

**Monthly Meeting of the
Prairie Meadows Board of Directors
June 25, 2025
2:00 p.m.**

The Monthly Meeting of the Prairie Meadows Board of Directors was called to order by Dr. Neville in the James Rasmussen Board Room at Prairie Meadows in Altoona, Iowa at 2:00 p.m.

Introduce New Board Members. Dr. Neville welcomed the new Board Members and asked them to make self-introductions:

- Tony Bisignano retired from Polk County after 42 years of service, he is serving in his 22nd session in the legislature, and from the 1980s to today, his focus has been gaming.
- Jeremy Hamp is employed by Coviance and lives in Grimes with his wife and three children.
- Tom Timmons worked 30+ years in the gaming industry and retired two years ago, he and his wife live in Copper Creek and have three children and seven grandchildren.
- Tim Goodwin lives in Ankeny with his wife, they have three children, he has worked in school administration and in the legislature and knows Tony Bisignano, he currently works for Iowa Workforce Development.

Dr. Neville said PM is dedicated to lessening the burden of government by promoting economic development, jobs, agriculture, and tourism in the state of Iowa. In 2024, PM contributed almost \$50 million to charitable organizations and government. PM will host a Grants Luncheon on September 12 at 11:30 a.m. and he hopes everyone will be able to attend to see the impact PM makes on the community.

Roll Call.

Tony Bisignano
Chris Costa
Tim Goodwin
Jeremy Hamp
Deb Leech
Dr. Ian Lin
Denny Linderbaum
Andrea Morse

Joe Nehring
Dr. Steven Neville
Bob O'Hollearn
Tom Timmons
Jeff Wangsness
Rowena Crosbie
Tiffany Tauscheck

Also in attendance were:

Gary Palmer, President/CEO
Brian Ohorilko, General Manager
Michele Wilkie, Executive Vice President

Tom Flynn, Legal Counsel
Nancy Winget, Its Recording Secretary
Members of the Press, Public, and Staff

Approval of the Minutes. A motion was made by Mr. O'Hollearn to approve the Minutes of the monthly meeting held on March 26, 2025 and the Special meeting held on April 7, 2025 of the Prairie Meadows Board of Directors, as written. The motion was seconded by Mr. Wangsness and passed on a voice vote.

Public Comment. None

Lobbyist Report. Dr. Neville said this item has been deferred to the next meeting as there is nothing to report.

Financials. Troy Sigwarth, Director of Finance, reviewed the May YTD financials:

	Actual	Plan
Casino Revenue	\$98.5 m	\$94.5 m
Total Revenue	113.1 m	107.5 m
Net Revenue	107.0 m	100.6 m
Payroll Expenses	24.0 m	24.4 m
Operating Expenses	22.4 m	23.5 m
Net Income before Community Benefit	36.3 m	29.2 m

Total Revenue, \$113.1 million YTD: Casino \$98.5 million; Hotel and Events \$4.3 million; Sportsbook \$3.0 million; Food and Beverage \$3.1 million; Other \$3.5 million. Pari-Mutuel \$0.7 million.

Top Performing Areas – Most Recent 4 Years, May: Slot coin in, Table Games revenue, Banquet Revenue, Hotel Revenue, Photo Finish Lounge. All-time record for May: Slot revenue, AJ's Steakhouse, Café at the Meadows, Homestretch, Prairie Coffee Company. Ms. Tauscheck asked what contributed to the record numbers and Mr. Sigwarth said we had decent attendance, great Guest Service and prices, and family events.

May 2025 YTD Casino Revenue:

Iowa Market Comparison by size or 60-mile radius	
Prairie Meadows	\$98.7 m
Horseshoe	\$74.8 m
Ameristar II	\$69.4 m
Riverside	\$52.0 m
Isle – Waterloo	40.8 m
Harrah's	\$28.5 m
Lakeside	\$21.2 m
Wild Rose Jefferson	\$15.8 m

Dr. Neville said the Finance Committee met on Monday and he noted PM keeps getting the green font (best-ever month); staff keeps hitting it – thank you. Mr. Wangsness said it's the whole staff – higher revenue with reduced costs; this is a tribute to the efforts and management of the whole team.

