

PENNSYLVANIA GAMING CONTROL BOARD

PUBLIC INPUT HEARINGS

CROWNE PLAZA
ALLENTOWN, PENNSYLVANIA

APRIL 28, 2006, 8:30 A.M.

BEFORE:

JEFFREY COY

MICHAEL P. EDMISTON, PRESIDING OFFICER

KENNETH T. MCCABE

TAD DECKER, CHAIRMAN

MARY COLINS

JOSEPH W. "CHIP" MARSHALL, III

Sando

LORRAINE K. TROUTMAN, RPR
REPORTER - NOTARY PUBLIC



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1 PRESIDING OFFICER EDMISTON: Good
2 morning, ladies and gentlemen. Will you please
3 take your seats. We will begin this public
4 input hearing within a moment.

5 At the outset of this public hearing we
6 will review briefly take care of a few
7 housekeeping matters, and then I will have a
8 few -- we will commence with the applicants and
9 the remainder of the signed-in speakers.

10 First of all, as to the written
11 statement process, even for those of you who
12 have signed in, the written statement option is
13 still available to you in the course of the day;
14 and for that matter, until the end of June 2nd.

15 If you decide that you don't want to
16 use your speaking opportunity today, you may use
17 the written statement procedure. See our staff
18 in the hall at the written comments desk. They
19 will assist you, and you may be assured that
20 your written comments will be a part of the
21 record and be considered by the Board.

22 Second, please turn off cell phones,
23 beepers and like electronic communication
24 devices. They may distract and they may disturb
25 the audio system.

1 At this point we are going to rise and
2 join in the pledge to the flag of the United
3 States of America.

4 (All present complied.)

5 PRESIDING OFFICER EDMISTON: Thank you.
6 Well, good morning again.

7 My name is Michael Edmiston. I am your
8 Presiding Officer for this Pennsylvania Gaming
9 Control Board 2006 Public Input Hearing at
10 Allentown, Pennsylvania, regarding the
11 applications of Boyd Gaming, Sands Bethworks and
12 Tropicana Pennsylvania, LLC will come to order.

13 This hearing is convened by the
14 Pennsylvania Gaming Control Board pursuant to
15 the authority of Act 71 of 2004 and PGCB
16 Regulations Section 441.2.

17 The Board is present as a panel
18 composed of the following members: On my far
19 left, Board Member Jeff Coy; on my immediate
20 left, Board Member Ken McCabe; on my immediate
21 right, Board Chairman Tad Decker; on
22 Mr. Decker's immediate right, Board Member Mary
23 Colins; on Board Member Colins' immediate right,
24 Board Member Chip Marshall.

25 Our stenographer today, Lorraine, good

1 morning, Lorraine Troutman that is; and our
2 clerk to the Board, Mickey Kane, is seated over
3 here on our right.

4 Those of you who have exhibits today
5 will be submitting them to Ms. Kane. She is the
6 individual seated at that table to my right
7 closest to you.

8 This is the eleventh in a statewide
9 series of 18 Pennsylvania Gaming Control Board
10 Public Input Hearings, designed to allow
11 applicants for operator gaming licenses to
12 simultaneously present their plans before the
13 Gaming Control Board and the public.

14 These hearings will allow individual
15 members of the public, community groups, elected
16 officials and local government representatives
17 to express their thoughts and share their
18 concerns with the Board.

19 The hearing will continue throughout
20 the day and will end after the last signed-in
21 speaker has used his or her allotted time or at
22 6:00 p.m., whichever occurs first.

23 And as noted earlier, we will be
24 reconvening in Allentown next month.

25 We are expecting we will have a brief

1 break for 10 to 15 minutes in close proximity to
2 10:30. The expectation is that that will occur
3 after the third of the applicants, the last
4 applicant, 40-minute presentation.

5 We will have a lunch break in close
6 proximity to 12:30. It will take about one hour
7 and we will resume. Should we be going as late
8 as 3:30, about that time we are expecting to
9 have a brief 10- to 15-minute break, and we will
10 drive to conclusion, as noted, no later than
11 6:00.

12 The order of the speakers will be as
13 follows: The three applicants for a license, as
14 noted, Boyd Gaming, Sands Bethworks, Tropicana
15 Pennsylvania, LLC, in that order.

16 Each will have 40 minutes for their
17 opening presentation. Thereafter, we will have
18 legislators make their presentations,
19 legislators will have a five-minute slot, then
20 we will have presentations by local government
21 entities. The time period for those slots is 30
22 minutes a piece.

23 Thereafter, we will have presentations
24 by community groups; the time period for a
25 community group to speak is up to 10 minutes.

1 And then we have presentations by individuals;
2 and the time period for individuals will be up
3 to three minutes.

4 Okay. For those of you who have signed
5 in and who will speak today, there is a request
6 that will assist those of us on this side of the
7 room and that is, please, state your name at the
8 outset of your remarks, state the municipality
9 and state where you reside, and if you are
10 speaking on behalf of an entity, identify the
11 entity.

12 All speakers will be sworn in at one
13 time at the end of these preliminary
14 observations.

15 The rules and code of conduct for these
16 public input hearings are available outside in
17 the hall and on the PGCB website and will be
18 strictly enforced.

19 The Board expects, and it is my
20 responsibility to make sure, that courtesy
21 prevails among the audience, presenters and
22 speakers; therefore, audience outbursts,
23 including applause, is not permitted. And I
24 respectfully ask your assistance in complying
25 with that essential courtesy for each speaker.

1 Vocal expressions from the audience
2 complicate the task of assuring each speaker the
3 use of the time for which he or she is prepared,
4 and will make the stenographer's task more
5 difficult.

6 Speakers will not be interrupted and
7 will be permitted to speak no longer than their
8 allotted time. Some of you might like to
9 remember that that doesn't mean you have to use
10 all of your allotted time.

11 If I determine that an outburst is
12 disruptive to this hearing, I will call a recess
13 and, upon restoration of the order, resume the
14 hearing. Persons who refuse to acknowledge and
15 obey the authority of the presiding officer may
16 be asked to leave the room and area.

17 To assist all of us in adhering to the
18 time limits for each speaker and assist us in
19 having as many speakers heard in the time we
20 have available today, an electronic stoplight
21 timer is located right in front of me, and a
22 smaller version is at the speaker's podium as
23 well.

24 The green light indicates the speaker's
25 time has started. When the light turns yellow,

1 the speaker should wrap up the presentation.

2 For applicant speakers, the caution
3 light will indicate its initiation with one
4 beep, and it means you have three minutes to
5 wrap up your opening. For all other speakers,
6 that yellow caution light, again, will commence
7 will one beep, and you will have 30 seconds to
8 wrap up.

9 when the light turns red, it's -- the
10 audio will beep enough to distract and distort
11 what you have to say. So please, when we get
12 red on the light, you are going to be assisted
13 to end by both the machinery and me, if
14 necessary, and I would like not to have to do
15 that.

16 Okay. Let's see what else we have. If
17 anyone has any questions about this hearing or
18 future hearings, please see a member of our
19 staff stationed at the sign-in area outside of
20 the hearing room.

21 Finally, should it be necessary for you
22 to converse with someone who is also attending
23 this hearing, please have your conversations out
24 in the hallway.

25 We also welcome members of the media to

1 this hearing and ask that they observe the
2 guidelines distributed when they came in. In
3 general, we ask that the media follow the same
4 protocol that applies in any court proceeding.

5 In particular, we ask that reporters
6 and photographers not interfere with the hearing
7 in any way; and that they conduct interviews
8 with speakers, should they be interested in so
9 doing, outside of the hearing room.

10 Thank you all for your attention and
11 your anticipated cooperation and cooperation
12 thus far.

13 Would those of you who have registered
14 to speak today and signed in, please stand and
15 raise your right hand.

16 (All speakers present complied.)

17 PRESIDING OFFICER EDMISTON: Do you
18 swear or affirm that the testimony you are about
19 to give in this hearing is the truth, the whole
20 truth and nothing but the truth, so help you
21 God? Please answer I do.

22 APPLICANTS: I do.

23 PRESIDING OFFICER EDMISTON: Thank you.
24 You may be seated.

25 All right. Our first presenters will

1 be as noted, on behalf of Boyd Gaming. And
2 before I hit your timer light, you are going to
3 identify yourself. If you will, sir.

4 MR. CUMBERS: Thank you and good
5 morning.

6 Chairman Decker and Members of the
7 Pennsylvania Gaming Control Board and staff,
8 thank you for this opportunity to present our
9 proposal for a casino entertainment property in
10 Pennsylvania.

11 My name is Blake Cumbers. I am Vice
12 President of Development for Boyd Gaming; and
13 this morning I would like to first tell you a
14 little bit about the history of our company,
15 spend some time sharing with you some of the
16 exciting developments at Boyd Gaming and then
17 outline our development plans.

18 I'd like to point out that we have
19 never offered this presentation publically
20 anywhere -- is there a problem?

21 PRESIDING OFFICER EDMISTON: You keep
22 going.

23 MR. CUMBERS: Okay.

24 We purchased our property in
25 Pennsylvania at the end of November and applied

1 for our license in December. Since that time we
2 have been working on the details of our design
3 and our proposal.

4 PRESIDING OFFICER EDMISTON: Hold off.
5 We are going to get diverted. We want to
6 listen.

7 MR. CUMBERS: Okay. Thank you.

8 PRESIDING OFFICER EDMISTON: We have a
9 power outage as to our visual aids.

10 MR. CUMBERS: I understand. We can use
11 my watch.

12 PRESIDING OFFICER EDMISTON: I think we
13 are going to use Sands or Tropicana's watch.

14 All right. We learn to adjust, all of
15 us, I guess.

16 On the speaker's podium, and we are not
17 running time on you, you have a digital display.

18 MR. CUMBERS: I do.

19 PRESIDING OFFICER EDMISTON: It should
20 show at 40 minutes at this instant.

21 MR. CUMBERS: It doesn't show anything
22 at this time.

23 PRESIDING OFFICER EDMISTON: All right.
24 I will tell you when you are down to three
25 minutes.

1 MR. CUMBERS: That sounds good. I
2 don't think I am going to go that long by the
3 way. Maybe we can get it fixed for later in the
4 day.

5 PRESIDING OFFICER EDMISTON: I will
6 start your clock now.

7 MR. CUMBERS: That's fine.

8 PRESIDING OFFICER EDMISTON: And I will
9 have to do that with all of the presenters.
10 Here we go.

11 MR. CUMBERS: Should I resume or start
12 over?

13 PRESIDING OFFICER EDMISTON: Start
14 over.

15 MR. CUMBERS: Okay. First, I would
16 like to introduce myself. I am Blake Cumbers.
17 I am with Boyd Gaming. I would like to tell you
18 a little bit about the history of our company.
19 I want to share some of the exciting news about
20 our company, our recent developments, and then
21 outline our development plans for this
22 particular project.

23 I would like to point out, however,
24 that we have never made a public presentation on
25 this project to any entity thus far. We have

1 not presented to any Zoning Board or Committee
2 in the Township of Limerick, nor have we
3 presented publically to the Township of Limerick
4 Board of Supervisors. We have not presented to
5 the Planning Commission in Montgomery County yet
6 or to the Montgomery County Commission or to any
7 other government entity. So this presentation
8 is being made for the first time.

9 And the reason for that is because the
10 Chairman of the Limerick Board of Supervisors
11 asked us not to submit our zoning ordinance
12 amendment application until such time as we had
13 worked out consensus on our traffic plan with
14 the local landowners around this particular
15 site, the local communities where those lands
16 exist, and with the various levels of PennDOT
17 and the federal highway folks; so that they
18 would all understand what our plan was; and that
19 we could move forward; and we could present our
20 zoning application in light of their approval.

21 So, having said that, I want to give
22 you a little background on our company. When
23 you talk about our company in a historical
24 context, you are really talking about the early
25 days of Las Vegas.

1 Boyd Gaming started as a
2 single-property company when it developed and
3 opened the California Hotel in Las Vegas on
4 January 1st, 1975.

5 In 1979, Boyd Gaming developed and
6 opened Sam's Town on Boulder Highway in Las
7 Vegas, which is one of the first Las Vegas
8 properties to cater primarily to local
9 residents.

10 In 1983, we were asked by the Nevada
11 Gaming Control Board to operate the Stardust
12 under a statute allowing the Board to appoint an
13 operator to run the property pending a license
14 revocation of the then licensees of the
15 Stardust.

16 There were a lot of jobs at stake and
17 we felt we had the responsibility to help out.
18 We operated the Stardust, allowing the
19 regulators to further investigate the situation.

20 We operated the property for 16 months
21 under those conditions before we eventually
22 bought it from the previous owners; that is how
23 we came to own the Stardust.

24 We operated four properties as part of
25 Boyd Gaming until 1993, when we decided to take

1 the public company on the north stock exchange,
2 allowing us to take advantage of emerging gaming
3 opportunities in other states. It was then that
4 gaming became legal in Iowa, Illinois, Indiana,
5 Mississippi and Louisiana.

6 We have grown considerably since those
7 beginning days in downtown Las Vegas, but we
8 have always worked very hard to maintain a
9 family atmosphere, and our family is now 28,000
10 employees.

11 One of our properties that you may be
12 more familiar with because it is not far from
13 here is the Borgata in Atlantic City. We opened
14 the \$1.1 billion Borgata in the summer of 2003.
15 It was the first next-generation,
16 Las-Vegas-style property in Atlantic City, and
17 the first hotel casino to open in that market in
18 13 years.

19 In July 2004 we acquired Coast Casinos,
20 a highly-successful Las Vegas locals company
21 with five properties. With the \$1.3 billion
22 acquisition, we became one of the largest
23 operators in competitive Las Vegas locals
24 market.

25 More importantly, we added considerable

1 depth to our company overall, making us the
2 third-largest company in our industry with 19
3 properties in six states.

4 People are noticing too. Recently,
5 Forbes Magazine named Boyd Gaming America's
6 best-managed company in the hotel, restaurant
7 and leisure industry.

8 We were also ranked fifth among Fortune
9 Magazine's America's Most Admired Companies in
10 hotels, casinos and resorts category. And
11 according to the Wall Street Journal's annual
12 shareholders' scorecard, Boyd Gaming ranked
13 sixth in the entire New York Stock Exchange
14 among best-performing companies for five-year
15 returns.

16 Being recognized by three of the
17 world's leading business publications is a true
18 honor, and it shows just how far we have come in
19 31 years of business. Those are some of the
20 high points of our company's history. Now I
21 would like to touch on some of the more recent
22 developments involving our company.

23 We are coming off a record year in 2005
24 that saw record-levels in virtually every
25 measure: \$2.2 billion revenues, \$668 million in

1 EBITDA or earnings before interest, taxes,
2 depreciation and amortization, and \$2.49 in
3 adjusted, per-share earnings.

4 All three measures were the highest
5 levels we have ever had in our 31 years as a
6 company, and on Tuesday of this week we released
7 our first quarter 2006 results, which did not
8 disappoint, again posting record-level results.

9 This last December we successfully
10 opened the South Coast hotel and casino in Las
11 Vegas. It is a \$600 million hotel casino with
12 1300 guest rooms, 7 restaurants, a spa, movie
13 theater and bowling alley, and one of the
14 premiere equestrian centers in the country,
15 which, by itself, was a Las Vegas first. Most
16 notably the first time an equestrian center has
17 been built directly adjacent to a hotel.

18 In January, we finished a major
19 expansion and renovation of one of the most
20 successful riverboat operations in the country,
21 the Blue Chip in Michigan City, Indiana.

22 As part of that \$170-million effort, we
23 designed and built the largest casino vessel
24 ever certified by the U.S. Coast Guard; and
25 clearly raised the bar in the northern Indiana

1 market.

2 At the Borgata in Atlantic City, we are
3 just weeks away from opening a \$200 million
4 expansion, that is adding three of the hottest
5 chefs in the culinary world today, Michael Mina,
6 Wolfgang Puck and Bobby Flay. All are opening
7 feature restaurants at Borgata, adding to its
8 already impressive culinary roster.

9 The second phase of the Borgata
10 expansion is a \$325 million project that is
11 today just beginning. We will add an 800-room
12 hotel tower to Borgata; that phase is expected
13 to complete in the fourth quarter of 2007.

14 Long term, we announced ambitious plans
15 for our 63 acres on the Las Vegas strip. The
16 development will be called Echelon Place and
17 collectively will cost approximately \$4 billion.
18 The resort complex will integrate a compelling
19 collection of brands and environments in a
20 single-phase development.

21 Echelon will include 5,300 hotel rooms
22 and suites, among four distinct hotel brands,
23 two major entertainment venues,
24 lushly-landscaped pools and gardens, several
25 restaurants, bars and approximately 1 million

1 square feet of convention, exhibit and meeting
2 space, and a 30-square-foot retail promenade.
3 It is all expected to open in 2010.

4 I think you can see that we have a
5 strong and diverse operating base.
6 Fundamentally, Boyd Gaming has never been
7 better. We enjoy low cost of capital,
8 significant free cash flow, a long and
9 distinguished history of solid investment
10 returns and moderate financial leverage.

11 Now I would like to introduce you to
12 the Limerick Casino Hotel and Conference Center,
13 and please turn your attention to the screen in
14 front of you there.

15 We conducted an exhaustive statewide
16 evaluation of potential sites for our project in
17 Pennsylvania. As the third largest company in
18 our industry in the United States, we were
19 offered many opportunities to purchase potential
20 sites, enter into joint ventures or engage in
21 management agreements at other properties.

22 Instead, we chose to propose a project
23 in Limerick Township for many reasons; for most
24 of which was, that compared to other sites in
25 the state, it has a great potential for very

1 high revenue generation. I will explain more
2 about that in a moment.

3 Now, this isn't very clear on that
4 screen, but the Limerick site is situated
5 outside of the areas restricted by the Gaming
6 Act around projects in the Philadelphia
7 metropolitan area. It is ideally located to
8 serve the vast and growing northwest suburbs.

9 The first question that I am always
10 asked is, why Limerick? Due to the very high
11 effective tax rate established by the Gaming
12 Act, it was critical to select a site that would
13 serve a large market area. Approximately 1.4
14 million people live within a 40-minute drive of
15 this site.

16 Another key reason for selecting this
17 site is that it is insulated from expansions of
18 gaming that will likely occur in nearby New
19 York, New Jersey, Delaware and Maryland.

20 Gaming enterprises that serve customers
21 from adjacent states often experience material
22 and permanent reductions in revenue, when gaming
23 operations are implemented closer to the
24 customers that they serve. The impact of slots
25 operations in Pittsburgh on casinos in West

1 Virginia will be a perfect example.

2 So we chose a centrally-located site
3 that would serve a large number of customers in
4 Montgomery, Berks and Chester Counties. There
5 are many people who live in this area who can
6 afford casino entertainment and who presently
7 participate in gaming locations outside of
8 Pennsylvania.

9 The site we have selected is
10 immediately adjacent to the Philadelphia Premium
11 Outlet Mall being developed by Chelsea Property
12 Group. They selected this location for the same
13 reason we did: The excellent demographics of
14 the area. Their project will include
15 approximately 120 stores and 460,000 square feet
16 of retail.

17 If our project in Limerick Township,
18 Montgomery County is approved, each of the three
19 counties that border Philadelphia will have a
20 casino entertainment facility, and each will
21 receive a share of the resulting economic
22 benefits. This seems fair for Montgomery
23 County, as many of the casino customers will
24 come from Montgomery County.

25 The site that we have selected in

1 Limerick Township is very large. It is
2 125-acres within a 350-acre tract of land
3 planned for commercial development. It is
4 capable of being developed into a very large
5 hotel, casino and conference center, without
6 being intrusive to the area because it is
7 buffered by several other major land uses.

8 We have planned a \$650 million project
9 that will be developed in two phases, due to the
10 requirements of the Gaming Act, whereas the
11 operator may apply for an additional 2,000 slots
12 after six months of operation.

13 Ultimately, the Limerick casino and
14 hotel conference center will consist of 5,000
15 gaming machines, 600 hotel rooms, 7 restaurants,
16 conference and banquet facilities, entertainment
17 facilities, parking facilities and provide
18 employment for approximately 2,000 employees.
19 We estimate that the first phase of the project
20 will take approximately 21 to 24 months to
21 construct.

22 We commissioned a project impact
23 report, as required by the Pennsylvania gaming
24 license application process. It was determined
25 that our project will create housing demand that

1 would be easily met by housing that is currently
2 on the market or under construction in the
3 region.

4 It was also determined that the project
5 would generate significant economic benefits for
6 the region; and that the hotel, conference and
7 banquet facilities would complement the
8 facilities at Valley Forge Convention Center and
9 help attract larger conventions to the area.

10 It was also determined that our project
11 would have limited impacts on local municipal
12 services that could be easily offset or
13 mitigated by the economic resources generated by
14 the gaming and property taxes.

15 One of the primary selection criteria
16 for selecting a gaming facility site is the
17 availability of safe, convenient customer
18 access.

19 It was determined that improvements to
20 the nearby highway 422 intersection that we are
21 willing to finance would provide a level of
22 service that meets or exceeds PennDOT standards
23 for the next 20 years, while at the same time
24 providing enough capacity to service another 1.5
25 million square feet of commercial development by

1 others on land adjacent to our project. Lastly,
2 it was determined that there are adequate water,
3 sewer and utilities to service the project.

4 With regard to fiscal impact, we expect
5 our project to generate approximately \$545
6 million gross gaming revenue annually for the
7 first 10 years of operation.

8 We believe that this facility will be
9 one of the most highly-patronized in the
10 Commonwealth; and therefore it will generate
11 very high revenues for the Commonwealth, the
12 county, the township and the Racehorse
13 Development Fund.

14 The numbers here are the annual
15 averages for 10 years of operations. These
16 forecasts were prepared by Sebastian
17 St. Clair of Christians on Capital Advisors.
18 They are a nationally-known firm, specializing
19 in gaming economics and feasibility studies. We
20 have provided their detailed forecast for the
21 record.

22 Furthermore, the project will create
23 employment and payroll and payroll tax dollars,
24 as well as the purchase of many goods and
25 services for the facility that together will

1 create an enormous economic stimulus to the
2 region.

