

Mohegan Tribal Gaming Authority Unveils New Management and Consulting Company – Mohegan Gaming Advisors

The Mohegan Tribal Gaming Authority (MTGA), owner and operator of two of the most successful casinos in the industry – Mohegan Sun in Connecticut and Mohegan Sun at Pocono Downs in Pennsylvania – recently announced that it has formed a new company, Mohegan Gaming Advisors (MGA). This new division of MTGA will be pursuing management contracts and consulting agreements for casino and entertainment properties in regional markets within the United States.

“Our flagship property, Mohegan Sun, along with our first operating commercial venture, Mohegan Sun at Pocono Downs, can be counted among the strongest players in the gaming industry,” said Bruce “Two Dogs” Bozsum, Chairman of the Mohegan Tribe. “In traditions handed down centuries ago by Chief Uncas, our work sustains our tribe for this generation and the many generations to follow. We believe our history of excellent relationships with our employees, our business partners, and our communities will serve us well as we share our expertise with other tribes and gaming companies in the future.”

MTGA’s Chief Executive Officer, Mitchell Grossinger Etess, stated, “Mohegan Gaming Advisors has put together an experienced team of casino executives with a proven track record of accomplishments as operators and successful marketers. This group is dedicated solely to servicing the clients of the gaming advisory group. They will bring the experience, financial skills and hands-on approach that can make a difference in the success of gaming and entertainment properties, whether commercial or tribally owned.”

MTGA opened Mohegan Sun in Uncasville, Connecticut, in October of 1996. It has grown into one of the world’s largest and most profitable casinos and is home to over 350,000 sq. ft. of gaming space within three casinos (Casino of the Earth, Casino of the Sky and Casino of the Wind); 100,000 sq. ft. of retail space including The Shops at Mohegan Sun; three entertainment venues ranging from 300 – 10,000 seats; 100,000 sq. ft. of meeting and convention space, a 1,200 room luxurious AAA Four Diamond Hotel and the world-class Elemis Spa.

In 2005, MTGA acquired its first commercial property – Mohegan Sun at Pocono Downs. The 400,000 sq. ft. facility is home to 82,000 sq. ft. of gaming space offering over 2,300 slot machines, 66 table games and an 18-table poker room, several dining and retail options, a bus passenger lounge and live harness racing.



Mohegan Sun at Pocono Downs, Wilkes-Barre, PA

MGA is a company steeped in the success of both properties and is leveraging that experience to other gaming opportunities across the United States. MGA has experience with city, state and municipal governments, as well as commercial entities and tribal organizations. As advisors to existing casino operations, MGA brings stability, quality management and the ability to turn around marginal properties.

“We are ready to assist casino and entertainment operations in both mature and emerging gaming markets, as well as in the conception, planning and implementation of new ventures,” added Gary Van Hettinga, President of MGA. “We bring a level of success to our projects that leverages 15 years of experience at our Mohegan Sun properties, and we are offering that high level of professionalism to commercial and tribally owned gaming and entertainment properties currently in operation, in planning or development. We possess the experience, balanced approach and savvy to manage during both good and challenging economic times.”

While still in its infancy, MGA is already making strides. “In a very short period of time, Mohegan Gaming Advisors delivered a series of recommendations that almost immediately increased our tribe’s cash flow by 10-percent and once fully implemented, we expect the increase will be closer to 30-percent,” said Carl Rivera, Chairman of Middletown Rancheria of Pomo Indians of California. “Very practical recommendations were made in the areas of slot machine mix, marketing offer criteria, food and beverage operations, vendor contract renegotiation, hotel room yielding, competitor analysis and sales tax administration. Practical solutions and bottom line results were promised and that is exactly what we received.” ♣

For more information about Mohegan Gaming Advisors, visit www.mohegamingadvisors.com.