Racing Update. Derron Heldt, Vice President of Racing, reported on the first 26 days of live Racing:

- May 9. The Thoroughbred (TB) Meet started and concluded on June 14. Handle was down approximately \$1.4 million off-track and down \$71,000 on-track.
- June 15. The Mixed Meet started (TB and Quarter Horses). For the first six days we average three Quarter Horse races and seven TB races a day. TB Handle off-track was down

approximately \$700,000 and down \$31,000 on-track. Quarter Horse Handle down \$81,000 off-track and up \$1,100 on-track.

- Handle through 26 days of racing down approximately \$2.3 million off-track and down \$101,000 on-track. Some factors: 1) TB field size is down – 6.37 last year, 5.96 this year due to more scratches this year and HISA regulations for the TB and people bet less on small field sizes; 2) Weather – we have had storms and we have to delay races if lightning is within eight miles; on Monday, the Quarter Horses races were run and all TB races were cancelled. We'll make up these races sometime in August-September; we're down 16 races and that's another reason why the TB Handle is down.
- Inventory. TB – 940 stalls with 882 horses. Quarter – 420 stalls with 399 horses. TB are running at 94% capacity and Quarter Horses are running at 95% capacity; the horses are here, we just need to get them to run.
- Highlights:
 - Saturday, the Quarter Horses will host “Morning at the Meadows”, a tour and discussion on what goes on behind the scenes.
 - Saturday evening, the IHBPA will honor 10 students with \$1,000 scholarships.
 - July 3 – Prairie Meadows fireworks.
 - July 4-5 – Festival of Racing. Eight races with the majority of horses coming from all over the country.
 - Alex Birzer, a local jockey, has 3,995 TB victories; 4,000 victories has only been accomplished by 86 jockeys. Mr. Wangness asked if all of Alex's wins were here and Derron said no, he also races in Arkansas and Louisiana.

Mr. Timmons asked about scratches per race and the number of entries per race. Mr. Heldt said with scratches we're at six and we're at 6.7 before scratches. Mr. Timmons noted that's almost one race – is some due to HISA, and Mr. Heldt said the majority is the Stewards, Vets, and Racing Officials' HISA lists, and scratches the morning of a race – last week we had 10 races and had a total of 8 scratches. Ms. Leech said this also impacts the future as horses have to work in front of the Stewards after two weeks, 150 horses scratched and can't enter races for a while. Mr. Timmons asked about two-year-olds and Mr. Heldt said this year, we have 161-162 TB, and last year we had 190; we have had 2-3 two-year-old races.

Staff Report. Chip Walters, Director of Facilities reported:

- He's been at PM for seven years; two years as Grounds Superintendent and the last five as Director of Facilities. Alex Everett is the Assistant Director of Facilities, he is a mechanical engineer, and has been here for two years. They both are mobile around the facility and work on capital improvement projects, daily tasks, and the budget.
- Facilities employs 125 in five departments:
 - Dispatch has three team members who are responsible for internal and external phone calls, record keeping, purchase orders, invoicing, checking in vendors, and work orders.
 - Maintenance has 30 team members and is responsible for critical and preventative maintenance, projects and remodels, equipment repair and installation, vendors safety, inspections, and assists all departments.
 - Housekeeping has 80 team members representing 12+ countries and 12+ languages, and takes care of the main building, events center and the backside. The

Housekeeping team is responsible for daily cleaning and trash removal, and the Utility team does floor care

- Grounds has eight team members and is responsible for full property maintenance – landscaping, irrigation, trash removal, signage, snow removal, and concrete and asphalt maintenance.
- Mechanics. The department has three mechanics – auto, diesel, and track, and they are responsible for critical and preventative maintenance, grounds and track equipment, fleet and small engine equipment, and the backside shop.