3 This is an overview of the site. It
4 shows you the 125 acres adjacent to the premium
5 outlet mall just above it.

6 This next image shows you the layout of
7 the facility on the 125-acre site, adjacent to
8 the premium outlet mall.

9 This image shows you the first phase of
10 the project with 3,000 slots, 200 hotel rooms,
11 the conference and banquet facilities and
12 surrounding surface parking.

13 This image shows the gaming space
14 expanded to include an additional 2,000 slot
15 machines, an additional 400 hotel rooms and
16 three additional restaurants. A large parking
17 garage is also added in this second phase to the
18 right of the image.

19 This next image highlights the location
20 of an L-shaped hotel tower adjacent to the low
21 rise casino building.

22 This image shows you an aerial
23 perspective of the casino hotel adjacent to the
24 premium outlet mall.

25 And, lastly, this image shows you the

1 artist's rendering of the main portico here with
2 the main hotel in the background.

3 Now I would like to share with you an
4 overview of the property. I hope you can see
5 this better on your screen than this one out
6 here, it is kind of washed out. This shows you
7 the highway 422 and Evergreen Road forecast, or
8 rather, intersection in the foreground and in
9 its current condition.

10 These are single-lane entrances and
11 egresses from the highway 422. This
12 intersection is totally unsignalized at present.
13 It is only controlled by stop signs, and this
14 type of interchange is normally developed to
15 serve a rural area.

16 The tract of land on which we propose
17 to develop is immediately to the right or to the
18 northeast, if you orient it this way. It heads
19 north to the top. So this is what it looks like
20 today.

21 This next image shows you what the
22 project would look like with the premium outlet
23 mall developed adjacent to the highway 422 and
24 the casino hotel and conference center
25 immediately to the right of the premium outlet

1 mall.

2 This also shows you the interchange or
3 intersection of 422 and Evergreen Road fully
4 developed. All of the entrances and egresses to
5 422 have been widened and signalized, in this
6 image, to provide access to the site.

7 In the background, almost a mile away
8 from this interchange, you can see a fly-over
9 ramp for eastbound traffic to exit 422, come
10 over the freeway and into the site. And
11 similarly, there is an entrance onto 422 going
12 from the project back to the east.

13 That concludes my remarks. That is the
14 facility that we propose, and I thank you very
15 much for this opportunity to represent Boyd
16 Gaming here today.

17 (Electronic stoplight timer repaired.)

18 PRESIDING OFFICER EDMISTON: Thank you.
19 Our next speaker will be speaking on behalf of
20 Sands Bethworks. Bill Weidner.

21 Before you commence, as I note, this
22 display is illuminated. Perhaps we should have
23 had your lighting people deal with our traffic
24 light today.

25 And I thought we had a production.

1 MR. WEIDNER: It is a bit of a
2 pre-production we are getting an intro to.

3 PRESIDING OFFICER EDMISTON: I think it
4 is to the credit of your competitors for this
5 license that they haven't insisted that we run
6 the clock on the unveiling.

7 MR. WEIDNER: Is this on the clock?
8 We need a drumroll, here.

9 PRESIDING OFFICER EDMISTON: And
10 trumpet peal.

11 Well, sir, it appears as though you are
12 ready, and your time is started.

13 MR. WEIDNER: Thank you. We appreciate
14 very much the opportunity to address the Board
15 this morning, and we appreciate your time and
16 attention to what we are going to be unveiling
17 and talking about today.

18 I would like to first introduce some
19 folks that are in the audience with us Barry
20 Gosin and Mike Perrucci are here with Newmark,
21 the folks that actually had the vision for the
22 steel site overall.

23 A later on, Mr. Gosin is going to step
24 up with me to the model at the end to actually
25 point out what is in progress, what is in

1 process and what the plans are overall for the
2 site. Our good friends Jim Schwartzman and Pat
3 Dion, who are residents of Pennsylvania forever,
4 and friends for 20-plus years.

5 We have a bunch of our folks here, the
6 designers, the folks that are involved in local
7 impact, traffic, et cetera, and they are all
8 here in moral support of my presentation this
9 morning; and believe me, I need it.

10 It is always better to have visual aids
11 than to be a good speaker, so there are plenty
12 of visual aids for me here today.

13 what I want to do is talk to you today
14 about why we are here; and we are here because
15 of the steel. We are here because this site
16 represents so many different historic events.
17 It represents the building of the Golden Gate
18 Bridge, it represents the building of the Empire
19 State Building and the casting of the 18-inch
20 guns for the S.S. Missouri. It is a very
21 significant, important site.

22 Unfortunately, as things happen over
23 time, in 1984 there were significant downsizing
24 of the steel. The steel began in 1861, but by
25 1984 it was no longer economically viable. In

1 1995 closed. It became dormant. At one time
2 30,000 people worked at the steel at one point.
3 And as I say, it supplied the steel for
4 significant buildings and war efforts, et
5 cetera.

6 But the people stayed, certainly
7 behind. Think were drawn to the steel
8 originally, but Bethlehem continued to survive,
9 although it was very much wounded by its
10 economic heart; but what we intend to do is now
11 pump new blood into that economic heart.

12 It is really the vision of Barry Gosin
13 and the folks at Newmark that brought us
14 together.

15 I will tell you a little, quick story
16 overall. Newmark was introduced to us by our
17 activities, quite frankly, in developing our
18 mall in Las Vegas. We were in the process of
19 attempting to negotiate Barneys of New York to
20 bring a very large, 88,000 Barneys store to our
21 place in Las Vegas.

22 The President of our Las Vegas
23 operation, Rob Goldstein, happened to have
24 worked for me for about 20-some-odd years in
25 Atlantic City. As he was involved in the

1 process in negotiating for Barneys, he ran into
2 Barry Gosin laid out his vision for this
3 126-acre, that is, America's largest brownfield
4 sites.

5 And because Rob had spent so many years
6 working with me and another fellow by the name
7 of Brad Stone in Atlantic City, we recognized
8 immediately the value of the site, recognized
9 immediately the value of its location around
10 I-78, and recognized the emotional appeal that
11 could be utilized in looking at the site in its
12 entirety.

13 We bought immediately into Barry's
14 vision and his view that old steel could be
15 brought to new life; that new-life blood could
16 be pumped into new, downtown Bethlehem,
17 Pennsylvania; if we were creative enough; if we
18 were dynamic enough to look at it as an
19 overall-126-acre development, using the casino
20 and non-casino aspects that support the casino,
21 as a way of then driving value and driving
22 development across the entire site. We will
23 talk about that a little more later on.

24 what I would like to do is now
25 introduce you to our company; to give you a

1 background of our company, to give you a
2 background of who we are, what we do and get you
3 a sense of what we look like.

4 First of all, this is the Venetian in
5 Las Vegas. It was opened in 1999. A very
6 large, 3,000 all-suite-room property, that
7 utilized the idea of the history of Venice and
8 rewrapped the history of Venice in an
9 entertainment environment overall, complete with
10 canals and gondoliers and singing gondoliers
11 overall.

12 The key here is that we do do historic
13 redevelopment, utilize it as a way of being able
14 to create interest for an entertainment product
15 overall.

16 It encompasses many different pieces.
17 It encompasses a mall -- my operator here is
18 asleep. Come on, Andy, let's go here -- it
19 encompasses all-suite-rooms, it encompasses a
20 mall and the brand names in malls and
21 restaurants -- we will cue that here -- with
22 many of the brand-named chefs. It allows us to
23 create the relationships that we can bring to
24 bear here for people like Emeril Lagasse, brand
25 names like Letecec, guys like Thomas Keller with

1 Bouchon and so forth. We will be talking about
2 that later on also.

3 It is a comprehensive, all-inclusive
4 destination resort with about a million square
5 feet of carpeted meeting space, with 1.5 million
6 square feet of exhibition-style space.

7 But as I mentioned at the beginning,
8 the most important part about what we do there
9 is that we have taken and respected the history
10 of Venice. We have reinvented it. Rewrapped it
11 around an entertainment project similar to what
12 we propose to do here and in the downtown City
13 of Bethlehem.

14 This is the second phase of our project
15 called the Venetian Tower. It is 1,000 rooms,
16 again all suites. The reason I mention this, as
17 we look at the development overall, is we are
18 now in the process of completing the 64-acre
19 development for the world's largest destination
20 resort; 7,000 all-suite rooms, 2.5 million
21 square feet of meeting and convention space, 1
22 million square feet of mall, 35 restaurants, et
23 cetera, et cetera, et cetera.

24 And, again, the key here is, it is a
25 master plan development. It is a stage

1 development. We are right now in the third
2 stage of that development, at the 14th floor in
3 our core and about 7th or 8th floor with our
4 steel. And we are developing what we call the
5 Palazzo.

6 But, again, the reason that I point
7 this out is we are proposing a stage development
8 here. We are proposing a historic recreating.
9 We are proposing and planning to do this thing
10 in stages to bring new life to the steel
11 overall.

12 Let's now take a look at our
13 development plans in another place, China. We
14 opened in May of '04 in Macao, China, what we
15 call the Sands Macao. Again, it is a stage
16 development process. We built a
17 1.1-million-square-foot building in about a
18 14-month period. It has 470 table games, 950
19 slot machines and has been extraordinarily
20 successful. But it is only the beginning of our
21 master planning process.

22 Here is a wetfields project, as opposed
23 to a brownfield project. We filled in 250 acres
24 of the sea, and we are now in the process of
25 building the Las Vegas strip of Asia, in

1 something we call the Cotai strip. The Cotai
2 strip is a master-plan development. It is
3 anchored by the Venetian, again, using this
4 historic context once again.

5 Venetian Macao is being developed now.
6 It will open in summer of 2007. We are in
7 construction as we speak. We are at about the
8 32nd floor of a 35-floor tower overall. It
9 involves about 12 million square feet of
10 construction, including a 15,000-seat arena.

11 The reason, again, that I point this
12 out, is we are operating now from about 8,000
13 miles, in a very professional way. Our controls
14 are in place. Our money laundering controls are
15 in place.

16 We are developing, constructing,
17 building in an environment that is far, far away
18 from our home headquarters in Las Vegas. And
19 that just speaks to the credibility of our
20 ability to be able to operate and operate well
21 from almost anywhere. This just happens to be a
22 picture of a 15,000-seat arena that is part of
23 it.

24 But, again, a long-term development
25 process. A process that is staged. A process

1 that takes the historic wrappings, I guess you
2 would say, of a Venice, brings it to China and
3 creates an entirely new context overall. Again,
4 apropos for what we are planning on developing
5 here.

6 This is just a little shot of what is
7 called Hengquin Island, 1800 acres, 60 million
8 square feet of development space in mainland
9 China. It is next door, again, to Macao. It
10 just talks to how we plan, how we think, how
11 broadly we think; and that is what really
12 brought us to this development with partnership
13 with the Newmark folks.

14 People have recognized the value of
15 what we do, and we are very fortunate about
16 that. We are history's most valuable casino
17 company. No one has ever had a \$20 billion
18 market cap. We are now at about a \$22 billion
19 market cap; the largest, most valuable casino
20 company in the world in terms of market cap
21 value.

22 What that then speaks to is our ability
23 to be able to finance and develop what it is we
24 say we are going to do. So I just wanted to
25 make sure that we pointed that out.

1 That brings us to the most important
2 thing; that is, why we are here. As I mentioned
3 before, three of us that are the key guys that
4 drive this company, all have had a lot of
5 experience in Atlantic City. Cumulatively, we
6 added together 50 years of experience in
7 Atlantic City.

8 We developed, and I will show you a
9 slide a little later on, a system called Advance
10 Casino Management Corporation, which is an
11 automated system of tracking, mostly frequent
12 traffic.

13 From the database we developed there,
14 we recognized the value of the Route 78
15 corridor, and as we looked at Bethlehem, one of
16 the reasons that we are here, is we realized the
17 value of Bethlehem from a market perspective.

18 We realize the value of the 78
19 corridor, and particularly when you look at the
20 pie that is illustrated there, while there are
21 21 million adults within a 100-mile radius, the
22 very valuable north New Jersey market, Orange,
23 Newark, et cetera, the southern part of New
24 York, our forecast calls for about 50% of our
25 revenues coming from outside of Pennsylvania.

1 And our advisors tell us that somewhere
2 between 15 and 25% of the revenues in
3 Pennsylvania come from Pennsylvania currently
4 gambling outside of Pennsylvania. So somewhere
5 near 65 to 75% of the revenues generating here
6 will be new to Pennsylvania.

7 In other words, not only bringing
8 people in from out of state, but recapturing
9 revenues that are currently leaving Pennsylvania
10 going to a place like Atlantic City.

11 So we saw it as a very important market
12 and a very important statement that
13 Pennsylvanians can now bring their own money
14 home; that people in other states can bring
15 their money back to Pennsylvania.

16 It will support the schools and the
17 development and the jobs and the things that we
18 are doing here now.

19 Take a look at the project overall. We
20 will just take a moment on the first phase of
21 the project. The important thing to point out
22 here on the right-hand side; that it would be on
23 the eastern side of the Minsi's Trail Bridge is
24 the casino project.

25 The casino project is master planned

1 for 5,000 slots, opening obviously with 3,000
2 slots. There are about 6200 parking spaces on
3 the entire site, 4200 of which are at the site
4 itself, 600 of those for employees; but that,
5 again, is on the eastern side of the Minsi Trail
6 Bridge.

7 The Minsi Trail Bridge actually creates
8 a transitional point to the support elements.
9 So you will see on the western side of the Minsi
10 Trail Bridge, you will see the retail. You will
11 see the dining. You see a 300-room hotel, a
12 multi-purpose conference type space and a
13 cineplex.

14 The key here is, as we transition from
15 casino to casino support, casino support
16 elements now then support, as you see in phase
17 two there, mall -- or pardon me -- additional
18 mall and loft-type development.

19 So the idea is to take those things
20 that are non-casino supporters and help them
21 push the development process across the site
22 overall.

23 Mr. Gosin and I will talk about that
24 momentarily as we step up here, but I wanted to
25 point that out first.

1 This shows you the site overall, I
2 think better illustrated by what is happening
3 here. You will see illustrated here, the
4 things on the site that will either remain and
5 be historically brought to date, or the
6 partnerships that we have formed or that
7 Mr. Gosin has formed with local community
8 entities that will bring life to
9 the -- I will call it the western side of the
10 site overall.

11 I think it is better for us to talk
12 about that in detail as we step up to the model
13 after I finish.

14 Here are some of the images, and you
15 see some of them here in real life on what
16 happens on the interior. The exterior is
17 well-illustrated, I think, by the model overall;
18 but the interior of the building now brings that
19 sense and feel of the steel to the folks that
20 come in through the door.

21 Again, the idea is to give them a sense
22 of place, and the place that they are in. As
23 they accept the fact that they are in this
24 context, we will introduce them to the rest of
25 the site, and we suggest to them, they can shop,

1 they can dine, they can be entertained, and they
2 can even live on the site overall.

3 And by combining the historic elements
4 of the site, bringing the historic elements of
5 the steel inside of the building, we create not
6 only a sense of entertainment and place, but we
7 create the ability to be able to assent the
8 development of the entire 126 acres, something
9 that is extraordinarily important to us.

10 We utilize our relationships so we have
11 a Cheesecake Factory in Las Vegas, we have the
12 Tao restaurant in Las Vegas. I will say we have
13 a relationship with Wolfgang Puck, Emeril
14 Lagasse. We have talked to all of them about
15 bringing their restaurant concepts to Bethlehem
16 in the context of what we are doing here.

17 The Newmark folks have been very, very
18 active. Not only with Barneys, as I mentioned
19 before as a possibility, but Adidas and other
20 brands. They have letters of intent for the
21 mall aspect of what we are developing here.

22 We think the synergistic development of
23 casino entertainment in combination with dining,
24 with shopping, with other forms of
25 entertainment, hotel, meetings, et cetera, makes

1 for a wonderful heart, I guess you would say, to
2 drive the development process, to then drive
3 non-casino development across all 126 acres.

4 We also create our relationships with
5 our friends and neighbors there in Las Vegas,
6 the Agassi folks. They are interested in
7 bringing a 24-hour fitness as one of their
8 enterprises there.

9 Those partnerships, those relationships
10 that we bring to bear here, will make it a very
11 special place to come, to visit and drive
12 visitation here to Pennsylvania.

13 I mentioned ACSC. It just happened to
14 be the system that we developed when we were in
15 Atlantic City. The important thing to point out
16 here is we have about 50 years of Atlantic City
17 experience, and no conflict of interest because
18 we don't have investments in Atlantic City to
19 protect. So our entire rason d'etre is to drive
20 visitors to Pennsylvania and maximize the value
21 of this license in terms of generating income
22 for Pennsylvania and income for the project
23 overall.

24 We are proud of our corporate
25 citizenship; not only in Las Vegas and in Macao,

1 but with the kinds of things we have begun to
2 develop here and the relationships we have begun
3 to develop here in Bethlehem.

4 We are committed to local hiring and
5 training, and we formed our very first
6 partnership here with Northampton Community
7 College. Northampton Community College
8 currently is on the site. We have a letter of
9 intent with them for them to train, cross-train
10 and retrain locals to be able to give them the
11 jobs, the majority of the jobs, that will be
12 developing here.

13 We have been committed, continue to be
14 committed to good pay and benefits. It is
15 important for employees to feel that they are
16 taking care of their families, important for
17 them to be able to focus on our guests, and can
18 focus on our guests when they are well taken
19 care of by us. A fundamental philosophy of the
20 company.

21 We are also committed to diversity.
22 We have done many things here, locally, overall;
23 but we have been fortunate to be awarded many
24 different awards by the community in terms of
25 our commitment to diversity. We continue to be

1 committed to diversity certainly here and in
2 Macao and in Las Vegas, and the places that we
3 operate.

4 We are proud of our charitable giving.
5 We formed partnerships with locals to be able to
6 develop and help them in their communities,
7 focusing primarily where our employees live so
8 that they are supported in their neighborhood,
9 as well as supported at work under our auspices.

10 And we formed local partnerships there
11 through those relationships in Atlantic City --
12 pardon me -- in Las Vegas and Macao and intend
13 to do that, certainly here, continue that
14 heritage, I guess you would say, overall.

15 One thing we are particularly proud of
16 is our responsible gaming.

17 (Video played.)

18 MR. WEIDNER: Dr. Howard Shaffer has
19 helped us put together an industry-leading
20 program of what we call Play Responsibly. It is
21 something that we sponsor and developed in all
22 of our resort operations, both in Las Vegas and
23 in Macao; something we have a commitment to, and
24 that we will put in place here to then address
25 ourselves to the issues that relate to

1 responsible gaming, responsible overall.

2 We are very proud of our community and
3 partnerships that we have developed here.
4 Newmark, Barry Gosin and our partners have been
5 very involved with steel stacks, with the
6 development of PBS 39 on the site itself, and
7 particularly with the development of the
8 National Museum of Industrial History and their
9 relationship with the Smithsonian. It is
10 something that we respect, something that we
11 think adds value to the site, something we are
12 committed to with them, and to cooperating with
13 them to make sure that those local partnerships
14 bring that life and that community involvement
15 to the site that is so all important.

16 With that, I want to kind of wrap it up
17 by talking about, we believe that this is a
18 poster child development for Pennsylvania. We
19 believe this is what the Act really envisioned.
20 Not just raising the maximum tax revenues from
21 the license overall, but the commitment to
22 redevelopment and the commitment to a broader
23 development base.

24 We think that this creation, primarily
25 driven by Barry Gosin's original vision,

1 supported by us, and the combination of our
2 efforts cooperatively, we can bring new life to
3 the old steel. We can bring new life and new
4 economic reason for downtown Bethlehem, and we
5 can bring 126 acres of brownfields project back
6 onto the tax rolls, back to the economic
7 vitality of the region.

8 We will generate about 1825 direct jobs
9 as a 3,000-slot operation. We will add about
10 912 indirect jobs, according to our experts
11 here. As we get to a 5,000-slot operation, we
12 will have 2737 permanent jobs. Then with the
13 indirect jobs, with the expansion overall, will
14 bring the total number of jobs generated by the
15 site permanently to a little over 3100 jobs. We
16 think an important direct benefit.

17 That doesn't count the additional jobs
18 as the rest of the development site is done. We
19 think that the historic respect for the history
20 of the steel, generated by what we do in terms
21 of our design process to really maximize the
22 opportunity.

23 We also believe this is a development
24 dream team with a lead operator in the casino
25 business with the highest market cap company,

1 combining their efforts with the vision
2 development of the Newmark Group and Barry Gosin
3 and his people bring the best combination of
4 real estate development, operations, design and
5 the combination of the respect for the history
6 of the steel, bringing something to Pennsylvania
7 that has never been seen in its history, and we
8 think something that is very, very significant.

9 with that, I end the formal part of my
10 proposal. I think I still have enough time to
11 ask Barry Gosin to step up. We want to talk you
12 through a bit about what the plans are for the
13 site overall.

14 We are going to share this. How is
15 that?

16 MR. GOSIN: Great. Great.

17 First, a couple things before I go
18 through the site. I just want to say, we bought
19 the site a year and a half ago in August, and we
20 were approached because of the nature and the
21 history of the site by several gaming companies.
22 And when we walked Bill and Rob through the
23 site, they got it.

24 This site is an amazing site. You
25 don't appreciate it when you drive by it, you

1 fly over it and from the distance. But when you
2 are on the site, you get the feeling of history,
3 the sense of architecture and what went on here
4 for many, many years.

5 So we chose the Venetian for many of
6 the reasons that Bill portrayed here. They are
7 the gaming company that understands an
8 integrated development site.

9 We didn't want to have a partner who
10 was going to build a box with 5,000 slots and
11 then we would be concerned about what would be
12 done on the rest of the site. So we formed a
13 joint venture to develop the entire site. Phase
14 one being, as we start over here, on the other
15 side of the Minsi Bridge.

