progressive gaming company, where profit and team-building skills would be utilized

PROFILE:

- Proficient multifaceted skills based on a 30 plus year career in senior executive level positions
- Thorough profit-building experience in casino hotel functions, business development, financial operations, and systems administration, including organizational development and advanced customer service programs
- Effectively direct and coordinate all departments, while maintaining strict attention to governmental requirements and documentation processes
- Proven leadership skills managing multi-site operations
- Comprehensive understanding of casino, hotel, marketing, and IT systems

CAREER BACKGROUND:

John Pasqualoni, LLC

OWNER – CASINO HOTEL CONSULTANT

Jan 2011 to Present

- Developed both business and marketing strategies for existing and planned new casino hotel projects
- Participated in the design phase of proposed new construction projects
- Evaluated and developed market opportunities for various projects in the Northeast region

Resorts Casino and Resort, Atlantic City, New Jersey

CHIEF OPERATING OFFICER

June 2008 to December 2010

- Evaluated all aspects associated with casino-related operations, while implementing necessary budgetary changes in a challenging market environment
- Led and motivated management team in identifying and correcting critical problems, reduced and streamlined overhead expenses, while positioning the property for sale

John Pasqualoni, LLC

OWNER

Feb 2007 to June 2008

- Provided consulting services for gaming entities, inclusive of evaluating casino-related needs and creating various operational and marketing recommendations for casino hotels

Seneca Gaming Corporation, Niagara Falls, New York

PRESIDENT AND CHIEF EXECUTIVE OFFICER

Feb 2005 to Feb 2007

CHIEF OPERATING OFFICER

- Simultaneously planned, supervised, and executed over \$320 million in new construction, including a 26-story, 600 room, luxury hotel at Seneca Niagara Casino Hotel, along with a 212-room luxury casino

hotel in Salamanca, New York, and the initial site selection and preliminary plans for the \$330 million Buffalo Creek Casino Hotel in Buffalo, New York

Seneca Gaming Corporation, Niagara Falls, New York (continued)

PRESIDENT AND CHIEF EXECUTIVE OFFICER

Feb 2005 to Feb 2007

CHIEF OPERATING OFFICER

- Focused on all daily operational responsibilities, while continuing to produce record revenues at Seneca Niagara Casino Hotel and Allegany Casino and Hotel
- Raised over \$300 million in new construction financing (Merrill-Lynch)
- Spearheaded and managed a company-wide guest service training program that produced measurable outcomes
- Established new headliner entertainment program
- Formulated and implemented various employee worksite programs
- Produced consolidated EBITDA of \$138 million in 2005
- Produced consolidated EBITDA of \$171 million in 2006

Seneca Gaming Corporation, Niagara Falls, New York

SENIOR VICE PRESIDENT Slot Operations and Marketing

Dec 2003 to Feb 2005

- Expanded slot and marketing responsibilities to include entertainment and retail departments in Niagara Falls and Salamanca, New York
- Opened a temporary casino in Salamanca, New York, which included the hiring of key personnel, 2,000 slot machines, 20 table games, and a 1,850 car parking garage

VICE PRESIDENT of Slot Operations and Marketing

Oct 2002 to Dec 2003

- Planned and implemented a 75-day grand opening schedule of Seneca Niagara Casino
- Configured a 2,500 slot floor design, slot selection, and staffing requirements
- Developed and implemented property-wide marketing programs, such as promotions, bus, casino hosts, player ratings, and entertainment, along with the planning and supervision of a highly successful New Year's Eve event that was attended by over 1,400 invitees

Resorts Casino and Resort, Atlantic City, New Jersey

SENIOR VICE PRESIDENT of Slot Operations & Promotions

Jun 1999 to Oct 2002

VICE PRESIDENT of Slot Operations & Promotions

- Responsibilities included the complete reconfiguration of the slot floor and Promotions Department, which incorporated the purchase and conversion of over 700 of the 2,000 slot machines
- Achieved double digit increases in slot revenue, which was the largest slot revenue increase during a 14-month period among the Atlantic City casinos

Top Gun Gaming, Westerly, Rhode Island

PARTNER

Mar 1998 to Jun 1999

- Developed slot machine products and services
- Negotiated license agreement for Betty Boop's Big Hit wide-area progressive slot machine
- Participated in marketing distribution and sign design of this Thrillions™ system game, which was manufactured and distributed by Alliance Gaming

Foxwoods Resort Casino, Ledyard, Connecticut

VICE PRESIDENT of Slot Operations

Jun 1997 to Mar 1998

- Responsible for a \$650 million department
- Controlled all aspects of slots operations that included the development of departmental budgets and revenue forecasts, design of all slot floor layouts, purchase of all slot machines and related equipment,

direction of hiring and training of attending personnel, along with forward-thinking strategies relating to all expansion considerations, personnel requirements, and innovative slot-marketing strategies

Foxwoods Resort Casino, Ledyard, Connecticut

- VICE PRESIDENT** of Casino and Slot Marketing Sep 1994 to Jun 1997
- Implemented a new gaming-related marketing department
 - Skilled in direct, slot, and international marketing, as well as player development, bus and junket programs, resulting in targeted mailings and promotional events to maintain and expand a one million plus-player database.

Trump Plaza Hotel Casino, Atlantic City, New Jersey

- EXECUTIVE VICE PRESIDENT** of Operations & Marketing May 1994 to Sep 1994
- Responsible for all gaming and marketing operations, as well as hotel and food and beverage administration
 - Reported directly to the Chief Executive Officer of the Trump Properties

Foxwoods Resort Casino, Ledyard, Connecticut

- VICE PRESIDENT** of Slot Operations Jan 1993 to May 1994
- Responsible for a \$450 million department
 - Provided all managerial aspects that included the development of departmental budgets and forecasts of first year revenue for all departments, regarding daily administrative obligations such as Slot Marketing, Keno, Bingo, and Racebook
 - Designed the entire slot layout, and purchased all slot machines and related equipment
 - Directed the hiring and training of attending personnel, planned and executed future expansions, projected all staffing requirements, and provided innovative slot marketing strategies

Trump Plaza Hotel Casino, Atlantic City, New Jersey

- VICE PRESIDENT** of Slot Operations Mar 1989 to Jan 1993
- Responsible for the administration, marketing and technical areas of a \$180 million department
 - Generated successive yearly increases in slot revenue of 16%, 21% and 20%, respectively
 - Interacted and assisted with the development of casino marketing, bus marketing, and slot marketing plans, with additional administrative duties also included revenue forecasts, operating budgets and executive committee responsibilities

*Lucayan Beach Hotel Resort, Freeport, Bahamas

- CONSULTANT/SLOT OPERATIONS** Aug 1985 to Jul 1986

*Hilton/Trump's Castle Hotel Casino, Atlantic City, New Jersey

- DIRECTOR** of Slot Operations Jun 1984 to Jun 1985

*Tropicana Hotel Casino, Atlantic City, New Jersey

- DIRECTOR** of Slot Marketing Nov 1982 to Jun 1984

*Bally's Park Place Casino Hotel, Atlantic City, New Jersey

- ASSISTANT SLOT MANAGER** Apr 1979 to Nov 1982

*Frontier Hotel, Las Vegas, Nevada

- SLOT FLOORPERSON** Sep 1977 to Mar 1979