Mr. Costa asked if projects require union labor and Mr. Walters said yes. Mr. Wangsness asked if union has always been the request and Mr. Walters said yes, noting we have a great relationship with labor and we exhaust all options before discussing nonunion options.

President's Report. Mr. Palmer said that he and Mr. Ohorilko will give a report.

Mr. Palmer:

- Welcomed the new Board members, saying it's like old home week – he's known Tom Timmons and Tony Bisignano for years, and in the audience is Ray Sears, a former Polk County and Prairie Meadows employee, and Mark Cooper, a former Board Member representing Labor; he has been involved with PM since August 1984 and these folks were all a part of PM's success.
- Upcoming Events – the list is in the Board packets:
 - Tribute Bands: July 10- Catch a Wave; August 21 – Live Wire; September 18 – Church of Cash; November 15 – Glory Days.
 - July 3 – Racing.
 - July 4-5. Festival of Racing
 - July 8, 6:00 p.m. We will have a free screening of “From Iowa and Back”, a documentary on Vietnam produced by a local man to honor his father; it has won three Film Festival Awards; we have 300 reservations so far.
 - July 14 or July 18 from 3:00 p.m. – 5:00 p.m. Orientation for the new Board members; please RSVP to Nancy on your preference.
 - August 16 – 17. Regional Challenge Finals
 - September 12 – Grants Luncheon
 - September 26. Quarter Horse Championships
 - September 27. Iowa Classic.
 - A list of upcoming Board and Committee meetings.
- Played a video of PM's success for the first five months, produced by our Marketing and TV Departments.
- Chip Walters did a great job on the Staff Report – we like to have a Staff Report every meeting so the Board can get to know staff.
- The goal is to have the second-best year ever – we can't beat 2023, the best year ever. We're doing well and have a dynamite team; the Bar Association is here all week; Sales and Events has seen a 170% increase in sales/bookings; it takes all team members to achieve what we achieve; it is hard to beat the best year with 19 casinos, four Native American casinos, and a population of three million; the team does a great job.
- Introduced Brian Ohorilko who will give an update on the Succession Plan and where we're at.

Mr. Ohorilko:

- The succession was formalized in late March; thank you to Gary Palmer who has been generous with his time. He is taking on more leadership roles in the organization – Vice Presidents’ Meetings, key operating decisions, Casino Operations, and Finance/Accounting. Along with meeting external stakeholders, he is getting to know the 14 departments. He has close communications with Mr. Palmer. After 24 years in the industry on the regulatory side, he’s hands-on with this operation. Now another part is getting to know the local community stakeholders – he does know the state stakeholders. It’s an exciting time for Prairie Meadows and a wonderful moment, and he’s grateful for the support of Mr. Palmer and the Board. He will continue updating the Board.
- Racing Contract for 2026. It is a statutory obligation to have the Racing Schedule as part of the IRGC license application; the IRGC had a study done and it identified several concerns, in light of HISA it said the Iowa field size is not where it should be. The IRGC asked PM to explore new approaches. PM started holding monthly meetings with the Horsemen last November 2024. PM would like to reduce the number of race days from 80 to a 74-day Mixed Meet – the Quarter Horse group agreed to less days, but the Thoroughbred group wanted to conduct its own study before recommending changes. We need a schedule with the stakeholders for the IRGC in August – if there is no agreement, the statute provides for a separate meet, and there’s a drawback to that; we need to find a collaborative solution. He will continue to keep the Board apprised.

Mr. Wangsness asked who appoints the Commission (IRGC) and Mr. Ohorilko said the Governor. Dr. Neville asked the timeline for the TB Study and Mr. Ohorilko said August 2025.

Committee Reports. Dr. Neville said there are three new Committee Chairs: Finance – Ms. Morse, Facilities – Mr. Costa, and Human Resources – Joe Nehring. Dr. Lin will continue as the Grants Committee Chair.