16 If you notice, if you look from the
17 distance, this is very respectful of the context
18 and the texture of the town. It's not going to
19 be -- this is not Las Vegas. This is not
20 Atlantic City. This is Bethlehem. And it needs
21 to be respectful of the history and the
22 architecture and what went on in this site, and
23 it can't be disrupted to the feeling of the
24 town.

25 So we were very concerned about that,

1 and the buildings that have been designed with
2 the materials that have been designed have been
3 based on the consideration of that history.

4 If you notice, it is not a bunker.
5 There is not a bunker parking lot that you look
6 at from a distance. We are careful to place the
7 parking so that it isn't intrusive into the
8 town.

9 We have preserved 22 -- we are
10 preserving 22 of 32 buildings. Here you have
11 the casino. The Ore Bridge, which is there and
12 decaying, is going to be restored as part of the
13 entryway for the site, with the casino here
14 connecting under the Minsi Bridge³ to the retail
15 and 300-room hotel.

16 Now, you should note, we had some names
17 on that -- names of retailers on those sites.
18 We have letter agreements, subject to gaming,
19 signed for at least 25% of the initial phase of
20 300,000 square feet for the retail component.
21 Those agreements are signed and they are
22 prepared to come here with respect of getting a
23 gaming license.

24 As you move further along the site, the
25 phase -- the restaurants, the retail, the

1 maintenance of the high house where the guns
2 were built during the war, this is a very high
3 building, and this is going to be preserved.

4 The machine shop, which is a large
5 building, which is actually a third of a mile
6 long, there's an annex to it, which will most
7 likely be housed -- and this is in the second
8 phase -- loft housing, a continuation of the
9 retail. The bones of the steel will remain so
10 that the site will be interpreted as it was.

11 And as you move further along here,
12 more retail, multi-plex. There is a building
13 here for the expansion of the National Museum of
14 Industrial History with the Smithsonian.

15 This building -- and if any of you have
16 been up to MassMOCA, the design and the glass
17 and the preservation of the buildings will be
18 part of the National Museum of Industrial
19 History.

20 They have already started, so that will
21 be here. The gas blowers will be preserved as a
22 form of a museum. The blast furnaces will also
23 be kept and lit up.

24 There you see a lit building, here,
25 public PBS is putting their studio on the site.

1 This will be a live studio with a live
2 audience -- I mean, a live audience studio where
3 people can walk along the street and look in as
4 many do in New York City, which is very popular
5 to see the Today Show.

6 The one thing that is important to note
7 is that this is not designed as a bunker, as
8 opposed to on an interchange. This is part of
9 the city. The streets are going to be
10 reintroduced. It will be accessible. It will
11 be part of the town. It will feel like part of
12 the town, and the casino will be blended into
13 the development onto the opposite side of
14 the -- on the other side of the Minsi Bridge.

15 Going further, you have the stock
16 house, which is an 1869 building, which is the
17 oldest building on the site, which will act as a
18 visitor's center.

19 You have ArtQuest, Music Fest. For
20 those of you who attend Music Fest, they will
21 finally have a 3500-seat venue indoors, as well
22 as their ArtQuest, ballet, youth ballet and
23 other programs that they support, in addition to
24 a multi-purpose conference center, which will be
25 part of the Venetian's initial plan.

1 If you go, that is the -- right there
2 is a large building, the former headquarters of
3 Bethlehem Steel. We are going to convert that
4 to apartments. There is about 400,000 square
5 feet of apartments.

6 The building further is -- to the right
7 is the Northampton College, which is already
8 under way. Next to it is the first phase of the
9 National Museum of Industrial History.

10 The building next to that, parallel to
11 that, is the electric shop; and that will be
12 retail and apartments, and then there's the
13 stone foundry. The stone foundry, we haven't
14 figured out the use for it; but this entire --
15 this entire site is going to be more than just a
16 mall development on an interchange, but a
17 development project which is fully integrated
18 into the community and driven by the casino
19 revenues.

20 So I guess -- I don't know whether I
21 left anything out, but I guess that really
22 covers it.

23 MR. WEIDNER: That was kind of the
24 drumroll, I guess you would say.

25 I think the key thing for us to point

1 out here is, you know, Barry's vision for the
2 rest of the site ran into our plans for how we
3 developed for how we develop.

4 So we took -- we were careful to
5 keep the non-casino elements separated, at
6 least -- not necessarily physically but
7 psychologically from the casino elements.

8 You can easily access the casino
9 elements from 78 and 412 off the roadways,
10 captured into the parking area. That is why
11 parking was so important next to the casino
12 element.

13 Then the non-casino elements not only
14 support casino overall, the hotel overall, but
15 then support living environments. People don't
16 necessarily want to live in a casino, but they
17 certainly will live in an area that is vibrant,
18 fun, exciting, that involves history, that then
19 involves being able to shop, dine and be
20 entertained in a non-casino way.

21 So we were very careful about how we
22 developed the project overall, to make sure that
23 Barry's vision for the rest of the site was
24 really assentive by what could be done with the
25 non-casino support elements to make sure that

1 the entire site gets the value of the casino
2 entertainment portion of it. I would simply
3 point that out.

4 We worked very closely to make sure
5 that that worked, and we did it within the
6 40-minute time period. We thank you for your
7 attention. We think it is an exciting project,
8 and we look forward to you granting us the
9 ability to be able to make this whole thing come
10 to life.

11 Thank you very much.

12 PRESIDING OFFICER EDMISTON: Thank you.
13 I am expecting that the model will be covered
14 before we commence with the next speaker. Okay?

15 (Model was covered.)

16 PRESIDING OFFICER EDMISTON: It seems
17 as though we are ready to resume. So if you
18 will please take your seats and your
19 conversations and accord the next presenter the
20 attention to which the entity is entitled.

21 It's my understanding on behalf of
22 Tropicana Pennsylvania, LLC, Mr. Robert Hancock?

23 MR. HADDOCK: Haddock.

24 PRESIDING OFFICER EDMISTON: Mr.
25 Haddock will be commencing. And as you do, sir,

1 your name, municipality, state of residence, and
2 you are on the clock now.

3 MR. HADDOCK: Okay.

4 well, good morning. My name is Robert
5 Haddock. I am the Chairman of the Board of
6 Directors, President and Chief Executive Officer
7 of Aztar Corporation. Aztar is a public company
8 whose stock is traded on the New York Stock
9 Exchange. We are headquartered in Phoenix,
10 Arizona; and that is where I live.

11 Most people know our company by the
12 name Tropicana because we own and operate the
13 Tropicana casino resort in Atlantic City and the
14 Legendary Tropicana in Las Vegas.

15 I would like to begin by telling you
16 how it came to pass that our company made the
17 decision to select Allentown as the location for
18 our gaming application.

19 I was raised 75 miles from here, up the
20 northeast extension of the turnpike, in a little
21 town south of Scranton.

22 When I was a kid, my parents brought me
23 to the Lehigh Valley frequently. I remember
24 coming to Bethlehem, the Christmas City, with
25 its trees and lights and quaint shops. It was

1 great. Still is.

2 And I remember coming to Allentown with
3 lively restaurants along Hamilton Street and
4 particularly the decorations and the music at
5 Hess's department store, which is right across
6 the street. I loved that strawberry cream pie
7 in Hess's restaurants.

8 As a teenager, I worked in my father's
9 garage and attended high school at Scranton
10 Prep; and when I was 18, I left Pennsylvania to
11 go to college and graduate school.

12 And while my professional life
13 eventually unfolded in the west, my strong
14 family ties have kept me close to eastern
15 Pennsylvania. In fact, my 89-year-old father
16 still lives in Scranton in the same house I was
17 raised, and I visit him regularly.

18 Anyway, when the gaming law was passed,
19 to me the Lehigh Valley was a logical place to
20 look for an opportunity to compete for a gaming
21 license. I knew the area well, I have kept
22 abreast of some of the favorable development
23 trends in the valley, and I was also aware of
24 some of the difficult challenges for the local
25 community, particularly here in Allentown.

1 So I instructed my development team to
2 explore potential locations for a gaming license
3 in the Lehigh Valley, and I also told them that
4 I thought we should look especially hard in the
5 city of Allentown because I felt that we could
6 do a project here that could really make a
7 difference.

8 This morning I am very pleased to be
9 able to present what we think is an absolutely
10 terrific project, at a superb location for a
11 gaming facility.

12 In my opinion, it is a project that
13 makes tremendous sense for the Commonwealth of
14 Pennsylvania. It is also a project that can
15 provide a huge economic kick-start for
16 Allentown, and for the whole region, which is
17 why I am so very excited to have the opportunity
18 to tell you about it this morning. And I thank
19 you very much for the opportunity.

20 Azstar Corporation is one of the most
21 experienced gaming companies in America. We
22 have been in business for 25 years. We own and
23 operate one and a half billion dollars of gaming
24 assets. We have 9800 employees, and a
25 substantial number of those men and women are

1 union members.

2 As this map indicates, we have five
3 gaming operations. The Tropicana in Atlantic
4 City is the largest of our properties. It
5 opened for business in 1982, and it has been
6 expanded three times.

7 The last expansion, which opened a year
8 ago, added additional hotel rooms, had a dining
9 entertainment and retail complex called The
10 Quarter. Maybe some of you have seen it. Our
11 customers say they love it, which must be true,
12 since it is usually jamb-packed.

13 This is our Tropicana in Las Vegas. It
14 is a classic Las Vegas property with a storied
15 history; a wonderful casino with a Tiffany glass
16 ceiling, and the famous Folies Bergere
17 production show.

18 Together, our Tropicanas in Atlantic
19 City and Las Vegas have over 4,000 hotel rooms.
20 So we know how to operate the properties. But
21 we also know how to do business in smaller
22 venues and in local communities.

23 This is our property in Laughlin,
24 Nevada, which is a small town on the Colorado
25 River, that is in border with Arizona. We have

1 been in business here since 1988.

2 This is our riverboat property in
3 Caruthersville, Missouri. Caruthersville is a
4 tiny farming town in the bootheel of Missouri,
5 and we have been doing business here for 11
6 years.

7 This is our property in Evansville,
8 Indiana. We competed for a license in Indiana
9 12 years ago, much as we are competing for a
10 gaming license here in Allentown. We won that
11 license and have been in business now for 10
12 years.

13 We are going to talk a lot more about
14 Evansville later in this presentation, because
15 we think our experience there is highly relevant
16 to what we are proposing to do here in the
17 Lehigh Valley.

18 Now I would like to tell you what we
19 envision for Allentown. Our goal is to create a
20 magnificent destination resort, at which we can
21 offer a top-quality entertainment experience.

22 The market for our facility will be the
23 10 million adults living within 75 miles of
24 where we are sitting here today. In order to
25 adequately serve that huge market, we want to

1 develop a destination entertainment facility,
2 not just a slots parlor.

3 In the casino industry, as is true in
4 all real estate endeavors, the key to success is
5 location, and we think we have absolutely the
6 best location in the Lehigh Valley for a gaming
7 resort.

8 The Route 22 corridor provides
9 tremendous access to our location from all
10 points within the Lehigh Valley and from the
11 major metropolitan areas in New York and
12 Philadelphia.

13 Our site is at the intersection of
14 American Parkway and Agere Way, marked here,
15 where we have about 24 acres. This site is
16 approximately 1.3 miles from the intersection of
17 Route 22 and Airport Road. It is just minutes
18 from the Lehigh Valley Airport. There are
19 four-lane roads right up to the site.

20 The real estate has been affirmatively
21 zoned for gaming operations. It has also been
22 fully tested by environmental experts who did
23 not identify any conditions on the property that
24 would delay the development of the project.

25 The site is within a pocket of

1 commercial uses. There are no residences,
2 schools or places of worship nearby.

3 Here is a photo of the site on which we
4 have overlaid the master plan of our project. I
5 will just point out that this is the master plan
6 of the project, that as you will see in a
7 moment, is to be developed in two phases. This
8 is American Parkway, a four-lane road that comes
9 out to Airport Road, which is over here, and if
10 you were to go this direction north, the
11 intersection of Route 22 and the airport would
12 be here.

13 So you would come down Airport Road,
14 turn left on American Parkway -- right on
15 American Parkway, left into the project. Very,
16 very easy access to the project.

17 When we began to define the scope of
18 the project, we had two goals in mind. The
19 first goal was to design something that was
20 realistic.

21 Often there is the temptation for
22 developers to try to sell a project by over
23 promising. But I insisted that our development
24 team not play that game. We certainly wanted a
25 compelling project, but we also wanted to be

1 sure that our proposed scope and design could
2 actually be built.

3 The second goal was to have a design
4 that provided for our ability to expand the
5 facility; that is why we bought enough land to
6 accommodate more than just the initial phase of
7 development. So what you see here is the
8 footprint for a project that we firmly believe
9 fulfills these two goals.

10 Now, I would like to show you the
11 phases of the development. Here is a site plan
12 for the initial phase of development. Again,
13 the entrance to the project would be here. You
14 would drive up -- the project sits on a knoll,
15 so it would be highly visible and impressive as
16 one came up the road.

17 The project components in the initial
18 phase are 100,000 square foot of casino space
19 with 3,000 slot machines, which would be in this
20 area here; a 250-room hotel, which you will see
21 in a moment, sits here; about a dozen
22 restaurants and lounges; a multi-purpose
23 showroom; 15,000 square foot executive
24 conference center; a 3,000-space parking garage,
25 which is here; 400 surface parking spaces and

1 parking for motor coaches.

2 This is an artist's rendering of the
3 initial phase of development. I think the
4 architecture is terrific, very exciting; but the
5 design is also in keeping with the nature of
6 this community.

7 Here is what you will see as you drive
8 in; the hotel porticochere on the right, the
9 casino to the left of the hotel tower, and the
10 parking garage to the left.

11 The surface parking is off to the
12 right. The entire site will be extensively
13 landscaped and lighted.

14 As you draw nearer, you will sense the
15 color and vibrancy of the exterior and the
16 landscaping. I think you can actually feel the
17 energy, the energy and activity inside. It will
18 definitely be a first-class experience.

19 The hotel lobby will be spacious and
20 nicely-appointed, encouraging easy circulation
21 to the front desk, and then onto the other
22 facilities of the property.

23 Once you have reached the casino and
24 the dining and entertainment area, you will feel
25 the full effect of the Tropicana theme.

1 This is a rendering of the inside of
2 the facility, with the ceiling painted to look
3 like the outdoors. The interior will present a
4 warm, inviting, sunny feeling, with bright
5 tropical colors and decor.

6 The dining entertainment and retail
7 facilities and the casino will be integrated so
8 that the consumer will have the feel of a
9 highly-animated and entertaining space.

10 Artist's renderings are okay, but
11 photographs provide a more concrete sense of
12 what we are planning to offer at the Lehigh
13 Valley Tropicana. This scene and the next two
14 are from the corridor at the Tropicana in
15 Atlantic City. They show the look and the feel
16 of what we want to accomplish at the Lehigh
17 valley Tropicana.

18 The interior architectural style, the
19 colors on the walls, the floors, the palms and
20 lights, the dome ceiling painted to look like a
21 sunny, tropical day, all create a warm and
22 friendly but exciting ambiance.

23 You see here the entrance to Cuba
24 Libre, one of the most successful restaurants in
25 The Quarter. We also have the Palm and

1 Carmine's from New York City, as well as PF
2 Chang's and many others.

3 Our plan is to offer a wide choice of
4 restaurant concepts of a similar level here in
5 Allentown, and several of our tenants in
6 Atlantic City have signed letters of intent with
7 us.

8 As the camera backs off a little here,
9 you can get a sense of the place. This is the
10 look and feel we want to achieve in the Lehigh
11 valley Trop. It will be great.

12 The Commonwealth of Pennsylvania
13 legalized slot machine gaming for the economic
14 value it would bring. In our project, the
15 economic value added will be substantial.

16 The initial phase of the development
17 will have a project cost of \$325 million. The
18 construction will generate 750 construction
19 jobs. Once opened, the Lehigh Valley Trop will
20 have more than 1300 jobs, total pay and benefits
21 of employees will be around \$50 million, the
22 average annual employee earnings will be
23 approximately \$35,000 per full-time employee.

24 The tax revenues to the state and the
25 local communities will exceed \$160 million, and

1 we expect local purchases of goods and services
2 to add up to more than \$35 million a year.

3 Now, all of that is in the initial
4 phase of development, but as I said, the site
5 has been master planned for future expansion.
6 We have a larger vision for the Lehigh Valley.

7 The second phase contemplates more
8 casino surface, more hotel rooms, more
9 restaurants and lounges. We also plan to add
10 retail space for shopping in the second phase.

11 When the property is built out through
12 phase two, we estimate we will have invested
13 over \$525 million. It will then have a casino
14 large enough for 5,000 slot machines, a 500-room
15 hotel, a spa, retail, over 20 restaurants and
16 lounges, an executive conference center, and
17 parking for over 4500 cars.

18 As you drive into the fully-developed
19 Tropicana, this is what you will see. A
20 stunning view of a superb facility.

21 And here is the artist's rendering of
22 the fully-built property. I think you will
23 agree that it is magnificent, a true destination
24 resort. It will be one of the premiere
25 entertainment facilities in the northeast.

1 Now I would like to talk about an issue
2 that we think is very, very important. One of
3 the things that sets our application apart is
4 that our operating teams know how to function in
5 smaller communities, in places like
6 Caruthersville and Laughlin and Evansville.
7 These are local markets, places very similar to
8 the Lehigh Valley, where understanding the
9 community's needs and being a good corporate
10 citizen are very important.

11 To talk about that aspect of our
12 application, I would like to introduce Jim
13 Brown, who is the president and general manager
14 of our property in Evansville, Indiana.

15 Jim has headed up our operations in
16 Evansville since that property opened 10 years
17 ago. Since Allentown has a lot in common with
18 Evansville, I think you will find Jim's
19 experience to be highly relevant to our efforts
20 here in Allentown. Jim.

21 MR. BROWN: Thank you, Bob.

22 Good morning. I am Jim Brown,
23 President and General Manager of Casino Aztar
24 Evansville, our gaming entertainment facility in
25 Evansville, Indiana.

1 I also serve as a member of our Lehigh
2 Valley Tropicana development team. I began my
3 career with Aztar in 1986 at the Atlantic City
4 Tropicana. In 1988, I opened and served as Vice
5 President of Operations at our Laughlin, Nevada
6 property.

7 I moved to Evansville, Indiana in
8 February of 1995 to open Casino Aztar
9 Evansville, which at the time was the first
10 gaming facility to open in Indiana, after casino
11 gambling was legalized there in 1993.

12 In addition to my aforementioned
13 responsibilities, I have also served as a
14 chairman of the Casino Association of Indiana
15 for the past four years.

16 I would like to take a moment and speak
17 on several topics that I believe are of critical
18 importance when selecting a licensee to operate
19 a gaming facility, and I do so from the actual
20 experience of operating Casino Aztar for 10
21 years in Evansville, Indiana. I ask that you
22 not only listen to our promises, but I ask that
23 you also look at our record.

24 Evansville bears many similarities to
25 Allentown. Evansville is Indiana's

1 third-largest city, as Allentown is in
2 Pennsylvania.

3 when the opportunity to host a gaming
4 facility was first introduced there, Evansville
5 was at a point in its history where it was
6 looking for an economic catalyst to boost city
7 finances and create employment opportunities as
8 Allentown is now.

9 A gaming facility was expected to
10 provide such a stimulus for economic growth
11 while operating within the community's
12 already-established standards and values, and it
13 did.

14 Creating jobs comes with the territory,
15 but how those jobs are created is also of
16 relevance. In Evansville, we currently employ
17 1200 local residents. Our employees enjoy
18 good-paying jobs, they have the opportunity to
19 participate in a comprehensive benefits program,
20 and they are offered advancement opportunities.

21 In Evansville, we wanted to create
22 opportunities and opportunities for those most
23 needing them. With guidance from city
24 officials, we targeted specific areas within our
25 community for employment opportunities. We then

1 aggressively pursued potential employees from
2 these areas.

3 We opened up satellite employment
4 centers in these areas and later satellite
5 training centers. Today 45% of our work force
6 either reside or did reside in the initial
7 targeted areas of the city.

8 Along with this, our minority work
9 force, as a percentage of our total work force,
10 is almost double Vanderburgh County's minority
11 popularity percentage.

12 Our employees enjoy good-paying jobs
13 with good benefits, skills training and
14 opportunities for advancement.

15 In fact, we have twice been honored by
16 the Private Industry Council of Southwest
17 Indiana as Vanderburgh County's Business of the
18 Year for contributions to the improvement of
19 area work force development.

20 Evansville and our surrounding area has
21 also experienced unprecedented tourist growth
22 since our opening in 1995. We work proactively
23 with our Convention and Visitors' Bureau, as
24 well as our local hospitality industry on an
25 ongoing basis to develop our area as a viable,

1 regional, tourist destination.

2 In addition to our direct contribution
3 to area tourism and tourism expenditures, a
4 study completed for the Evansville Convention
5 and Visitors' Bureau concluded that in one year
6 alone, over \$92 million was generated in tourism
7 expenditures in Vanderburgh County by visitors
8 to our facility. This figure did not include
9 spending at Casino Aztar. Our efforts to
10 cross-promote our entire community helped
11 materially in reaching those tourism spending
12 figures.

13 Aztar made a commitment to purchase
14 goods and services locally in Evansville. We
15 also pledged to support minority and women-owned
16 businesses, and we continue to responsibly
17 address this commitment.

18 To date, the majority of our purchases
19 have been made from local businesses, and we
20 have exceeded all goals for purchases for
21 minority and women-owned firms. Where there
22 were no suppliers for a specific good or
23 service, we have conscientiously assisted in the
24 creation and development of real, viable
25 business entities and have mentored and

1 developed ongoing relationships with these
2 firms.

3 We have also received the Circle of
4 Excellence Award by the Indiana Regional
5 Minority Supplier Development Council seven
6 times for outstanding achievement in minority
7 business development for our sustained and
8 ongoing efforts.

9 In Evansville, we take a highly
10 proactive approach to the identification and
11 prevention of problem and under-aged gambling.
12 Responsible gaming awareness information is
13 included in our employee handbook, is a key
14 component in our employee orientation programs,
15 and follow-up training and reinforcement is
16 provided on an ongoing basis.

17 We display customer awareness materials
18 such as posters, brochures and cards throughout
19 our facility, and we also make these materials
20 available to customers through our employees.

21 We were Indiana's first casino to
22 develop and implement a voluntary self-exclusion
23 program for individuals who feel they may have a
24 gambling disorder. And we then worked with the
25 Indiana Gaming Commission as they developed the

1 statewide self-exclusion program. We take this
2 issue seriously, and Allentown and Lehigh Valley
3 can expect the same high level of commitment as
4 we operate our business here.

5 It is not unusual for communities
6 considering gaming to express concerns over
7 crime and increased financial burdens for local
8 government.

9 We have not seen increases in crime,
10 nor additional governmental financial burdens in
11 Evansville, and we encourage you to verify this
12 with our city officials and community leaders.

13 What we have seen, however, is a
14 partnership between Casino Aztar and the City of
15 Evansville. We have seen increased capital
16 investment, employment, tourism and revenues to
17 government.

18 We have seen projects, new parks,
19 street and sewer improvements, the renovation of
20 a historic theater, a new convention center, a
21 new river front, a children's museum, housing
22 initiatives, a municipal dock, a new downtown
23 school and learning center. And these are but a
24 few of the projects and initiatives undertaken
25 and funded partially or entirely through gaming

1 proceeds.

2 Community involvement is a high
3 priority within our company. In Evansville, we
4 have continued to demonstrate this strong
5 commitment by contributing time, resources and
6 support to a wide array of local agencies,
7 organizations, charities, funding efforts, and
8 numerous other worthy causes throughout our
9 community.

10 Our management staff currently serves
11 on over 25 area boards. Aztar's commitment to
12 our local communities is passionate, steadfast
13 and can be counted on in Allentown and Lehigh
14 valley.

15 As I look back, I can see with every
16 confidence that Aztar has proudly fulfilled the
17 goals we established, the commitments we made
18 and the obligations we accepted in our
19 relationship and partnership with our local
20 community 10 years ago.

21 We have received numerous testimonials
22 validating this. In fact, three Mayors have
23 held office in Evansville during the ten years
24 we have been in business there. Recently they
25 all signed a letter to Allentown Mayor Ed

1 Pawlowski that stated, "We can offer unqualified
2 praise for how the company and its managers and
3 its employees have handled themselves here and
4 their commitment to the community. They have
5 been an outstanding corporate citizen, the kind
6 more communities should have."

7 The letter further stated, "They have
8 kept every promise ever made to us. The company
9 and its management have helped take our
10 community to a higher level and achieve the
11 goals we have for our citizens."

12 We at Aztar firmly believe we are a
13 better company for having become a part of the
14 Evansville community, and will be an even better
15 company for bringing our Evansville experience
16 to Allentown and to the Lehigh Valley.

17 In Evansville, we have witnessed and
18 participated in investment growth, employment
19 growth, tourism growth, spin-off business
20 growth, and enhanced revenues to the city and
21 county, which have been reinvested in numerous
22 projects, programs and initiatives designed to
23 improve the quality of life for residents
24 throughout our community.

25 On a personal note, I look forward to a

1 Long relationship with Allentown and the Lehigh
2 Valley. I plan to remain involved in the
3 development and operation of the Lehigh Valley
4 Tropicana, and I will remain accountable to the
5 local community as we fulfill the pledges that
6 we have made and the responsibilities we have
7 agreed to undertake.

8 Selecting the right company to operate
9 a gaming and entertainment facility truly does
10 make a difference. Evansville, Indiana has seen
11 this.

12 We pledge to you that Aztar will bring
13 the same enthusiasm, conviction and
14 determination to Allentown, the Lehigh Valley
15 and the Commonwealth of Pennsylvania, and do so
16 for the long term.

17 Thank you.

18 At this time I would like to introduce
19 Aztar's Executive Director of Development,
20 Mr. Rich Ruden.

21 MR. RUDEN thank you, Jim.

22 Good morning. My name is Rich Ruden,
23 and I am the Executive Director of Development
24 for Aztar Corporation. I am here to discuss the
25 economic, fiscal and qualitative impacts of the

1 proposed Lehigh Valley Tropicana.

2 I will also include in my presentation
3 a list of accomplishments and significant
4 development milestones that the Lehigh Valley
5 Tropicana has realized to date.

6 Let me begin by saying that I
7 personally have been in the Lehigh Valley since
8 January of 2005, and there is no better choice
9 for the Lehigh Valley than the Allentown
10 project. It is the best match for the economic
11 benefits derived from Act 71.

12 The significant economic investment,
13 the job creation, and the development of a
14 thriving tourism market, make this a once-in-a
15 lifetime opportunity for Allentown and the
16 Lehigh Valley.

17 Tropicana Pennsylvania, LLC,
18 commissioned Econsult Corporation of
19 Philadelphia to analyze the potential economic
20 impacts of the Lehigh Valley Tropicana.

21 A complete copy of the report was filed
22 with the Pennsylvania Gaming Control Board as
23 part of our local impact report.

24 Let me first start by describing the
25 regional economic impacts. Our first phase of

1 construction calls for investments of
2 approximately \$325 million. Of this \$325
3 million, we expect \$144 million to be spent on
4 construction directly in the region.

5 And with indirect and induced
6 expenditures, our development would bring an
7 estimated \$270 million in new economic activity
8 to the region.

9 The first phase of our project will
10 also create more than 750 direct construction
11 jobs, and in total an estimated 1960 jobs for
12 the region, with total earnings generated by
13 construction activity of \$79 million.

14 As you can see, construction activity
15 for phase one, the Lehigh Valley Tropicana will
16 produce significant economic benefits; however,
17 the ongoing steady state operations and related
18 ancillary spending will produce even greater
19 economic gains as these results occur annually.

20 Ancillary spending refers to the
21 spending of the Lehigh Valley Tropicana patrons
22 and other area establishments, including hotels,
23 restaurants, shops and related venues.

24 Our proposed facility will directly
25 employ approximately 1300 local residents.

1 Full-time equivalent jobs will produce average
2 annual wages, including benefits, of \$35,000.
3 Total annual payroll for the Lehigh Valley
4 Tropicana is estimated at \$50 million.

5 During the steady state years, in
6 total, the region will receive the benefit of
7 nearly 3,000 total jobs, 1300 of them at the
8 Lehigh Valley Tropicana and an incremental 1700
9 indirect new jobs. Total annual earnings for
10 these jobs will approximate \$102 million.

11 The impact of the Lehigh Valley
12 Tropicana is not only witnessed by a significant
13 employment increase for the region, but in other
14 expenditures incurred in operating our facility.

15 Examples include purchases of goods and
16 services, including food products, beverage
17 products, marketing, advertising, utilities,
18 repairs, maintenance and other related items.

19 Importantly, the majority of these
20 purchases will be made from local businesses.

21 The Lehigh Valley Tropicana will
22 produce a total of \$230 million in direct,
23 indirect, induced and ancillary expenditures
24 annually. This is clearly a major boost to the
25 Lehigh Valley economy.

1 In addition to the economic benefits
2 previously described, there are significant tax
3 and revenue impacts for the City of Allentown,
4 the Allentown School District, Lehigh County and
5 the Commonwealth.

6 Allentown will receive an annual host
7 fee of \$10 million under Act 71. When combined
8 with earned income and property taxes, the city
9 will receive a much-needed revenue infusion of
10 \$13 million annually.

11 Lehigh County will also benefit,
12 receiving approximately \$7.4 million annually,
13 consisting of the county local host fee,
14 property taxes and the Lehigh Valley Convention
15 and Visitors' Bureau hotel taxes.

16 Meanwhile, the Commonwealth of
17 Pennsylvania will annually receive \$12 million
18 in state taxes and \$160 million in direct casino
19 taxes.

20 The Lehigh Valley Tropicana will be a
21 true entertainment destination and our economic
22 model projects a total of 121,000 overnight
23 customers that will be attracted to the region
24 annually because of our facility, with other
25 hotels expected to receive an additional 25,000

1 room nights per year.

2 In addition, the Lehigh Valley
3 Tropicana is expected to generate approximately
4 2.3 million visits from customers coming from a
5 distance of 25 miles or more.

6 We expect these visitors to spend
7 nearly \$50 million at businesses, restaurants
8 and hotels throughout the region.

9 I have highlighted the economic
10 benefits derived from the first phase of Lehigh
11 Valley Tropicana project, and I would like to
12 now briefly describe the phase two economic
13 impacts, as they relate to the construction of
14 phase two only.

15 Our economic model reflects that phase
16 two will show a significant boost to the
17 quantities discussed in phase one. The second
18 phase of the Lehigh Valley Tropicana, as Bob
19 discussed, will boost our total investment to
20 approximately \$525 million with \$200 million
21 spent in the second phase.

22 of the \$200 million in total
23 investment, we estimate that approximately \$114
24 million will be spent directly here in the
25 region, which along with indirect and induced

1 expenditures will total \$209 million of new
2 economic activity for the region during our
3 phase two construction period.

4 The second phase of the Lehigh Valley
5 Tropicana will also create 500 direct
6 construction jobs, and a thousand indirect and
7 induced jobs, with over \$62 million in earnings
8 generated during this period.

9 While I have discussed the quantitative
10 statistics of our proposed Lehigh Valley
11 Tropicana that reveal creating thousands of new
12 jobs, bringing economic stability and enhancing
13 overall tourism to the area, but apart from
14 these sheer numbers, there are critical
15 qualitative benefits that really will result.

16 Our proposed facility will aid
17 revitalization efforts in and around the older
18 central city. As we bring in more people into
19 Allentown, as we buy from local businesses and
20 hire Allentonians, the local economy will grow.

21 With no investment on the horizon for
22 the City of Allentown, our facility will be an
23 opportunity to regain much-needed tax-base
24 growth.

25 We will reuse a large former industrial

1 site that will be a gateway to the City of
2 Allentown. We will also see the opportunity to
3 increase business in the nearby downtown core.

4 As we have witnessed at other Aztar
5 facilities such as Evansville, Indiana, we act
6 as a catalyst for downtown businesses.

7 Our commitment to hire locally offers
8 expanded job opportunities for area residents,
9 and we will target in higher unemployment areas
10 in this endeavor.

11 Our facility will enable the Lehigh
12 Valley Convention and Visitors' Bureau to market
13 and package this as a destination and tourist
14 attraction.

15 And, finally, because of our adjacency
16 to Lehigh Valley International Airport, there is
17 an opportunity to increase air traffic for an
18 airport that has witnessed a decline in activity
19 over the years.

20 Now for the real fun stuff that we are
21 extremely proud of. I would like to conclude by
22 highlighting our project's significant
23 milestones and accomplishments to date.

24 In short, the Lehigh Valley is ready to
25 go. If we are fortunate enough to receive a

1 gaming license, we believe that we are in a
2 position to become the first operational
3 Category II gaming license up and running in the
4 Commonwealth of Pennsylvania.

5 We have no conditions, objections or
6 contingencies to settle or resolve with sellers
7 or lenders. We have no unanswered zoning or
8 land development regulation questions. We have
9 no environmental conditions that would in any
10 way delay the timely development of our project.

11 And to date, we have had no opposition
12 from Allentown residents or community forces at
13 our numerous appearances before City Council,
14 the Planning Commission, city development
15 subcommittees and reviewing agencies.

16 We are landowners here in the City of
17 Allentown, and after closing on our property in
18 January of '06, we officially became a part of
19 the Allentown and the Lehigh Valley community,
20 and once more, a tax-paying member of the
21 community.

22 We successfully saw the change in the
23 industrial zoning classification of the project
24 site to business/light industrial, in order to
25 explicitly allow our proposed slots parlor

1 facility and the other outstanding entertainment
2 and dining components of our facility.

3 We have successfully had the zoning
4 code amended to permit buildings as tall as 200
5 feet in BLI districts.

6 Since Aztar's project is far removed
7 from neighborhoods, schools, places of worship,
8 this ordinance change allows plenty of leeway
9 for the first-class, eye-catching hotel we
10 propose on the site, which will be a future
11 landmark to travellers and an easy point of
12 identification near the Route 22 and Airport
13 Road interchange.

14 In addition to the significant progress
15 we have already made with city zoning and
16 planning considerations, our project team has
17 also received preliminary indications of
18 approval from the Lehigh Valley International
19 Airport and the Department of Aviation within
20 the last couple of weeks.

21 We are confident that our proposed
22 12-story hotel will not interfere with flight
23 paths or otherwise run counter to airport
24 authority or Department of Aviation
25 requirements.

1 The final issue in this regard is FAA
2 approval, which will be requested during the
3 land development review process. Our project
4 team and professional consultants fully
5 anticipate that based on project specifications
6 and other agency approvals, FAA approvals will
7 similarly be forthcoming.

8 We have submitted an engineered land
9 development and site plan to the City of
10 Allentown for review by planning staff and the
11 City Planning Commission.

12 It is anticipated that the initial site
13 plan reviews will be conducted within a month,
14 followed by a full preliminary plan submission
15 this spring. Land development approvals are
16 realistically obtainable within a few months.

17 In addition to all of this progress
18 and a significant number of challenges we have
19 successfully met, we are proud to have earned
20 the support of a diverse cross-section of
21 Allentown government, business and community
22 organizations.

23 To date, we have received the
24 endorsements of Allentown Mayor Ed Pawlowski,
25 County Executive Don Cunningham, the unanimous

1 endorsement of the Allentown City Council led by
2 President David Howells, the Allentown Business
3 Council, the Allentown Economic Development
4 Corporation, the Hispanic American Organization,
5 the Tri-City African American Chamber of
6 Commerce, and the Allentown Crime Watch
7 President's Council, which is an association of
8 24 neighborhood crime watch organizations.

9 This strong community support is
10 reflected in a recent poll conducted by
11 Susquehanna polling and research for the Lehigh
12 Valley. In this survey it found that by a 2 to
13 1 margin, Allentown residents support the Lehigh
14 Valley Tropicana project.

15 Furthermore, over 80% of these
16 Respondents believe that Allentown has a more
17 significant need for the benefits that will
18 follow from a world class entertainment
19 facility.

20 And I believe that these facts
21 underscore the Lehigh Valley's eager
22 anticipation to start construction on the
23 American Parkway site, as soon as possible.

24 On one last personal note, I have been
25 with the company for 18 years, and I spent the

1 Last 16 months here in the Lehigh Valley. I
2 honestly can say I look forward to working with
3 Jim Brown and the rest of the Lehigh Valley
4 development team in fulfilling the promise of
5 this dynamic project and ensuring that the city
6 and this community enjoy all of the economic
7 benefits they deserve.

8 Now, I would like to turn the mike over
9 to Bob Haddock to wrap things up.

10 MR. HADDOCK: Sound committed? That
11 guy?

12 I would like to conclude our
13 presentation by summarizing why we think this
14 project is compelling from both the point of
15 view of the Commonwealth of Pennsylvania and
16 also from the point of view of the local
17 community.

18 From the state's perspective, our
19 project has tremendous advantages. Since the
20 multiple roadways to our site are fully
21 improved, there should be no need for state
22 money to be spent on transportation
23 infrastructure.

24 Our project can be built without delay
25 since zoning has been approved and since there

1 are no environmental roadblocks; and since we
2 are well along in the design and approval
3 process, we believe that the initial phase of
4 the project could be open within 15 to 18 months
5 after a building permit is issued and a gaming
6 license is awarded.

7 So in the case of our project, the
8 much-needed gaming tax revenues will flow to the
9 state quickly. The amount of that revenue will
10 be substantial; in part because of the
11 visibility of our location and access to it, in
12 part because of the well-conceived nature of
13 what we will be building, but also because we
14 have been doing business in this market for 25
15 years. We have a huge database of customers who
16 know us, who like our product, and who will be
17 immediate customers to the Lehigh Valley
18 Tropicana.

19 From the community's point of view, our
20 project has some equally important advantages.
21 As Jim Brown has said, we know about small
22 communities, we know what works, we know how to
23 behave and we know what good citizenship is all
24 about.

25 PRESIDING OFFICER EDMISTON: Thank you.

1 MR. HADDOCK: Thank you.

2 PRESIDING OFFICER EDMISTON: We are
3 going to take a 15-minute break. That will have
4 us back here at 20 minutes to 11. We are in
5 recess.

6 (Break.)

7 PRESIDING OFFICER EDMISTON: The April
8 28th Allentown Public Input Hearing Gaming
9 Control Board is returning to order after our
10 recess.

11 We will take our first
12 legislative/legislator speaker who will be
13 afforded a five-minute time slot; and that
14 person is David Howells. Mr. Howells, I am
15 going to ask you not to start until I tell you
16 you are on the timer.

17 By way of explanation -- and not to put
18 you in an awkward circumstance, sir -- but by
19 way of explanation for the audience and your
20 colleagues who have legislative slots, we are
21 accommodating the pressing demands of your
22 office; and that is why you are in the first
23 time slot, sir. So protocol is to the members
24 of the General Assembly. I think they are
25 understanding of the demands on a local elected

1 official.

2 Sir, we have you ready to go. You are
3 on the timer.

4 MR. HOWELLS: This says ten minutes.
5 Or is it ten minutes or five minutes that I
6 have?

7 PRESIDING OFFICER EDMISTON: Five
8 minutes. I will change it for you.

9 MR. HOWELLS: Okay. Fine.

10 Good morning, lady and gentlemen. My
11 name is Dave Howells. I am here as City Council
12 President to represent the City of Allentown.

13 I need first say it is a high honor and
14 a distinct privilege to address you on this very
15 important and historic occasion.

16 I have lived in Allentown my entire
17 life, excluding my time overseas as a United
18 States Marine, being raised just two blocks from
19 this particular location, and I feel qualified
20 to express my belief in what Allentown means to
21 me, and what Allentown's needs are today.

22 I served this city for nearly 30 years
23 as a police officer. I retired as a police
24 chief, and I am currently in my 13th year as a
25 city council member, most of which that time was

1 served as President of the Council.

2 It is with much, much enthusiasm that I
3 along with my colleagues on City Council as
4 indicated in that resolution attached to that
5 document, we support the application for Aztar
6 as a license for gaming activities at the
7 Allentown site.

8 There are three -- there are three
9 primary condition reasons I request the
10 application should be granted:

11 The first one is the site is
12 accessible, it requires no massive
13 infrastructure development and is separated from
14 residential areas, places of worship and/or
15 schools.

16 Everyone in the city has been
17 wholeheartedly behind this effort throughout our
18 entire process to make the site available.
19 Unlike other municipalities, there was no
20 demonstrated opposition, none whatsoever.

21 The city stands at a crossroad. We
22 need that one boost that will edge our city
23 forward. Quite literally, we need this project
24 or stand to face major financial problems in the
25 future.

1 As a former police chief, community
2 activist, youth coach, church member, council
3 president, participating in over 100 civic
4 organizations throughout my lifetime, it is
5 based on my experience and wisdom that this
6 site, that this site is unique, and that
7 granting such a license, this development would
8 make this city that I and the rest of the
9 Allentonians love so dearly move forward. We
10 ask and we need your support.

11 I have attached the resolution to my
12 comments, and this resolution was passed
13 unanimously seven to nothing by members of City
14 Council without any hint -- without any hint of
15 opposition from any of the members.

16 Mr. David Bausch and Michael Daymare,
17 Julio Guridy, Louis Hershman, Tony Phillips,
18 Martin Velazquez and myself, again, unanimously
19 approved this seven to nothing.

20 And some of the resolution simply
21 indicates that the General Assembly's
22 declaration of legislative intent for Act 71
23 includes enhancement of entertainment
24 opportunities, stimulation of economic
25 development opportunities, support tax property

1 relief and to protect the public through the
2 selection of licensees meeting those high
3 standards of integrity.

4 The Lehigh Valley is an extremely
5 attractive region for this location, and I
6 believe that that location in the Lehigh Valley
7 should be the City of Allentown, to whereas,
8 Tropicana Pennsylvania is affiliated with Aztar
9 Corporation, the operator of exclusively
10 US-based Tropicana casinos located in Atlantic
11 City and Las Vegas, Ramada Express in Laughlin,
12 Nevada, Casino Aztar in both Coppersville,
13 Missouri and Evansville, Indiana. The Aztar
14 facility that is Evansville represents a
15 successful and beneficial business operation and
16 a community that has about the same type of
17 profile that we have here in Allentown.

18 In a letter dated March the 3rd, 2006,
19 Tropicana has committed to public safety
20 enhancements in our city, employee-assisted
21 homeownership programs, funding for compulsive
22 and problem gambling social services and other
23 associated addictive behaviors in collaboration
24 with the local unions.

25 This resolution also indicates that the

1 City of Allentown enacted the zoning code
2 amendment in June 2000, which allows for betting
3 purposes.

4 Everything that the City of Allentown
5 had to do to enact whatever legislation was
6 necessary to move this process forward for the
7 benefit of the City of Allentown, our city has
8 done.

9 We have worked in concert with the city
10 administration and others, and I believe without
11 any hesitation, without any equivocation, no
12 reservation, mental reservation or self-evasion,
13 I can firmly say -- that my time is up.

14 Thank you very much.

15 PRESIDING OFFICER EDMISTON: Thank you,
16 sir.

17 AUDIENCE: [LAUGHING]

18 PRESIDING OFFICER EDMISTON: He said it
19 more firmly than I could have.

20 Our next scheduled legislator is
21 Senator Rafferty. And, Senator, thank you for
22 understanding and accommodating the press of the
23 official business of Mr. Howells.

24 Just before we start, Senator, in that
25 you were not here for the mass swearing in, we

1 have to do that. So if you would raise your
2 right hand. Do you swear or affirm that the
3 testimony you are about to give is the truth,
4 the whole truth, and nothing but the truth, so
5 help you God?

6 SENATOR RAFFERTY: I do.

7 PRESIDING OFFICER EDMISTON: Thank
8 you, Senator.

9 SENATOR RAFFERTY: Thank you,
10 Mr. Chairman, Members of the Commission, good
11 morning.

12 Limerick Township is located within the
13 44th Senatorial District. I am here today to
14 ask you to deny the application for Limerick
15 Township for the casino.