- Finance/Audit. Ms. Morse said the committee met on Monday, no action was taken, the committee received more financial details.
- Facilities. Mr. Costa said the committee met on Monday and received an update on repairs and maintenance; the escalator project has been completed; staff is working on a contract to update the MEP Study (mechanical, electrical, plumbing) to get an idea on the remaining life of equipment to be able to set the CapEx budget, and going forward, the cash reserves needed to do the projects.
- Human Resources. Mr. Nehring said the committee did not meet, and he will work with the past Chair. Ms. Morse asked if there is a new list of committee assignments, and Dr. Neville said that is the next step.
- Grants. Dr. Lin said this is his favorite day - the process is exhausting, but very rewarding; other committee members are: Ms. Morse, Mr. Nehring, Mr. Linderbaum, and Ms. Crosbie, and PM staff: Chef Johnson, Mr. Kiernan, and Ms. Olsen. The committee reviewed 674 applications in six weeks; everyone finished and rated each grant – the first time in his three years. Last year, we had \$15 million (a record amount) and 550 grants received funding with requests of \$38.8 million; this year we had \$13.5 million to award and 674 grants received funding with requests of \$49 million. The funding recommendations are in the Board packet; grants were selected with the community in mind; it was a smooth process – thank you to the committee and staff. Dr. Lin said the recommendation from the committee is: \$6.5 million for Legacy Grants, \$6 million for Community Betterment Grants, and \$1 million for Youth

Sports. Mr. Flynn reminded the Board that if they have a conflict of interest with any organization, to send a note to Nancy Winget to include with the Minutes – this will mean that you abstain from voting on that organization. Dr. Neville attended the two meetings – it was a lot of work and he applauds the committee members. Mr. Nehring said he was on the committee, it was a lot of work, and he thanked Dr. Lin and Ms. Stewart – it took a lot of time and work to develop in a well-organized fashion; everyone participated and found a consensus to finalize the grants; it was a great experience; there was a lot to review; he recommends approval. Mr. Timmons said he perused the grants and commends everyone on the committee, and he noted the IRGC looks at outside Polk County, and the committee touched all surrounding counties and Dr. Lin said that was intentional – the committee wanted to do the “golden circle”, especially first responders. Ms. Morse said expectations were set – responsibilities, timelines, and goals, PM is doing well and the committee wanted to spread evenly and equally and be fair and do what is best for the community. Dr. Lin said he re-read some applications several times, especially first responders and education; you will be able to see and hear the stories at the Impact Luncheon – he hopes everyone can attend. Mr. Linderbaum was on the UnityPoint Foundation; he is new to the Board last December and wanted to be on the Grants Committee; there are a lot of needs in the community; the process is smooth – thank you to Dr. Lin, Ms. Stewart, and Ms. Dunn – they made it happen in a timely fashion with guidelines in place in the beginning; he appreciates being on the committee; it exceeded his expectations on what PM does for the community. Ms. Crosbie said Ms. Stewart does an amazing job and she knows the current and previous years giving, and Dr. Lin also knew what was done in the previous year – thank you both for your leadership.

Dr. Lin said the committee recommends and he moves approval of \$6.5 million for Legacy Grants. The motion unanimously passed on a Roll Call Vote, with Mr. Costa noting he will send a list of his conflicts.

Dr. Lin said the committee recommends and he moves approval of \$7 million for Community Betterment Grants and Youth Sports Grants. Mr. Bisignano would like clarification of Youth Sports vs. Community Betterment and Dr. Lin said Legacy Grants are requests of \$100,000 to \$1 million; Community Betterment Grants are requests up to \$100,000 (education, homelessness, etc.) and Youth Sports are requests up to \$50,000; it's the same process; most ask for less than the limit. Ms. Crosbie said requests were scored individually with discussion. The motion unanimously passed on a Roll Call Vote, with Mr. Costa noting he will send a list of his conflicts.

Other.

Dr. Neville commended Tony Hughes, Director of Marketing, for being selected to “40 Under 40” for 2025.

Adjournment. Mr. Costa moved to adjourn the meeting and the motion was seconded by Mr. Linderbaum. There being no further business, the meeting adjourned at 3:15 p.m.

Respectfully submitted,

Bob O'Hollearn, Its Secretary