16 I voted no in July of 2004 for gambling
17 in Pennsylvania. I did so for personal reasons,
18 thinking that gambling was not the answer to our
19 problems, and I also did so because of the
20 construction of the bill itself.

21 We are still continuing to propose
22 amendments to the Gaming Law in Pennsylvania.
23 One of the areas of concern that I focused on, I
24 was a former elected official in a township. If
25 you remember, the original Gaming Bill took any

1 kind of a power or authority to regulate out of
2 the hands of local government. Fortunately, the
3 Pennsylvania Supreme Court saw otherwise and
4 reinstated standing for the local governments.

5 When the Gaming Bill came up, my mail
6 was 18 to 1 against gambling expansion in
7 Pennsylvania. With the announcement of a casino
8 proposed for Limerick, I have gotten maybe a
9 dozen positives and several-hundred negatives
10 from the people who live in Limerick Township
11 and the surrounding areas.

12 Additionally, last night at their
13 public hearing, the Board of Supervisors of
14 Limerick Township announced their opposition to
15 the casino plan within their township. I am
16 here representing individuals who live in
17 Limerick Township and the Board of Supervisors
18 and asking you to comply with their wishes and
19 deny the application.

20 Our area, the infrastructure there,
21 could not, in my opinion, handle the traffic
22 that will come from this casino. 422, our main
23 artery now, at certain periods of the day is
24 clogged to its capacity.

25 We were able to obtain some additional

1 federal funds and earmark some state funds for
2 revamping the 422/363 intersection, the bridges
3 and on and off ramps, that is further southeast
4 of where the casino is proposed to be. There
5 are no plans or moneys earmarked for expansion
6 of 422 further up at this point in time.

7 Additionally, we have very inadequate
8 bus service or public transportation in that
9 area, for not only people who want to use the
10 casino, but those who may want to come for
11 banquets, may come to work at the casino
12 facility, and the long-awaited Schuylkill Metro
13 Rail Line from Berks County down through
14 Montgomery, Chester County, into King of Prussia
15 and Philadelphia, is still in the planning
16 stages and is now facing a \$2-billion-plus price
17 tag; so that is in the offing, with no set date
18 yet for construction of the Schuylkill Metro
19 Line.

20 So all of these factors weight in the
21 infrastructure. What I am hearing from the
22 constituents in Limerick Township and Township
23 Supervisors themselves, that I stand here today
24 to ask you to deny the application for the
25 casino in Limerick Township.

1 Thank you, Mr. Chairman. I hope I made
2 up some time for you this morning.

3 PRESIDING OFFICER EDMISTON: Thank you,
4 Senator.

5 Our next scheduled legislative speaker
6 will be State Representative Karen D. Beyer.
7 Good morning.

8 REPRESENTATIVE BEYER: Good morning.

9 PRESIDING OFFICER EDMISTON: You may
10 proceed.

11 REPRESENTATIVE BEYER: Good morning and
12 thank you for giving me the opportunity to speak
13 today. Welcome to the City of Allentown.

14 I am one of the elected legislators
15 representing the city, and in looking at the
16 political, social and economic realities in the
17 Lehigh Valley, closely considering Act 71, I
18 conclude that the Tropicana Aztar proposal was
19 the only clear choice for a Category II gaming
20 facility in the Lehigh Valley.

21 The Allentown site has many beneficial
22 aspects. These features are identified not only
23 in considering what is present and available at
24 this site, but also in considering what the
25 Allentown site is not.

1 The Allentown site is an example of the
2 great reuse of a former industrial facility. It
3 already has tremendous access to major roadways
4 and interstate corridors. There is no
5 requirement for tens of millions of taxpayer
6 dollars and basic infrastructure improvements.
7 This is a highly accessible site.

8 Even though the accessibility is high,
9 this site is also isolated from residential
10 neighborhoods. The Allentown location is
11 uniquely positioned to be an entertainment
12 destination point. It is close to the Lehigh
13 Valley International Airport, close to existing
14 improved major roadways, and adjacent to a
15 proposed AAA baseball stadium.

16 The benefits of the Allentown site
17 becomes even clearer when you look at what is
18 not there. The Allentown site is not the type
19 of facility or the location suitable for
20 national museum, nor is it a cornerstone
21 property desirable for historic or cultural
22 landmark attraction designed for children and
23 adults alike. There is no major university at
24 the doors of the proposed Allentown casino.

25 A casino in Allentown will not do

1 business in the shadow of our community's
2 churches and places of worship, nor will the
3 Allentown casino site be an imposing commercial
4 next door neighborhood to thousands of city home
5 owners, taxpayers and children. The proposed
6 Allentown site does not face a large vocal
7 organized group of residents in opposition to
8 it.

9 The Allentown site is ready to be
10 developed. It is owned by the gaming license
11 applicant. It is zoned appropriately to allow a
12 casino with all of its amenities and destination
13 features, which can be built without legal
14 impediment or appeal. It has the cooperation
15 and support of the Mayor, City Council, city
16 administration, community and neighborhood
17 groups.

18 Since the will of the General Assembly
19 and the Governor in the passing of Act 71 was to
20 generate revenue, to support property tax
21 relief, the Allentown site should win on the
22 merits. The City of Allentown needs this
23 economic investment.

24 Let's be candid. There is no urban
25 center in this state that doesn't need economic

1 development; that is why these licenses are
2 being sought with such determination.

3 This city needs this investment far
4 greater than any other licensed applicant.

5 Your mandate is to look at all of the
6 considerations contained in Act 71, but I would
7 request that you consider one additional factor
8 and that is need. Allentown needs this revenue
9 to become viable again.

10 It copes daily with the needs of too
11 many residents with too few resources.
12 Additionally, the Allentown School District,
13 which is the third largest in this state,
14 educating approximately 18,000 school students,
15 needs this revenue.

16 The efforts of the teachers and
17 administrators to educate thousands of children
18 with too few dollars have been heroic. But you
19 have the ability. You have the ability to
20 inject much-needed funds into a school district
21 that needs it.

22 I am not dilutional. I know a casino
23 license alone will not cure the ills of this
24 city and its school system, but you have the
25 opportunity to give us what we need; and that is

1 a fighting chance. A gaming license in
2 Allentown would be the best start we have had in
3 years.

4 Allentown has the largest group of
5 chronically unemployed and underemployed
6 individuals in the region; in part, due to a
7 depressed downtown, spotted with vacant store
8 fronts and struggling small businesses, which
9 cannot hope to create adequate jobs or
10 revitalize the sunken city economy.

11 Yet these very people represent a
12 tremendous resource, a ready supply of local
13 residents who can work at jobs in the same city
14 they live in, a great starting point on the road
15 to recovery and the City of Allentown.

16 The decision you are going to make is
17 very difficult. And I thank you very, very much
18 for your time and consideration. And I also
19 thank each one of you for your service to the
20 Commonwealth. Thank you very much.

21 PRESIDING OFFICER EDMISTON: Thank you.
22 Our first legislative speaker will be State
23 Representative Paul Clymer.

24 Good morning. You may step to the
25 microphone and proceed.

1 REPRESENTATIVE CLYMER: Good morning,
2 Members of the Pennsylvania Gaming Control
3 Board. Thank you for the opportunity to speak
4 today on the casino issue.

5 My name is Paul Clymer. I am a state
6 legislator from Upper Bucks County, and I reside
7 in West Rockhill Township.

8 The Lehigh Valley is a wonderful
9 composite of different nationalities living
10 together as friends, despite these differences.
11 The educational facilities, especially the
12 colleges and universities, are one of the
13 colleges' prize showcases. Included in these
14 facilities are higher learning -- of higher
15 learning are Lehigh University, Muhlenberg
16 College, Moravian College, Cedar Crest College,
17 Lafayette College and DeSales University.

18 These schools have a history of
19 tradition, pride and economic excellence and
20 academic excellence that is the equal of any
21 similar schools in the nation.

22 This is evident not only by the number
23 of Pennsylvanians seeking enrollment, but
24 stemmed across American and from around the
25 world compete for enrollment because of the

1 outstanding reputation of these schools.

2 Roughly speaking, 16,500 students are
3 enrolled in these six institutions of higher
4 education. Yearly tuition ranges from 26,000 to
5 30,000, and it's quite a bit of money for
6 parents to pay.

7 There are many situations where parents
8 who send their sons and daughters to these
9 schools are making personal sacrifices to do so.

10 It is not uncommon from the birth of a
11 child to have the grandparents and parents start
12 a college savings account for the day when their
13 child or grandchild will be enrolled at one of
14 these great universities.

15 Unfortunately, there are temptations
16 that can ruin the lives and dreams of these
17 students. Gambling addiction is one such
18 temptation. Any student can fall victim to
19 casino gambling, dashing the hopes and
20 aspirations of the family members.

21 With what certainty can I predict
22 students will be financially damaged by gambling
23 addiction? The history of casino gaming and
24 specifically the slot machines, known as the
25 crack cocaine of gambling, are replete with

1 gamers who mistakenly and tragically thought
2 they could beat the odds, despite the fact that
3 the house never loses.

4 Professors such as John Kindt of the
5 University of Illinois and William Thompson of
6 Nevada University have traced gaming's history,
7 demonstrating how addiction has ruined lives.
8 We must remember that students, especially at
9 the college level, are always looking for
10 different types of adventure and entertainment.

11 A Lehigh Valley casino, open 24 hours a
12 day, seven days a week, 365 days a year,
13 including religious holidays, will be an
14 inviting -- is an inviting magnet, drawing
15 students into their huge gaming rooms where
16 multi-million-dollar technology has created slot
17 machines that would envy the most modern
18 computer.

19 And students would be drawn into these
20 arenas where smoking and drinking could go
21 unabated. Not only will students lose their
22 discretionary funds, but some will be dipping
23 into college reserves as well.

24 Students may be employed by the
25 casinos, putting them at further risk

1 financially and healthwise as alcohol and
2 smoking are unregulated in casino operations.

3 Another concern, drug and alcohol abuse
4 follow casinos, again, putting students at risk.
5 Crime, embezzlement and personal bankruptcies
6 are also part of a casino legacy.

7 Then there is a classroom with a
8 3,000-slot-machine casino in the neighborhood,
9 will classroom instruction benefit or
10 deteriorate?

11 And how do we correct -- how do we
12 connect future generations with the American
13 dream if they have squandered all of their
14 money?

15 Casinos promise that they can do all
16 things for people, but what about the old adage
17 of saving and being thrifty and working hard to
18 realize one's future goals? Dumping one's
19 paycheck into slots results in poverty and
20 despair.

21 Be assured casino advertisement will
22 always paint a picture of false hope, knowing
23 full-well those who come to test their luck at
24 the slots will walk away, in most cases, empty
25 handed.

1 And then there are the public schools
2 and private schools. Today they are facing many
3 challenges. However, providing quality
4 education will become more challenging with the
5 location of 3,000 slot machines in the valley.

6 These priceless traditions and
7 education that we have in the valley is
8 something that we need to continue to have, and
9 therefore I oppose slots, a slot machine
10 license, for any of the casinos in the Lehigh
11 Valley, and I would ask the members to consider
12 that opposition as well.

13 Thank you and I appreciate the
14 opportunity to be here.

15 PRESIDING OFFICER EDMISTON: Thank you,
16 Representative.

17 Our next legislative speaker will be
18 State Representative Jennifer Mann. Good
19 morning.

20 REPRESENTATIVE MANN: Good morning.

21 PRESIDING OFFICER EDMISTON: Good
22 morning.

23 REPRESENTATIVE MANN: Good morning, and
24 thank you all for your opportunity to address
25 you today.

1 As a member of the General Assembly and
2 whose district is completely within the City of
3 Allentown, I voted in favor of Act 71. I did so
4 because I felt then, as I do now, that the
5 expansion of gaming in Pennsylvania will create
6 an explosion of economic development, and with
7 it a windfall of jobs and tax revenue for our
8 Commonwealth.

9 This is the single-greatest chance to
10 provide the long-awaited and much-needed
11 property tax relief for homeowners, without
12 raising sales or income taxes.

13 We must keep in mind that Act 71 is the
14 framework guiding this proceeding today. There
15 is no doubt in my mind that gaming will
16 positively impact our Commonwealth; however, you
17 have the ability to amplify that positive impact
18 simply by choosing the site that is best suited
19 for this type of development.

20 To do this, I ask you to consider
21 certain factors: You need to ensure that the
22 market can sustain a casino, and you need to
23 ensure that the gaming company will be a strong
24 corporate citizen.

25 You also need to take a look at the

1 land that is being developed and decide if it is
2 -- if it has the necessary infrastructure to
3 support a tourist attraction of this magnitude

4 Lastly, I ask that you examine a
5 community that will host this venue. Is their
6 strong support for a casino? And is it one that
7 has a strong need for the additional revenue?

8 As you know, the Aztar Corporation has
9 applied for a gaming license. It is my very
10 strong belief that this community and this
11 corporation meet all of those criteria to the
12 highest degree.

13 Allentown is the third most populous
14 city in the Commonwealth and is growing. It is
15 the largest municipality in this region. The
16 Greater Lehigh Valley is home to over 700,000
17 people, 15% of which are residents of Allentown.
18 There is no doubt that this market can support
19 and sustain a casino.

20 I have spent many hours meeting with
21 the top executives of the Aztar Corporation,
22 including its CEO, who you have heard from
23 today, Bob Haddock.

24 Because of that, I can tell you without
25 reservation that I am certain that they will be

1 a strong corporate citizen for the Lehigh
2 Valley. Their commitment to hiring minorities,
3 using union labor and contracting with local
4 service providers is impressive. They have
5 already begun to become partners in our
6 community by reaching out with key groups
7 throughout the region.

8 The Aztar Corporation looked at many
9 sites across Pennsylvania, including the
10 Bethlehem Steel site. After doing its due
11 diligence, they chose to redevelop a former
12 industrial site in East Allentown.

13 They chose this site for several
14 reasons: First and foremost, there is enough
15 property available to develop a casino, hotel
16 and entertainment destination that will rival
17 any location in the state.

18 Additionally, there is already adequate
19 infrastructure available for the increased
20 volume of traffic that will result from this
21 project.

22 One of our two major arteries, Route
23 22, feeds right into Airport Road. Airport Road
24 is a four-lane road that leads directly to
25 American Parkway, which is a brand-new,

1 four-lane road that can handle this amount of
2 traffic.

3 This location is about a mile from the
4 Lehigh Valley International Airport, the largest
5 and only significant commercial airport in the
6 region.

7 Many of the development hurdles have
8 already been cleared. The zoning of this land
9 already allows for a gaming operation, and
10 environmental remediation of this site has
11 already been completed. This will allow the
12 casino to be up and running in 15 to 18 months
13 after the Gaming Control Board grants this
14 license.

15 Although there are a number of benefits
16 to this location, there are few other
17 development options for that location. And a
18 casino is the most attractive for our community.

19 Unlike a number of neighboring
20 communities, the residents of Allentown want
21 this type of development in our city.
22 Supporters, as you've heard, include our Mayor,
23 County Executive, every member of City Council,
24 supported by Crime Watch groups, the Allentown
25 Business Council and other important community

1 organizations.

2 No other municipality's residents have
3 such painfully, pointed, identifiable and
4 desperate need as Allentown. We need this
5 revenue.

6 The property taxes and host licensees
7 will serve to stabilize our city and school
8 district's finances. Because of our lagging
9 economy and the needs of our school district,
10 our residents and taxpayers recognize the need
11 for development.

12 The east Allentown site is nowhere near
13 public or private K-through-12 school or
14 institution of higher learning. There are no
15 churches or hospitals within walking distance
16 nor does it border a residential neighborhood.

17 I commented earlier that Act 71 is our
18 guiding rule in this process and the plain
19 introductory criteria is clear, as well.

20 Under the legal guidelines set by Act
21 71, Allentown is, without question, the most
22 appropriate site; and it is the best choice for
23 gaming in the Lehigh valley.

24 And because your decision is based upon
25 the merits of the application and site, not

1 glitz and glamour, I am confident that you will
2 see fit to award Lehigh Valley Tropicana with a
3 casino license to operate here in the City of
4 Allentown.

5 Thank you very much.

6 PRESIDING OFFICER EDMISTON: Thank you.

7 Our next scheduled speaker is State
8 Representative Thomas Quigley. Good morning.

9 REPRESENTATIVE QUIGLEY: How are you?

10 PRESIDING OFFICER EDMISTON: You may
11 proceed.

12 REPRESENTATIVE QUIGLEY: Good morning,
13 Mr. Chairman and members of the Pennsylvania
14 Gaming Control Board.

15 I am pleased to be here this morning to
16 testify before the Board regarding application
17 for a Category II license by Boyd Pennsylvania
18 Partners.

19 This proposed project will be located
20 in Limerick Township, Montgomery County, which
21 is in my legislative House district, 146th.

22 I would ask of this Board not award the
23 license for this project for the following
24 reasons: Limerick Township has been one of the
25 fastest growing townships in Pennsylvania. Most

1 of this growth has been residential, resulting
2 in increased traffic on Route 422, which has
3 three exits in Limerick Township, Royersford,
4 Limerick and Sanatoga.

5 This proposed project would be located
6 right off the Sanatoga exit of 422. Traffic has
7 already increased on the major roads in the
8 township. Ridge Pike, Louis Road and Township
9 Line Road have all seen dramatic increases in
10 the past few years in traffic volume.

11 While the bulk of this current traffic
12 takes place during the morning and evening rush
13 hours, this proposed gaming facility could lead
14 to increased traffic throughout the day,
15 particularly on weekends.

16 Although there would be plans and ideas
17 submitted for how this traffic can be dealt
18 with, the reality is that unless there is
19 substantial improvements made at a substantial
20 cost to someone for both Route 422 and the
21 surrounding major roadways, traffic will be a
22 major problem for this area.

23 As I mentioned, the growth in Limerick
24 Township has been primarily residential. I do
25 not think this type of project is the right fit

1 for a suburban residential community.

2 A number of other projects that have
3 been or will appear before this Board are slated
4 for urban areas in need of revitalization, areas
5 that have existing infrastructure and will
6 welcome the potential for possible economic
7 growth. Limerick Township is not an area in
8 need of revitalization.

9 Another concern of this project is the
10 impact to the surrounding municipalities. I
11 remember two municipalities that are adjacent to
12 Limerick Township: Royersville Borough and
13 Lower Pottsgrove Township.

14 Lower Pottsgrove is literally across
15 the street from this proposed site. They will
16 bear the burden of the increased traffic and its
17 impact on their roads, without sharing in any of
18 the proposed revenue generated by this facility.

19 Any additional cost for road repairs,
20 road crews and additional police will be passed
21 onto the local taxpayer.

22 One township, Limerick, may see
23 substantial increases in tax revenue to deal
24 with those issues. The neighboring
25 municipalities will experience all of those

1 issues with no increased revenue.

2 The feedback that I have received
3 through phone calls and e-mails has been
4 overwhelmingly against this proposal.

5 Early this year when I was circulating
6 my nominating petitions to get my name on the
7 ballot, I went to Limerick Township and obtained
8 320 signatures.

9 without prompting any of these
10 individuals on this issue, over 200 of them
11 expressed their opposition, while just two said
12 they were in favor.

13 Many of these individuals expressed the
14 same feeling. They have come to Limerick
15 Township because it is a nice residential
16 community. They came to get away from the
17 hustle and bustle of an urban environment that
18 they feel may be brought on with this project.

19 Again, any number of studies will be
20 brought forward to show that this project will
21 bring enhancements or growth to the area or
22 increase revenue, the bottom line is that the
23 residents know what the township is like now.
24 They know that if this proposal is put forward,
25 it will change that township that they've come

1 to love and come to want to live in as a nice
2 residential community.

3 So, again, I would respectfully ask for
4 this Board to deny the application for the
5 Limerick casino proposal. Thank you.

6 PRESIDING OFFICER EDMISTON: Thank you,
7 Representative.

8 AUDIENCE: [APPLAUSE]

9 PRESIDING OFFICER EDMISTON: Our
10 next-scheduled speaker is State Representative
11 TJ Rooney. Good morning.

12 REPRESENTATIVE ROONEY: Good morning.

13 PRESIDING OFFICER EDMISTON: You may
14 proceed.

15 REPRESENTATIVE ROONEY: Thank you very
16 much.

17 Mr. Chairman, distinguished Members of
18 the Board, Presiding Officer Edmiston, I, like
19 some speakers before me, also have had the
20 privilege and have enjoyed the privilege of
21 representing this City of Allentown. I
22 represent a small portion of the City of
23 Allentown.

24 It is my pleasure to testify today on
25 behalf of Bethworks Now. In my estimation, this

1 project can transform a region's economy in
2 unparalleled ways.

3 while I don't mean to be in any way
4 bombastic, I believe you will find this
5 application the most compelling of any presented
6 to you by any applicant anywhere in
7 Pennsylvania.

8 For the past 13 and a half years, I
9 have had the good fortune to represent the
10 district in which this project resides.
11 Parenthetically this land, once home to the
12 Bethlehem Steel Corporation, afforded my
13 grandfather and his son the opportunity to
14 realize the American Dream.

15 As Representative, I have witnessed the
16 end of Bethlehem Steel's local manufacturing.
17 This sad occurrence was followed by Bethlehem
18 Steel's thoughtful promise of a new beginning
19 for this land.

20 Bethlehem Steel spent millions of
21 dollars making this site shovel-ready; but when
22 the company succumbed to the pressures of the
23 marketplace, all hope for the site's physical
24 legacy seemed to end.

25 The prospect of adaptively reusing the

1 historically significant structures became
2 nothing more than a pipe dream.

3 Subsequently, I was involved in efforts
4 to redevelop this site by investors who saw the
5 land's potential value, but were completely
6 unable to incorporate any aspect of historical
7 preservation.

8 The developers determined that the
9 number two machine shop, the high house and the
10 blast furnaces had to go. The potential
11 demolition of these icons caused great pain to a
12 community that takes great pride in having been
13 instrumental in winning two world wars,
14 providing the steel to construct the Golden Gate
15 Bridge and the Empire State Building, in
16 addition to countless other American icons.

17 I supported the passage of Act 71.
18 Clearly, I was mindful of the revenue that would
19 be generated to reduce property taxes; however,
20 was also -- I also subscribed to the Governor's
21 vision and the vision of the majority of the
22 members of the legislature as using gaming as an
23 impetuous to stimulate local economies.

24 In my view, the introduction of gaming
25 in Pennsylvania needs to be about more than

1 gambling for gambling's sake.

2 The prospect of enhanced job
3 opportunities, increased tourism, strict
4 safeguards with respect to licensing and
5 regulation, were all central to Act 71, along
6 with the requirements and applicants to
7 demonstrate financial stability, a proven track
8 record of successful operations elsewhere, and
9 the ability to follow through on their
10 commitment to build these facilities in a timely
11 fashion.

12 For me, personally, the idea that we
13 can attract and operate, are committed to using
14 organized building trades to keep jobs local,
15 harbors for me tremendous appeal, and there is
16 agreement for a project labor agreement on this
17 site.

18 And it was only due to a fortuitous set
19 of circumstances that we find ourselves having
20 this discussion today. Prior to the passage of
21 Act 71, new investors secured an agreement for
22 the sale of roughly 120 acres, known as
23 Bethworks.

24 When the investor realized the
25 potential of developing a site in previously

1 unforeseen ways, because of Act 71, they sought
2 input from the world's most reputable gaming
3 operators. For obvious, practical reasons,
4 enhanced by a commitment and partner to develop
5 the entire site, the principals of Bethworks
6 welcomed the Las Vegas Sands Corporation to the
7 project.

8 I respect the views of people of good
9 conscience who view gaming differently than I.
10 However, the prospect of 3,000 good-paying jobs,
11 a cultural renaissance, and tremendous
12 educational experiences, we need to
13 unequivocally embrace this proposal.

14 Northampton County Community College
15 will train workers on the spot. The
16 long-awaited National Museum of Industrial
17 History will open its doors. The Pennsylvania
18 Youth Ballet, the Hispanic American League of
19 Artists will all assemble under one roof.
20 Historic structures and icons will be preserved,
21 and lastly, hundreds and billions of dollars
22 will be spent in keeping jobs at home.

23 Mr. Chairman, distinguished Members of
24 the Board, never in my wildest dreams did I
25 think any of this possible. This project

1 represents all we could have managed when we
2 invited gaming to come to Pennsylvania.

3 As I said earlier, gaming should not be
4 about gambling for gambling's sake. It needs to
5 be about more.

6 You will hear from our fine Mayor in
7 terms of what it means to our community, you
8 will hear from our distinguished Council
9 President in terms about the road financing to
10 support the infrastructure that's in place. And
11 you've heard me attest to the fact that this
12 project symbolizes, in my view, everything the
13 General Assembly hoped for when we passed the
14 enabling legislation two years ago.

15 I thank you sincerely for your time
16 today and your dedicated service to the
17 Commonwealth. I wish you all well in this
18 critical decisionmaking process. And in the
19 end, I hope you decide in our favor so that we
20 may realize all I have described.

21 Thank you, all, very much.

22 PRESIDING OFFICER EDMISTON: Thank you,
23 Representative.

24 Our next scheduled speaker is Andrew
25 Paravis.

1 MR. ROLAND: Actually, Tim Roland
2 standing in behalf of.

3 PRESIDING OFFICER EDMISTON: On behalf
4 of the Pottstown Regional Planning Regional
5 Planning Committee?

6 MR. ROLAND: Correct, sir.

7 PRESIDING OFFICER EDMISTON: For five
8 minutes, you may proceed, sir.

9 MR. ROLAND: Thank you. I am a
10 resident of East Coventry Township and a
11 supervisor for East Coventry Township.

12 The Pottstown Metropolitan Regional
13 Area Planning Committee would like to express
14 its concerns regarding the Boyd Gaming
15 Commission's -- Corporation's proposal for a
16 5,000-slot-machine casino in Limerick Township,
17 Montgomery County.

18 At our April 26th meeting, the
19 Committee authorized that a letter be sent and
20 our position be stated before the Board.

21 The Regional Planning Committee
22 represents Montgomery townships of Douglas, New
23 Hanover, West Pottsgrove, Upper Pottsgrove,
24 Lower Pottsgrove, Pottstown Borough and the
25 Chester County townships of North Coventry and

1 East Coventry, with a population of over 74,000
2 and land area of 82 square miles, the Regional
3 Planning Organization is one of the largest of
4 its type in the Commonwealth.

5 Each township is able to take its own
6 stance separately from the Regional Planning
7 Board, and many have. Some of those have been
8 in opposition, some of have been neutral.

9 To the southeast of this planning
10 region lies Limerick Township, bordered by both
11 Lower Pottsgrove and East Coventry Township.
12 The casino itself would lie within just
13 two-tenths of a mile of Lower Pottsgrove; and
14 due to the casino's proximity to the Pottstown
15 Region, the impacts from its development will
16 unquestionably be felt by the region's
17 municipalities.

18 The severity of those impacts on the
19 region's roads and infrastructure and on
20 municipal services such as fire and police must
21 be identified.

22 The casino development will have to
23 fund improvements to neighboring municipalities,
24 as required to adequately address emergency
25 services.

1 PennDOT will have to monitor highway
2 improvements and redesign them to handle
3 increased traffic. We strongly recommend that
4 the Boyd casino impact statement address the
5 wider region and we have the following concerns:

6 Firstly, the Boyd Gaming facility
7 traffic assessment should be revised to include
8 other possible problems in the region. It is a
9 certainty that local traffic will access the
10 casino by using back roads throughout the entire
11 region. We request that the traffic analysis
12 report be expanded to look at roadway impacts in
13 the region's municipalities.

14 Appendix 13 of the Boyd Local Impact
15 Report, page 11, states new housing demand from
16 the casino would, in part, stimulate
17 construction of already-approved, yet unbuilt
18 housing and would help to stimulate the
19 construction industry in the area.

20 Our regional comprehensive plan was
21 only recently completed and is using the most
22 up-to-date census data.

23 Based upon the analysis, the Pottstown
24 region is planning -- should plan for an
25 additional 8,310 new housing units to meet the

1 2025 year population of 90,500.

2 The casino will expedite the
3 construction of these units, and the Boyd impact
4 statement is silent on this issue and should be
5 expanded to address the population and housing
6 demand of the region's municipalities and school
7 districts.

8 There is a disparity between the casino
9 wages and the affordability of the existing
10 housing stock. The Boyd local impact report
11 states low vacancy rates, the estimated average
12 wage of about \$32,000 per year for project
13 workers, and high housing values indicate the
14 likelihood that more project workers would be
15 renters than owners.

16 This would affect the Borough of
17 Pottstown and the Township of West Pottsgrove,
18 where much of the region's affordable housing
19 stock and rental units exist. The casino will
20 cause a new stress on the services provided by
21 these two municipalities.

22 Fourthly and lastly, the emergency
23 services in the greater region and use of the
24 Pottstown Medical Center need to be addressed
25 further.

1 with up to 45,000 weekend automobile
2 trips clogging the region's roads, combined with
3 a worse-case-scenario of a nuclear accident at
4 the Limerick generating station or a
5 catastrophic failure, a fire suppression at the
6 casino, it is likely that our emergency services
7 will be quickly overwhelmed.

8 we conclude that these services -- that
9 these regional services are inadequate to handle
10 all of the emergencies; and we believe that
11 their plan should include funding; and that we
12 believe some of the casino's income should be
13 directed to fund local emergency services in the
14 region, along with additional services at the
15 Pottstown Medical Center.

16 As a Regional Planning Committee, we
17 have not come to any conclusion for or against
18 the application. We believe that a far more
19 in-depth impact statement addressing concerns
20 must be submitted.

21 The impacts addressed above may indeed
22 place a significant financial burden upon our
23 region's municipalities.

24 At a minimum, we request that
25 additional information be provided and ask that

1 they be required to look beyond the host
2 municipality when identifying and quantifying
3 potential impacts. The Boyd Gaming
4 Corporation's impact report, in short, is, we
5 feel, inadequate.

6 Thank you.

7 PRESIDING OFFICER EDMISTON: Thank you.

8 Our next scheduled speaker is Kenneth
9 Hughes, on behalf of the Montgomery County
10 Planning Commission.

11 MR. HUGHES: Yes.

12 PRESIDING OFFICER EDMISTON: You may
13 proceed, sir.

14 MR. HUGHES: Thank you.

15 We would like to express some concerns
16 and comments regarding the proposed Boyd
17 facility to be located in Limerick Township.

18 If this is constructed, it will have
19 significant impact, not only on Montgomery and
20 Limerick Township, but on much of the
21 surrounding area.

22 It is important that the impacts this
23 will have be recognized and properly addressed,
24 and those impacts are really the focus of my
25 statement.

1 We want to make it clear that we are
2 not either supporting nor opposing the issuance
3 of a license to Boyd Partners. Rather, we are
4 merely identifying issues that need to be
5 appropriately and thoroughly addressed if a
6 license is to be granted. We suggested these
7 impacts be part of your consideration as you
8 make a decision.

9 There are five different impacts that
10 we would like to highlight. I don't have time
11 to go through all of them, but in summary the
12 five have to do with traffic improvements,
13 emergency planning due to nuclear power plant,
14 site proximity to the Pottstown Limerick
15 Airport, land use impacts on the surrounding
16 area and accommodating housing needs.

17 We are aware that McMann Associates has
18 been hired to conduct a more comprehensive
19 traffic study than that which was submitted in
20 December.

21 We have met with McMann in the last few
22 days, and we will be reviewing their proposal or
23 their conceptual plan. We have not yet had an
24 opportunity to do so in detail, but we commit to
25 working with all parties to see that the traffic

1 will work.

2 We would like to highlight a few
3 observations regarding traffic: One is that the
4 Board facility will create a significant need
5 for traffic improvements. These should be paid
6 for by Boyd-generated funding, not by the
7 taxpayers, if they are to proceed.

8 The impact will also create traffic
9 further east and west along 422 and also
10 additional traffic volumes on local roads like
11 Ridge Pike and Route 724.

12 We, again, urge that Boyd investigate
13 these and whatever portion of this impact they
14 are generating should be their responsibility to
15 mitigate.

16 In terms of transit, there is no
17 transit to the site right now. There will be a
18 need, we believe, for transit to be accommodated
19 by the local transit agencies; and, again, we
20 are suggesting that Boyd should be responsible
21 for funding that aspect.

22 A second major issue has to do with
23 emergency planning due to the Limerick Nuclear
24 Power Plant. The unique aspect of this is that
25 it sits adjacent to a Limerick-generating

1 station.

2 For many years we have advocated a land
3 use policy that sought to minimize the
4 concentration of people at this location;
5 however, the zoning in place allows significant
6 intensification of land use. In fact, the Boyd
7 casino would concentrate individuals here.

8 Given this reality, we think there
9 needs to be a thorough workable and
10 site-sensitive emergency and evacuation plan
11 prepared for the people who will be concentrated
12 on the site. We would urge Boyd to work with
13 the appropriate authorities to address this.

14 A third issue has to do with the
15 proximity to the Pottstown Limerick Airport.
16 This is an airport with approximately 44,000
17 operations per year.

18 while the Boyd site is not directly in
19 the flight path or approach zone to the
20 facility, it is within the area where planes are
21 maneuvering at their critical take-off and
22 landing periods.

23 This becomes a concern, not only
24 because of the concentration of people, but
25 because of the high-rise hotel which is proposed

1 to be part of the facility.

2 We, again, urge that every effort be
3 made to respect the flight patterns and the
4 risks associated with the airport and to take
5 all reasonable and appropriate measures to
6 mitigate this.

7 The land use impacts in the surrounding
8 area, we believe, will be significant. We,
9 again, urge Boyd to work with all of the
10 parties, all of the municipalities, the other
11 developers in the area, to address these issues.

12 In terms of housing, we recognize that
13 significant housing will be needed for the
14 employees and workers. We believe that Limerick
15 Township and Boyd, as the beneficiaries, will
16 have some responsibility to help address those
17 issues.

18 All five of these that we have
19 identified are important issues that we think
20 need to be considered by you as part of your
21 consideration as you consider whether to reward
22 a license.

23 We stand ready to work with all parties
24 to see that this can become a workable project,
25 but we ask that you do consider these issues.

1 Thank you for the opportunity to
2 comment.

3 PRESIDING OFFICER EDMISTON: Thank you,
4 sir.

5 Our next scheduled speaker is Don
6 Cunningham. And, Mr. Cunningham, for the
7 record, you would remind us of your title and
8 the entity in whose behalf you will be
9 testifying.

10 MR. CUNNINGHAM: I am the Lehigh County
11 Executive testifying for Aztar.

12 I am here today to strongly urge you to
13 support awarding one of the two Pennsylvania
14 Class II licenses that will be awarded to an
15 applicant from outside of Pittsburgh or
16 Philadelphia to the Lehigh Valley.

17 As Lehigh County Executive, I am
18 fortunate to represent both of the Lehigh Valley
19 communities and its applicants, Allentown and
20 Bethlehem.

21 Allentown is the largest city in Lehigh
22 County and our county seat. Bethlehem, which
23 has the unique distinction of being the only
24 city in Pennsylvania to lie in two counties, is
25 our third largest municipality and my long-time

1 home. I am the former Bethlehem Mayor and a
2 former City Councilman there.

3 During the last 10 years, the Lehigh
4 Valley has seen much growth, but most of the
5 economic expansion has occurred primarily in our
6 suburban townships, bypassing the Cities of
7 Allentown and Bethlehem; while there are many
8 positive developments taking place in all of our
9 Lehigh Valley cities, the state law that makes
10 property taxes the primary revenue source for
11 local government, and assures a constant
12 challenge in meeting the needs in governing an
13 older, formerly-industrial city.

14 As a former Mayor, I know firsthand the
15 difficulties that our city leadership face in
16 trying to balance budgets, when cities have
17 little room, new growth, and large amounts of
18 tax exempt properties.

19 When I was Mayor in Bethlehem in the
20 1990's, we lost nearly 20% of taxable land value
21 when Bethlehem Steel went bankrupt and abandoned
22 its 1800 acres. Today under the leadership of
23 Mayor John Callahan, Bethlehem's retail
24 districts are thriving and the city has become a
25 hot spot of development interests.

1 During the last ten years, and even
2 more so during the last three years, Allentown
3 has struggled to balance the city's finances
4 while trying to breathe new life and economic
5 growth into the once-great retail and shopping
6 center of Lehigh Valley.

7 Many of its problems are of its own
8 making. There have been poor decisions in
9 managing city operations in recent years, but
10 Allentown has a new start under the leadership
11 of Mayor Pawlowski.

12 Changes are being made and work is
13 being done to restore financial stability and
14 give a rebirth to the city. It is imperative to
15 the long-term prosperity that Allentown be
16 restored to fiscal stability and a sound quality
17 of life.

18 I realize I represent two communities
19 that are vying for licenses, and it puts me,
20 like so many others that are trying to take a
21 regional view of the Lehigh Valley, in a
22 difficult position. That is why several of our
23 elected leaders banded together recently to
24 focus on the bigger picture, to think in greater
25 regional terms, rather than our parochial

1 interest. That was the impetus behind the
2 regional revenue-sharing plan that we helped to
3 negotiate between the two counties and the
4 cities of Allentown and Bethlehem to share our
5 gaming host fees.

6 And while our cities will clearly
7 benefit from the revenues generated by this
8 development, so will those who will be employed
9 by these projects.

10 Just with our cities, the financial
11 pressures on working people continue to increase
12 at an alarming rate. Wages aren't keeping pace
13 with prices. The cost of housing, energy,
14 gasoline, healthcare and college tuition to name
15 a few, far out-pace the rate of inflation and
16 wage increases.

17 We need more good jobs that pay a good
18 wage and provide benefits that can sustain a
19 family. So just like our regional revenue
20 sharing plan was developed to ensure a sharing
21 of the wealth, everyone should benefit from the
22 development of a slots parlor here, and that
23 needs to include those who build it and who work
24 there.

25 I am encouraged that both projects have

1 project labor agreements with the Lehigh County
2 building trades, agreements that will ensure the
3 highest quality construction work and ensure
4 wage standards.

5 In addition, I believe the workers in
6 the gaming facilities should be allowed the
7 benefit of a strong union, like United Here,
8 which represents more than 100,000 employees in
9 the gaming industry.

10 THE AUDIENCE: [APPLAUSE]

11 MR. CUNNINGHAM: The facility owners
12 will reap huge profits at these facilities, much
13 of the money coming from working and retired
14 people who voluntarily pay this money.

15 There is nothing wrong with that. The
16 ability to earn a profit is the cornerstone of
17 our economic system, but those who construct and
18 work in these facilities also should share in
19 the wealth of these operations.

20 The best way to ensure that is for
21 those workers to have the protection of a
22 collective bargaining agreement.

23 In conclusion, let me say that
24 Allentown, the host city of these hearings,
25 needs help very badly.

1 A facility in Bethlehem can be a
2 catalyst to great development, and Bethlehem has
3 done a great job and should not be punished, but
4 there is no doubt that a gaming license in
5 Allentown would have the greatest impact in the
6 Lehigh Valley, from the perspective of lifting a
7 community from a low point in its history to an
8 opportunity for financial recovery.

9 Thank you for your time.

10 PRESIDING OFFICER EDMISTON: Thank you.

11 AUDIENCE: [APPLAUSE]

12 PRESIDING OFFICER EDMISTON: Our next
13 speaker will be John B. Callahan, the City Mayor
14 of the City of Bethlehem.

15 MAYOR CALLAHAN: Good morning. If you
16 would indulge me for one moment, we have a
17 couple of charts I want to get set up. I
18 apologize for the delay in setting up.

19 PRESIDING OFFICER EDMISTON: I have
20 left you on the timer because we have
21 discouraged the displays as to presenters other
22 than the applicants.

23 MAYOR CALLAHAN: Okay.

24 PRESIDING OFFICER EDMISTON: But I am
25 going to start you over and hope that we won't

1 have further displays from other speakers.

2 MAYOR CALLAHAN: Thank you. I was not
3 aware of that. I apologize.

4 Thank you also to the members of the
5 Commission for having given me the opportunity
6 to address you today. It is indeed an honor.

7 My name is John Callahan. I am the
8 very proud Mayor of the City of Bethlehem. I am
9 proud to speak to you today on behalf of the
10 72,000 residents of the City of Bethlehem and
11 express my administration's strong support for
12 Sands Bethworks application made by a group
13 headed by Las Vegas Sands Corporation.

14 Without doubt you will hear -- you've
15 already heard a lot of testimony prior to this
16 hearing, and you will hear much after I am gone.

17 I want you to come away, basically,
18 with three simple points about my presentation
19 today: One is that this project, the Bethworks
20 project, enjoys tremendous community and local
21 support. Myself as the Mayor, the Bethlehem
22 City Council, the Northampton County Council, as
23 well as many of the community groups that will
24 be most impacted by this site, in fact, the site
25 that's closest, the groups that and neighbors

1 that are residents closest to this site, are the
2 most supportive of this site, including the
3 South Side Task Force has passed resolutions in
4 favor of this site as well as Southeast
5 Neighborhood Block Watch Group.

6 In their application to the
7 Pennsylvania Gaming Control Board, Beth Sands
8 has proposed a development of a significant
9 portion of the 124 acres of the abandoned
10 property that was once home to the Bethlehem
11 Steel Corporation.

12 The proposed development will serve as
13 a mixed-use destination attraction that will
14 host gaming, retail, arts, entertainment, and a
15 non-profit center to be known as Bethworks.

16 Las Vegas Sands Corporation is a
17 pioneer in using gaming as an economic engine
18 for a diverse, multi-use development, and they
19 have a proven track record of success and
20 sustainability.

21 This project is very exciting to our
22 community and to me personally, because it will
23 achieve a shared community vision that began
24 almost nine years ago when Bethlehem Steel
25 ceased operations in Bethlehem; that is the

1 second point that I want you to come away with.
2 This is a decade old vision for the city.

3 And the third point is that Las Vegas
4 Sands is an operator that shares that community
5 vision with us and has the ability to execute on
6 this plan. This is a vision for a better
7 Bethlehem.

8 This is a vision that's been shared by
9 four separate Mayors, including former Mayor Don
10 Cunningham, and has transcended political
11 parties and political affiliations.

12 Bethworks is a redevelopment plan that
13 will take one part of the old Bethlehem Steel
14 Plant and turn it into a mixed-use destination,
15 that will restore the jobs and tax base that has
16 been lost with the end of steel, while
17 respecting the historic legacy of the site.

18 When Bethlehem Steel stopped
19 steelmaking and ultimately went bankrupt, the
20 City of Bethlehem lost millions of dollars in
21 tax revenue while seeing a huge reduction in its
22 tax rateable, tax base.

23 It's hard to imagine 20 years ago that
24 the City of Bethlehem would lose Bethlehem
25 Steel, we would have weathered and survived and

1 thrived with the loss of steel, but it is a
2 testament to the resiliency of our community and
3 the fact that each time that we have faced
4 adversity, we have come away stronger.

5 But the facts are the facts, and the
6 two charts beside me, I believe, are an
7 excellent illustration of where we were and
8 where we are going as a community.

9 The slide to my right -- the chart to
10 my right is a -- is the total Bethlehem -- the
11 assessed value of all of the Bethlehem Steel
12 properties within the City of Bethlehem and
13 basically shows you how the property has been
14 downward reassessed over the last decade, and
15 the millions of dollars we have lost as the city
16 and the erosion of our tax base.

17 Now, one would think that since steel
18 ceased operations in '95 in the hot end and goes
19 bankrupt in '98 that this is something that the
20 city has already absorbed and weathered.

21 A point that I want to make in terms of
22 this chart is as recently as last year, the
23 Bethlehem Steel property was assessed downward
24 from \$32 million of assessed value down to \$16
25 million.

1 So as this property has moved from
2 being an operating steel mill to the largest
3 single-owner brownfield in the United States,
4 1800 acres, it has caused a tremendous loss in
5 our tax base.

6 Now, we have come a long way, and this
7 chart right in front of me is the city's overall
8 real estate tax assessment over that same period
9 of time.

10 What is reflected there, you can
11 basically tell the story of the city over the
12 last decade. And during the early part of the
13 nineties and the mid-nineties, the city was in
14 free-fall in terms of its tax base. And you can
15 see that right at about 2001, we literally
16 turned the corner.

17 There's been a lot of growth in this
18 city over the last five years, and a lot of
19 progress has been made, but what this chart
20 clearly shows, and these are not John Callahan,
21 Mayor Callahan numbers, these are county
22 assessment numbers.

23 What this chart shows, even with all of
24 the growth and all of the progress that we have
25 made in the City of Bethlehem, we are today, as

1 I stand here, in 2006, 2% below where we were in
2 terms of the city's overall tax rate-ables, 2%
3 below where we were in 1994; a clear indication
4 of the tremendous blow that the City of
5 Bethlehem has weathered as a result of the steel
6 property.

7 Now, to make up for the losses in
8 assessment and to ensure any further decline,
9 the City of Bethlehem invested millions of
10 dollars of its own taxes to prepare the
11 infrastructure of its own dollars to prepare the
12 infrastructure of South Bethlehem for a large,
13 multi-use development like the one that is
14 proposed to you today. This included new roads,
15 streetscapes, open space improvements.

16 The Bethworks site has a successful and
17 unmatched access to major highways, specifically
18 the major highway in Lehigh Valley, Interstate
19 78, and the federal government has appropriated
20 over \$60 million to fully fund and expand and
21 improve Route 412, the major state highway
22 leading to this site.

23 Now that that funding is in place, the
24 project is in final design. These road
25 improvements are designed to expand capacity to

1 handle the new demands -- the new demands of
2 development on this site.

3 The current design of Route 412 will
4 have more than adequate capacity to accommodate
5 today's plans for Bethworks, because today's
6 plans are actually less, in terms of projected
7 traffic volume, less than what was previously
8 proposed in Bethworks planning over a decade
9 ago.

10 The new road design and construction
11 should be completed in the next several years,
12 and these improvements will ensure that the
13 Bethworks site is well prepared to accommodate
14 the thousands of new visitors that we anticipate
15 here. This site is primed for major
16 redevelopment.

17 The other illustration I have is of the
18 Route 412 project, to the far right, which I
19 know I have submitted all of these charts to all
20 of you prior to this meeting.

21 The point I want to leave you with in
22 terms of Route 412 is that the actual capacity
23 of Route 412 to accommodate traffic is greater
24 than I-78. It is the interstate that feeds that
25 road upon final widening and improvement.

1 We are quite confident that Route 412
2 can service this site, as it will the
3 Bethintermodal site and all of the other 1800
4 acres of the Bethlehem Steel property.

5 Now, while this redevelopment has been
6 in the works for almost nine years,
7 unfortunately this has not become a reality.
8 Several developers determined that this site
9 could not be developed because it would create
10 an incredible financial burden to do so.

11 The only change in the Bethworks plan
12 over the last nine years is that we now have a
13 real engine of economic growth that can make
14 everything else a reality, and that engine is
15 gaming.

16 It is my strong belief that gaming is
17 the demand-generator that can bring life to the
18 comprehensive vision for redeveloping the old
19 Bethlehem Steel Plant. As I said, a bipartisan,
20 redevelopment plan has been shared by the last
21 three administrations.

22 My administration, like the Smith
23 administration and the Cunningham administration
24 before me, strongly supports redevelopment and
25 reuse plans for this land, that include

1 multi-use, commercial, office entertainment,
2 residential and retail uses that preserve an
3 strengthen the historical nature of this site
4 while making it a regional destination.

5 The National Trust for Historic
6 Preservation has labeled this site one of the 11
7 most endangered sites in the country, and we are
8 very concerned about the deteriorating physical
9 structures if this site is not redeveloped.

10 The city of Bethlehem has spent almost
11 nine years working hard with noted developers to
12 try to redevelop and market the land as a
13 historical, multi-use development. The city has
14 put in place significant incentives, both
15 financial and zoning, in order to lure
16 development.

17 A tax incremental financing district
18 was put in place and it generated \$13 million
19 that was spent to build those new roads and
20 improve this site's infrastructure, making it
21 ready for construction and still nothing
22 happened.

23 The city changed zoning on the site and
24 created the Industrial Zone, Industrial
25 Redevelopment Zone, the most flexible and least

1 restrictive zoning in the city that would allow
2 almost any lawful permitted commercial use on
3 this development and still nothing happened.

4 Redevelopment efforts were the subjects
5 of numerous local and regional media stories,
6 and in spite of all of these efforts and all of
7 that attention, there has been no significant
8 development on the bulk of this site.

9 A 124-acre brownfield site in the urban
10 core of the seventh largest city in the
11 Commonwealth of Pennsylvania sits vacant.

12 The best way, and probably the only
13 way, to achieve our community's goals and turn
14 the Bethworks site into a successful multi-use
15 development that preserves and celebrates the
16 history of this location is to use the economic
17 power of legalized gaming as a catalyst for a
18 new development.

19 Gaming has the ability to generate the
20 economic activity that will provide capital and
21 resources to save the blast furnaces, restore
22 the historic buildings and to ensure the
23 integrity of a community vision that was
24 launched almost nine years ago.

25 The Sands Bethworks development will be

1 the catalyst for close to \$1 billion of capital
2 investment in Bethlehem's urban core. It will
3 provide for the adaptive reuse of existing steel
4 buildings, preserving the blast furnaces and
5 this community's sense of place and
6 commemorating 125 years of steelmaking history
7 in our city, bringing thousands of construction
8 jobs and thousands of direct jobs to the south
9 side where, frankly, they are needed most.

10 In addition, the developers are working
11 with our not-for-profit community by providing
12 property for Arts Quest for the development of
13 steel stacks, a \$60 million arts, cultural and
14 performance venue, PBS channel 39 for the
15 development of a new community studio and
16 possible relocation of their broadcast
17 facilities, working with the National Museum of
18 Industrial History to provide for the
19 continuation of their vision and plans to tell
20 the story of this nation's rich industrial
21 heritage in a spot where the industrial
22 revolution came of age and was forged and
23 promoted, and, finally, collaborating with
24 Northampton Community College in the creation of
25 a south side campus of the college to enhance

1 their programs in the heart of South Bethlehem.

2 Imagine, if you will, a resident of
3 South Bethlehem, who was living in what was once
4 the worker housing for Bethlehem Steel, walking
5 to the community college that lies on this site,
6 receiving the job training and work force
7 development required to participate in the 21st
8 century, and then walking to their job at the
9 Bethworks Now site or the Lehigh Valley
10 Industrial Park site.

11 That is true rebirth. That is true
12 urban revitalization, and the City of Bethlehem
13 needs it and deserves it.

14 We have lost too many jobs in the City
15 of Bethlehem. Gaming has the potential to
16 attract hundreds of thousands of people a year
17 in a 60-mile radius; that distance allows
18 Bethworks Sands to draw from the most-heavily
19 populated parts of the country, and is the
20 closest of the three sites being considered
21 today to the New York metropolitan region.

22 The ability to draw people will make
23 Bethworks a success. A successful Bethworks,
24 like the one envisioned nine years ago, has the
25 chance to help Bethlehem regain its tax base and

1 economic activity that was lost when Bethlehem
2 steel was closed.

3 Now, gaming, as you all well know, can
4 be a controversial subject. Both sides have
5 strong, strong opinions.

6 Now, the citizens of Bethlehem are no
7 different in that regard, but what sets
8 Bethlehem apart from most communities is the
9 strong tradition that we have had for many years
10 of community dialogue and consensus.

11 Last year, the City of Bethlehem had a
12 deep and wide-ranging community debate on the
13 question of gaming and the Bethworks Sands
14 proposal. Hundreds of residents spoke out at
15 public meetings and forums. Thousands of people
16 sent letters to elected officials stating their
17 position, and our City Council had to vote, and
18 the result was that our elected city and county
19 leadership supported gaming in Bethlehem at the
20 Bethworks site.

21 I can assure you that there are no, no
22 significant or real impediments, environmental,
23 zoning or otherwise, that will prevent this
24 project from moving forward.

25 As commissioned members, you know as

1 well as I do, that as part of that application
2 that Las Vegas Sands presented to, they
3 committed to being up and running in no less
4 than 18 months.

5 In addition, if you want to look at
6 public opinion, there have been no fewer than
7 four polls, one by one Lehigh University, one
8 internal poll by Las Vegas Sands, and two polls
9 conducted by The Morning Call, one as recent as
10 April 1st, 2006, that show that if gaming comes
11 to Lehigh Valley, the Respondents feel it should
12 be in Bethlehem.

13 And greater than two-thirds of the
14 Respondents of those four separate polls
15 indicated that two-thirds, over two-thirds of
16 the Respondents approve of the Bethworks plan,
17 inclusive of gaming. This project has wide,
18 valley-wide regional support.

19 Now, I watched the news from across the
20 state very carefully, and throughout this
21 process I have not seen a single community where
22 a gaming application has been subjected to this
23 type of rigorous community dialogue, debate and
24 ultimately consensus.

25 I must applaud the Las Vegas Sands

1 Corporation and their local development partners
2 Newmark, not only for engaging but for
3 supporting this open community discussion.

4 Most companies coming to a new market
5 for the first time would usually shy away from
6 this type of scrutiny; but the Las Vegas Sands
7 team is different, and they invited the
8 community to learn more about them. After all,
9 they have nothing to hide.

10 Unlike other applicants who waited
11 until the very close of the filing deadline to
12 announce their plans, the Sands Bethworks team
13 unveiled their proposal more than a year and a
14 half ago.

15 They have participated in countless
16 community meetings to discuss their proposals
17 and answer questions. They have shown the
18 honesty and integrity I believe will make them a
19 great community partner asset and partner for
20 the State of Pennsylvania.

21 I am also impressed with Las Vegas
22 Sands as a company. They are financially
23 strong, operationally stable, and a great
24 long-term partner for Pennsylvania.

25 You know in Las Vegas Sands who you are

1 going to be dealing with today, and who you are
2 going to be dealing with a year from now and who
3 you are going to be dealing with five years from
4 now. They are the largest market cap gaming
5 company in the world.

6 when the Commonwealth of Pennsylvania
7 legalized gaming, I believe they were looking
8 for a site that could bring forward revenue for
9 the Commonwealth, while also providing necessary
10 economic catalyst for a community.

11 This site unquestionably fits that
12 model. This is an opportunity to redevelop a
13 significant historical landmark, a landmark that
14 cannot and will not be developed without gaming.

15 I urge you today to carefully consider
16 what you hear at this and subsequent meetings
17 because I believe if you do, you will see that
18 the Sands Bethworks site is deserving of and
19 should be awarded one of the available Class II
20 licenses.

21 I am going to take my Mayor's hat off
22 for just a moment and speak as a resident of the
23 City of Bethlehem. And I want to tell you that
24 I love the City of Bethlehem, and I have faith
25 in the City of Bethlehem, its institutions and

1 the people who live here. There is a spirit in
2 the city of Bethlehem that is very real and very
3 rare.

4 As much as we value our history in the
5 city, Bethlehem's most valuable assets are not
6 the historic buildings or the blast furnaces.
7 Bethlehem's most valuable assets are its people
8 and the strength of its community. And I know
9 that gaming is not going to change that.

10 I want my children to visit that site,
11 which I have three; an 11, 9 and 7-year-old. I
12 want them to gaze up at those iconic blast
13 furnaces, and I want them to understand the
14 history of this proud city and the history of
15 this region.

16 In conclusion, both as Mayor and as a
17 resident, I firmly believe that I -- if we are
18 fortunate enough to be granted a gaming license,
19 that this project will be a national model on
20 how a city can introduce gaming for the overall
21 good of a city and a region; and that when other
22 cities across the country look at communities
23 who have done it right, Bethlehem will be first
24 on that list.

25 You know, when the dust settles, the

1 licenses are awarded, the projects are built and
2 everybody is up and operating across the state,
3 there is going to be a moment and a time for
4 reflection; and at that time I think we will all
5 ask ourselves collectively now that we have
6 approved in the state, what good was served?
7 What is the result?

8 Certainly, we are going to have
9 additional revenue for property tax reform, and
10 that is a good thing, but everybody involved in
11 this process, from the legislators that
12 supported Act 71 and Act 72, to the Governor and
13 to the Gaming Control Board, everybody, myself
14 included that's involved and had a role in this
15 process, will be able to point to Bethlehem, to
16 this project when it's done, and say that's why
17 we approved gaming in the State of Pennsylvania.
18 In Bethlehem we did it right.

19 So I strongly urge you to support a
20 Class II license for the Sands Bethworks
21 proposal, and I sincerely appreciate the
22 opportunity to talk with you today.

23 PRESIDING OFFICER EDMISTON: Thank you.
24 Our next speaker is Ed Pawlowski, Mayor of
25 Allentown. You may proceed.

1 I am fresh off the campaign trail. And many
2 nights, many nights, I have been away. I have
3 two small kids. I have a son Alex, who is three
4 and a daughter Mercy, who is seven. And being
5 gone almost every night, one of the things that
6 I have tried to do throughout the election and
7 my first three months in office is at least get
8 home and read them a story.

9 One night I was reading my seven year
10 old a fairy tale. And she looked up at me and
11 said, Daddy, do all fairy tales begin with the
12 phrase "Once upon a time"? And I looked at her
13 and I said -- smiled. I said, No, honey.
14 There's a lot of fairy tales that begin with, If
15 elected, I promise.

16 But, seriously, one of the things that
17 I promised during the campaign is to provide
18 open and honest government, and to be upfront
19 and honest with the public regarding the city's
20 challenges and opportunities.

21 Today what I would like to do with my
22 time is to be straight forward and honest with
23 you on Allentown's challenges, but also how this
24 casino could have a positive impact on Allentown
25 and the state.

1 I have provided you with a
2 presentation. If you could follow through with
3 me, I would appreciate it.

4 First, let me start out with an
5 overview of the city. Allentown, as you can
6 see, is the third largest city in the state.
7 There is Philadelphia, Pittsburgh and the City
8 of Allentown.

9 It is the largest municipality in this
10 region. It is one-third of the population of
11 the entire Lehigh County. It is one-sixth of
12 the population in the entire Lehigh Valley.

13 And I truly believe that a healthy
14 Allentown and a prosperous Allentown means a
15 healthy and prosperous Lehigh Valley. And,
16 conversely, a sick Allentown will be a burden on
17 this entire region. It will be a weight upon
18 this entire region, bringing the economics of
19 this region down.

20 If you look at the city, you will see
21 that we are an older city. We are a built-out
22 municipality. We do not have a lot of land left
23 for development. We have less than 100 acres of
24 developable land left in the city. So it is
25 very important that every acre we develop,

1 produce revenue to help and assist us in the
2 years to come.

3 If you look at our population base, we
4 are growing dramatically. We have been growing
5 for the last several decades. In fact,
6 Allentown is the only city in the United States
7 that grew in the last census track. We grew
8 significantly enough to bypass Erie as the third
9 largest municipality in the state.

10 In fact, we are one of the only cities
11 that actually gained population. Almost every
12 other city in this Commonwealth has lost
13 population, except the City of Allentown.

14 We have also had a change in racial
15 demographics. If you look at a chart that you
16 have there on page 3, you will see that our
17 racial demographics have changed dramatically as
18 well.

19 We are much more diversified than both
20 the county and the state as a whole. We have
21 close to 25% of our population that is now
22 Latino, close to 13% that is African American;
23 that is almost 40% of our population that is
24 Latino or African American.

25 We are transitioning in this city from

1 basically a big, small town to a large urban
2 cosmopolitan municipality, and with that we have
3 many challenges.

4 Just like our sister city to the west
5 of us, Pittsburgh, and our big brother to the
6 east of us, Philadelphia, we have severe fiscal
7 challenges on the horizon.

8 When I came in several months ago,
9 I was presented a budget that basically
10 had -- supposedly had a surplus of \$800,000. It
11 actually has a deficit of close to \$8 million,
12 over 10% of our entire general operating fund.

13 We had a risk management fund that I
14 inherited, which we are a self-insured
15 municipality. We put money year after year into
16 this fund to provide for insurance so, in case,
17 God forbid, somebody slips and falls, we
18 actually pay out of this fund.

19 The problem is, there is no money in
20 the fund. Zero. Zip. Nada. Nothing. We
21 didn't even have enough to pay for our
22 employees' healthcare benefits for the first
23 quarter. And I inherited a city that had almost
24 zero cash.

25 We had several hundred thousand dollars

1 to operate, when I first came into office three
2 months ago. And quite honestly, that made us
3 through the first two weeks.

4 Now, with a lot of community support
5 and a lot of goodwill from the corporate
6 community team and a great finance team in City
7 Hall, we fixed this problem this year. We
8 filled this gap.

9 We cut about 2.2 million out of our
10 budget, we reduced staff significantly, we
11 increased revenue, and we took a \$5.2 million
12 cumulative deficit and eliminated it with a very
13 innovative program called Lease Buy Back.

14 But the problem that we have is even
15 greater than this, because if you look on the
16 horizon, we have even a greater challenge coming
17 up in future years.

18 If you look at this chart, you will see
19 that Allentown has some real fiscal challenges.
20 This chart represents all of our bonds, all of
21 the city's bonds from mayors gone past. Most of
22 those mayors basically back-loaded all of this
23 debt into the future.

24 The problem is that the future is here.
25 In 2008, we will increase our debt service from

1 basically 6.8 million to 9.5 million in one
2 year. In one year.

3 We will increase over \$2.7 million in
4 our debt service. On top of that, just like any
5 other municipality in the state, we have the
6 bulk of our costs in labor.

7 I mean, we provide services. That is
8 what a municipality does. The bulk of our costs
9 are in full-time labor, in overtime and FICA and
10 pensions and healthcare. We have about 74% of
11 our entire city budget goes to labor. So any
12 time our labor costs increase, our costs go up
13 dramatically.

14 We have some pretty generous contracts
15 that we have. Our fire, our FOP, our other
16 unions, have COLAs and 3% increases going all of
17 the way to 2011. We have about a 5% annual
18 increase in our labor costs, which adds another
19 \$2 million to our bottom line.

20 We have reduced staff and have some of
21 the most historic low levels of staff that we
22 have ever had in this city's history. In fact,
23 we are so low, we are finding it so difficult to
24 even do the basic functions of city government.

25 On top of that, on top of that all, the

1 last Mayor negotiated a contract -- and I am all
2 for good pensions. Believe me, I have no
3 problem with a good pensions, but we have a
4 contract that basically has allowed 50 of our
5 officers to retire, a quarter of our police
6 force, with an early buy-out provision, that has
7 officers age 37 to 42 years of age making 78 to
8 \$95,000 a year, for the rest of their lives,
9 with full health benefits and the ability to
10 pass it onto their surviving spouse. Now, this
11 alone will cost us another \$5 million a year
12 starting next year.

13 so if you look at this charge, which is
14 on page 9 of your book, which is the point I am
15 trying to get to; if you look at the blue line,
16 which is our revenue, and the red line that is
17 expenditures, if we do nothing in the City of
18 Allentown, we will have a gap of about \$12
19 million -- \$12 million by 2010. We will have a
20 cumulative carry-over deficit of \$40 million --
21 40 million -- by 2012. Our whole general fund
22 budget is only \$70 million.

23 The only thing to do in the city to
24 raise revenue is through property tax, according
25 to our charter. We have the highest property

1 tax rates in the whole county, in the whole
2 region. If we had to raise taxes to compensate
3 this gap, we basically would have to increase
4 taxes by about 50 to 60%, which would drive
5 everyone, every business, every homeowner, out
6 of the city in droves, and create this huge
7 black hole in the middle of Lehigh County and
8 Lehigh Valley.

9 You probably also read about this
10 revenue sharing deal, which obviously the two
11 mayors and the two cities worked out, which is
12 great. We have collaborated. We have
13 cooperated. But it really only covers a
14 fraction of our overall cost.

15 So why am I telling you all of this?
16 Well, I am telling you this -- well, let me keep
17 going on. Our school district is also in great
18 need. We have the largest school district in
19 the city, the third largest. We have the lowest
20 per-person spending. We spend about \$7700 per
21 pupil versus \$14,000 from our neighboring
22 suburban school district.

23 We have some of the lowest staffing
24 levels. We have building projects that total
25 over \$250 million, \$250 million, just to bring

1 the buildings in our school system up to
2 reasonable levels.

3 We have to close this gap in funding
4 between the county and the state. We would have
5 to spend between 30 and \$35 million more a year
6 just to bring our schools up to adequate levels.

7 The reason I am telling you this is
8 because the revenue generated from this casino
9 is significant for the City of Allentown. It is
10 significant to keep us out of receivership, to
11 keep us out of bankruptcy; or receive 10 million
12 as a host city, another 2.3 in building permit
13 fees, another million in other local fees and
14 taxes, another 4 and a half million in real
15 estate for the city and the school district.

16 Over \$15.8 million of new revenue. And
17 it will be a long way in solving some of our
18 city's fiscal problems.

19 So the first reason that I am going to
20 ask you today to consider, as you are looking to
21 choose a site, choose a location in Lehigh
22 valley for a casino, is that the city
23 desperately needs this revenue to survive and to
24 thrive as a municipality.

25 The second issue is the site. If you

1 look at this particular site, this is Agere.
2 Agere was a large employer in this area. At one
3 time it was Bell Labs, and Lucent Technologies,
4 and then it turned into Agere.

5 At one time it employed over 6600 at
6 its peak. It is down to several hundred jobs
7 today. It had the largest clean room in the
8 state. It actually had a 700,000 square foot
9 clean room for chip manufacturing.

10 when they moved the plant's
11 manufacturing plant overseas, this was shut
12 down. The majority of the site is now
13 demolished and cleared. In fact, I have
14 provided an article for you from the Morning
15 Call, which was just a couple days ago that
16 talks about the Agere's challenges. Basically,
17 they will take the remainder of the 300
18 back-office clerical staff that are currently at
19 this site, and move them off this site, and this
20 site will become vacant by June of 2006.

21 Now, part of the plan for this site, if
22 you look at slide 16, is to create this
23 entertainment and commercial corridor that leads
24 into the city; that helps us rebuild our
25 downtown.

1 Part of this site, 25 acres, will be
2 our casino. The other part will be a minor
3 league ball field, which we already have \$32
4 million committed for. The remainder of the
5 site will be other retail entertainment vendors.

6 We have a new road that leads into our
7 downtown, a new bridge, a \$50 million, which
8 will start construction in 2008, connecting this
9 American Parkway in back of this, into our
10 downtown, providing corridor for expansion of
11 our redevelopment areas in our center city.

12 And this new entertainment district
13 will basically serve as a gateway into the
14 downtown, similar to how Pittsburgh's golden
15 triangle acts with -- right across the river,
16 which is adjacent to their stadium area. So
17 this will serve in that very same way.

18 Now, the advantages of this particular
19 site, you have heard it all over and over again,
20 and I am not going to bore you, but they are
21 clear. We have a clean and ready site for
22 development. This site could be up within the
23 next 15 months generating revenue. It is
24 environmentally clean. There should be no
25 delays. There is no contamination on this site.

1 It is owned by the operator. It is
2 zoned properly. It has sufficient
3 infrastructure to support this project. There
4 is no need for additional state funds to pay for
5 building roads or other site work on this
6 particular site.

7 It's near Interstate 22 and the
8 Valley's regional airport. It is in proximity
9 to another gaming facility, which is an
10 off-track betting site, which is within a half a
11 mile of this particular site. This casino will
12 make the site an entertainment destination.
13 Without it, it will be very difficult to find
14 another anchor for this particular site.

15 And most importantly, most importantly,
16 this site will not, and I repeat, not, adversely
17 impact the community. It is isolated from
18 residential. It is isolated from religious, and
19 it is isolated from educational institutions.

20 So reason two for choosing this site is
21 the proposed site has advantages far superior to
22 that of other sites in the region.

23 The third reason is the economic
24 impact. If you look on page 25, you will see a
25 chart that outlines household income. And

1 household income in the City of Allentown has
2 been going up, but it still lags dramatically
3 behind Lehigh County and the State of
4 Pennsylvania.

5 This site will provide needed revenue.
6 It will provide economic benefits to the city.
7 It will have 750 direct construction jobs, 79
8 million in earnings generated through the
9 construction period. Over 1300 directly
10 employed on this site, with an average annual
11 wage of \$35,000, which is above the average
12 household income of the majority of residents in
13 the City of Allentown, and a total payroll of
14 over \$50 million.

15 So reasoning number three to choose
16 this particular location, is the economic impact
17 of this development will be significant for the
18 city and this region.

19 Then we get to the operator. The
20 operator has an experience and commitment as an
21 operator. It has significant, significant
22 experience in operating facilities and
23 generating income in cities of similar size.
24 And I make that a point, in cities of similar
25 size.

1 There is no glitz to this proposal.
2 There is no glitz. This is just a
3 straightforward and simple business plan to
4 create jobs and generate revenue.

5 This model is probably \$100,000. Aztar
6 has put their money into the site instead of
7 models. That model would have funded probably
8 15 kids for a year in our Allentown School
9 District.

10 This site -- this particular operator
11 also has some potential suitors, as you are
12 clear and all know. This site is potentially --
13 Aztar has the potential of being bought out, but
14 the potential suitors only strengthen this
15 particular operator and provide increased
16 resources for development.

17 Finally, they have been a good
18 operator. On top of all of the other revenue, I
19 have been able as Mayor to work with Aztar and
20 negotiate additional concessions for the city
21 with this particular operator. We have an
22 agreement to mitigate any community concerns.

23 One of the first concerns on the east
24 side of the city, since it is separate from the
25 rest of the city, is public safety concerns.

1 And Aztar has agreed to provide a ladder truck,
2 because we have a 20-story building going up on
3 this site, an ambulance and build out a police
4 substation to meet the public safety concerns
5 for the east side residents.

6 They have also agreed to set aside
7 \$500,000 above and beyond their commitment to
8 the state to address the issue of any potential
9 gambling addictions, which would go to local
10 agencies to provide additional support.

11 And the most important thing is that I
12 was concerned about decent jobs. Now, everyone
13 knows that this is a service industry. Service
14 industry is not notorious -- is not known for
15 high-paying jobs.

16 What I wanted to do is actually work
17 out to make sure that they had union
18 representation for these particular employees.
19 They have agreed to do a card-check agreement
20 with either Unite or the Teamsters or other
21 local unions for this particular site, and they
22 have also agreed to set aside 250,000 for
23 employer-assisted housing; so that workers at
24 this particular site can have an opportunity to
25 buy homes within their community.

1 So the fourth reason to choose this
2 particular location is that the proposed site
3 has an experienced operator, familiar with
4 running casinos in a similar-sized market.

5 And then finally, finally, we have the
6 support from the community, which is key. This
7 site has overwhelming support. We have, as you
8 heard from our Council President, unanimous,
9 unanimous support from our City Council.

10 We have broad-based community support.
11 We have over 14 community and Crime Watch groups
12 who have endorsed this site. We have almost no
13 opposition to this particular site.

14 It is supported by our state
15 legislators. It is supported by our county
16 government. This site is fully supported, in
17 most part, by the community. So the fifth
18 reason to choose this particular site and to
19 choose Allentown is because this proposed site
20 has a broad base of community support, with
21 little to no opposition for its development.

22 So, let me recap. There's five reasons
23 I believe you should choose this site. The
24 first one, as I spent a long time explaining, is
25 that Allentown needs the revenue generated from

1 this casino to survive.

2 The site is superior to other sites in
3 the region and will generate revenue for the
4 state in the least amount of time. It will have
5 an economic impact that will be significant for
6 this city and this region. It will -- we have
7 an experienced and committed operator who
8 understands how to work in smaller markets like
9 this one and generate revenue, and we have a
10 broad base of community support with little to
11 no opposition.

12 I want to finish with a quote from
13 Pericles. Pericles was probably -- lived over
14 2500 years ago, probably one of the first and
15 greatest mayors. He said, All good things on
16 this earth flow into the city because of the
17 city's greatness. Now, he shortly after that
18 died of the plague, but we won't get into that.

19 You know, Allentown was once a great
20 city. And I believe it could be great again.
21 It was a city that people were proud of; that
22 people wanted to live in. A city that had jobs
23 and commerce and safe neighborhoods and good
24 parks and clean streets. A city where people
25 worked together to make it a better place to

1 live.

2 And I am going to ask all of you up
3 there, and I know you are probably bored of
4 hearing all of these talks today, but I am going
5 to ask you, is that too much to ask? Can we not
6 accomplish the seemingly insurmountable task of
7 making a city liveable, just liveable again? Am
8 I asking too much? Is it beyond our reach as a
9 state? As a municipality? Because if it is,
10 then we should just all pack it up, call it a
11 day and move this entire city out to the
12 suburbs.

13 But I love this city, and I am not
14 going to let this city fade into oblivion. As
15 Mayor, I am going to choose to stand up and I am
16 going to fight for the city. I choose to do all
17 I can to make this city live again. But I am
18 going to tell you, I can't do it alone. I need
19 your help to make this city thrive.

20 Awarding this license, voting yes for
21 Allentown, is a vote to make this city live
22 again. We need this revenue. We have a great
23 site. We need this economic impact to help
24 revive our city. We have an experienced
25 operator, and we have a broad base of community

1 support.

2 In Allentown we are not just looking to
3 restore an industrial site. We are hoping to
4 resurrect a city. And so I hope that when you
5 look at all of the things that are before you,
6 when you look at all of the arguments, when you
7 look at all of the proposals, you will look
8 favorably upon our site, because we truly need
9 to bring the city back.

10 This city -- we cannot afford in this
11 state, to have the second and third largest
12 municipality in receivership and bankruptcy.

13 This could be some of the life blood
14 that brings Allentown back. I sincerely ask for
15 your support of this particular proposal.

16 Thank you very much.

17 PRESIDING OFFICER EDMISTON: Thank you.

18 AUDIENCE: [APPLAUSE]

19 PRESIDING OFFICER EDMISTON: Our next
20 speaker is Andy Roman, Lehigh County
21 Commissioner. You may proceed.

22 COMMISSIONER ROMAN: Thank you,
23 Mr. Chairman. Since I am standing between you
24 and lunch, I will make this brief.

25 My name is Andy Roman. I am a Lehigh

1 County Commissioner, and I wanted to make a few
2 remarks regarding the gaming license for
3 Allentown and as it affects Lehigh County.

4 In February of 2006, just a month or so
5 ago by a five/two vote, the majority of
6 Commissioners voted to demand the repeal of the
7 Pennsylvania Gambling Law, due to its damaging
8 affect on the social fabric of our community and
9 especially the damaging affects to the values we
10 transmit to our children.

11 Let me take a few minutes to talk about
12 those values that our children need to build a
13 successful and a fulfilling life. I believe
14 gambling communicates the wrong message and the
15 wrong values to our children, to the next
16 generation.

17 what we need to be underscoring and
18 highlighting is the work ethic, the idea of hard
19 work is the way you get to a fulfilling and
20 successful life; not necessarily the roll of the
21 dice, not necessarily the pull of a lever.

22 Education. Our area here has a wealth
23 of educational institutions of higher learning.
24 We have a wealth of opportunities for young
25 people to learn the building blocks of a

1 successful life.

2 Along with that education comes
3 discipline, learning the benefits and the
4 rewards of sacrifice, and those are the things I
5 believe we need to emphasize in this day and
6 time. Wise planning is another one and, of
7 course, the responsible lifestyle.

8 Let's compare these values with the
9 values of the gambling industry. Let's face it,
10 the underlying philosophy of gambling is
11 something for nothing. The idea that you can
12 go, pull a lever, roll a dice and get something
13 for nothing. Is that really the values we want
14 to communicate to our next generation? I don't
15 think so.

16 The mayor talked recently now, or just
17 a few minutes ago, about the dire financial
18 straights of Allentown, and I have a real
19 compassion for that situation. I am a Lehigh
20 County Commissioner, who was elected at large.
21 I not only look at Allentown, I look at the
22 whole county, and that it is a desperate
23 situation financially.

24 I believe that gambling is not the
25 answer. If Allentown was a family that came

1 upon hard times, would our first solution be to
2 go gamble our way out of our mess? I don't
3 think so.

4 I believe it's very important to
5 understand that solid economic development must
6 be built on entrepreneurship, it must be built
7 on technologies that solve problems, it must be
8 built on a strong work ethic, it must be built
9 on vision and leadership.

10 In my view, the gambling industry and
11 all of its false hope, is more damaging in the
12 long run than we realize.

13 Let's compare some of these other
14 philosophies that the gambling industry promotes
15 along with this something-for-nothing
16 philosophy.

17 Success is by chance, not by choice.
18 It is a roll of the dice. It is one in a
19 thousand. It is one in a million. Success is
20 the only way to get ahead.

21 This is a damaging philosophy to convey
22 to the next generation. Some say the gambling
23 revenues are the salvation of Allentown. Again,
24 I don't believe that to be true. It may present
25 a superficial, a facade, an illusion of

1 prosperity.

2 But let's face it, solid jobs and solid
3 futures are not based upon the entertainment
4 industry. It is not based upon a destination
5 that is glamorous and attractive.

6 We have seen those illusions at
7 Atlantic City. We saw the high-rise buildings
8 in Atlantic City, and that was supposed to solve
9 all of the problems in New Jersey, yet you go
10 six blocks away from Atlantic City, what do you
11 see? You see poverty. You see destitute
12 neighborhoods and you see hopelessness. It is
13 an illusion, and I believe Lehigh County
14 deserves better than that.

15 Speaking of Lehigh County, and as a
16 Lehigh County Commissioner, we took a vote on
17 this gambling issue because we thought it was
18 important to take a stand for the long-term
19 benefit of the county.

20 We have a human services budget. It
21 consumes a significant portion of our entire
22 budget. The question I ask, is that human
23 services budget going to go up or is it going to
24 go down should gambling come to our county? We
25 all know the answer to that. The human services

1 budget is going to explode, and we are going to
2 have to find a way to pay for it.

3 So, again, the solution we are
4 proposing to solve all of our problems here I
5 believe is a false hope. I believe it is going
6 to deliver nothing more than empty promises.

7 Lehigh County is a county that has such
8 diversity in people and technology and in
9 potential. We have to develop that. We want
10 Lehigh County to be known for the Mack trucks of
11 the world, the Air Products of the world and
12 even Doren Park. But I don't know if being
13 known as the gambling hub of eastern
14 Pennsylvania is something that we want to be
15 known for.

16 I know Bethlehem is known as the
17 Christmas City. I would hate to have Allentown
18 be known as sin city.

19 Success for gambling is a million to
20 one odds. It is a gamble that I believe Lehigh
21 County is not willing or should take. And I
22 would ask that you reject the proposal and
23 application for Lehigh County.

24 Thank you very much.

25 PRESIDING OFFICER EDMISTON: Thank you.

1 Our next speakers will be from the
2 community group category. First individual
3 scheduled is Dr. Andrew Economopoulos. And you
4 will have a 10-minute period -- up to 10
5 minutes, sir. And you may proceed.

6 MR. ECONOMOPOULOS: It is like
7 economics, Economopoulos.

8 Thank you very much to the Gaming Board
9 for allowing me to comment on the application of
10 Boyd's gaming license in Limerick, Pennsylvania.

11 I am speaking on behalf of Linfield
12 United Church of Christ. I have a summary of my
13 credentials. It is provided in my handout, I
14 hope that you would have that in front of you,
15 in exhibit 2.

16 My research is focused on entry in the
17 marketplace. And I have assessed the impact on
18 the market place when entry decisions were made
19 by regulatory bodies. More recently I examined
20 the rise of the gaming industry and related
21 literature. Given my background, I believe I
22 can speak to the economic impact of a Limerick
23 license.

24 The charge given to the Board by the
25 legislature in determining who receives a

1 license is, and I quote, The issuance of a
2 license will enhance tourism, economic
3 development, job creation, and is in the best
4 interest of the Commonwealth. It is with this
5 charge in mind I will base my comments.

6 Given the criteria above, it is my
7 judgment that the Limerick site is not the best
8 location for a gaming facility. My reasons are
9 as follows:

10 First, the site will not attract as
11 much tourism as other sites in the geographical
12 area.

13 Second, the economic development
14 impacts are smaller than other sites in the
15 area; and, third, the most important, net tax
16 revenues to the state, would be smaller than
17 other sites in the area.

18 All three reasons are based on
19 Limerick's geographical location relative to
20 other proposed gaming sites in the region.

21 Limerick, which is located in the
22 interior part of the southeast region, is
23 bordered by Philadelphia and Delaware where
24 casinos are currently operating or will be
25 operating by the time Boyd's plans are to

1 commence operations.

2 One cannot expect significant inflow of
3 casino patrons from New Jersey and Delaware,
4 since these individuals will most likely be
5 visiting a Pennsylvania casino closer to their
6 home. The main traveling route to a portion of
7 New Jersey residents to Limerick will be the PA
8 turnpike, and will pass at least one casino on
9 their way.

10 Since Boyd states that it does not plan
11 to run a motor coach program, the inflow of
12 out-of-state tourists is limited; thus, the
13 chief market for Limerick will most likely be
14 Pennsylvania residents west and north of
15 Limerick.

16 It is clear that the proposed
17 investment by stockholders and creditors of
18 Boyd's will have significant impact on the
19 region's economy.

20 These out-of-state dollars will not
21 only have a direct impact on the economy but
22 also indirect impacts as they had presented;
23 however, an investment of this kind, casino or
24 non-casino, will impact the local region, but it
25 does not necessarily represent sustainable

1 spending in the area.

2 Investment dollars will impact the
3 region no matter where a new casino will be
4 built, and new spending will result from those
5 who patronize the casino; but in order to have
6 the greatest sustained and significant impact on
7 economic development in the region, the casino
8 must continue to attract out-of-state dollars.

9 If patron growth is drawn from within
10 our region, then the growth in casino spending
11 will only be a transfer of dollars from one PA
12 region to another, from one spending sector to
13 another.

14 Patron growth of an interior
15 Pennsylvania casino will only produce positive
16 economic developments, if participants are
17 willing to draw down their savings to engage in
18 this new recreational activity; thus the
19 Limerick site will have economic benefits in the
20 short run, but over time, the gains in benefits
21 will decline relative to alternative sites.

22 A casino in the Allentown town area
23 would be a better choice for the state for
24 several reasons. First, the Limerick area can
25 be served by Philadelphia, Allentown and

1 Harrisburg, not only will the Allentown site be
2 able to serve most of Limerick's area, it will
3 also be a location that will be drawing dollars
4 from out of state.

5 As can be seen in your exhibit three,
6 the population base of Allentown region is
7 nearly as large as Limerick.

8 Limerick patrons not served by the
9 Allentown casino will be served by the
10 Philadelphia and Harrisburg markets.

11 Second, since the Allentown location
12 will also yield higher revenues for the state, a
13 comparison of state revenues generated by
14 location is given in your exhibit four. There
15 are two columns that are presented and are based
16 on different sets of assumption of gambling
17 rates in the market.

18 In column one I look at the impact of
19 state revenues based on Boyd's assumption, and
20 although the state will raise over \$150 million
21 in casino tax revenues from either site, several
22 adjustments must be made to be determining the
23 net revenue to each of the locations.

24 As noted in the applicant
25 presentations, there will be numerous direct and

1 indirect benefits that are provided in your
2 table there, and I will not go into them.

3 A more important set of adjustments
4 that need to be made that have not been
5 discussed are the offsets or losses in tax
6 revenues to the state that are due to patrons
7 choosing casino spending over alternative
8 activities.

9 Each casino dollar spent by first-time
10 Pennsylvania casino slots players will have two
11 revenue offsets. The first is this state will
12 lose sales tax revenues of 6% on casino dollars
13 that would have had to have been spent on other
14 entertainment spending; the second, the state
15 will lose approximately 4% income tax revenue
16 that is lost on casino revenues that could have
17 been income to other individuals.

18 Since the Limerick casino has a larger
19 PA market, they will have greater sales and
20 income tax offsets than Allentown.

21 The growth and patrons projected by
22 Boyd's will not eliminate this gap, but would,
23 in fact, widen the gap, since Allentown has a
24 larger patron base that comes from outside of
25 Pennsylvania and the growth of Boyd's would come

1 from spending dollars only within Pennsylvania.

2 The final tax offset is the lost
3 revenues from casino patrons. Evidence from two
4 key academic studies suggest the state will lose
5 between 25 cents to 36 cents in lottery tax
6 revenues for every casino dollar spent.

7 Assuming that PA lottery tickets are
8 primarily purchased by Pennsylvanians, and then,
9 of course, New Jersey purchases are offset by
10 Pennsylvania purchases, the Limerick location
11 will have a greater offset in revenues than the
12 Allentown location. Thus my calculation
13 indicates that the Allentown will have a net
14 revenue advantage over Limerick by almost
15 \$39 million.

16 If I use a more conservative set of
17 assumptions, because I assume that many of
18 them are overestimating their business, given
19 those rates, Allentown still will yield over
20 seven and a half million additional revenues to
21 the state. From this, the state's perspective,
22 the Limerick site is suboptimal.

23 Not only is the site superior to
24 Limerick in terms of state revenues, in my
25 judgment, Allentown will have the greatest

1 economic impact with the least market
2 disruptions.

3 As we have heard, Allentown has more
4 excess supply in the labor market and therefore
5 when we have new jobs switching from one to
6 another, there will be lower costs in
7 adjustments.

8 Finally, my comments so far have
9 assumed that the decision of the Board is an
10 either/or decision, and so I must address the
11 issue if the Board decides to put both in this
12 region.

13 From exhibit three it is clear that
14 there is significant overlap in the two markets
15 and two licenses in the regions will reduce the
16 number of visitors to each site.

17 It is my judgment that Boyd's current
18 plan could not sustain the loss. In looking at
19 Boyd's facility plan and comparing to other
20 casinos in the region, if you want to look at
21 exhibit 6, you will notice that Boyd's plan is
22 currently standing -- as it currently stands,
23 will be underutilized under its current
24 assumptions.

25 Bally resorts in Atlantic City is the

1 closest in size as Boyd's proposal. Bally has
2 1,000 more slots and 200 more tables than Boyd
3 for the same square footage.

4 In terms of visitors, New Jersey
5 casinos, with visitors ranging from 3 to 4
6 million, on average have 60,000 square less feet
7 than Boyd's. Thus given those current
8 assumptions, I believe the facility will be
9 underutilized, and a scenario where there is a
10 reduction in visitors would have a significant
11 financial impact on the casino.

12 In conclusion, the Boyd's application
13 at Limerick, in my opinion, is not in the best
14 interest of the state and the taxpayer.

15 Thank you for your time.

16 PRESIDING OFFICER EDMISTON: Thank you.

17 The next speaker is Larry Burd.

18 Mr. Burd.

19 After Mr. Burd completes his remarks,
20 we are going to take a break. We will resume at
21 1:30. Mr. Burd, you may proceed.

22 MR. BURD: Thank you very much. Please
23 forgive me. I have a sore throat. I hope I
24 will be able to get through this presentation.
25 You do have the distributed written copy of my

1 remarks.

2 My name is Larry Burd. I have lived
3 and worked in Bethlehem, Pennsylvania for the
4 past 23 years. I am the senior pastor of
5 Calvary Baptist Church in Bethlehem,
6 representing a congregation of over 1,000
7 people.

8 First of all, I want to thank you as
9 the Gaming Control Board of Pennsylvania for
10 your service. I know that you come from very
11 distinguished backgrounds. One having been a
12 former State House Representative, an FBI agent,
13 several attorneys, a judge, and one of your
14 members has the distinction of being an NFL
15 official, having officiated Super Bowl XXXIII.
16 So you certainly come from a very distinguished
17 background.

18 I want to tell you why I do not want to
19 see a casino, particularly in Bethlehem,
20 Pennsylvania. Bethlehem is a beautiful city.

21 I have traveled throughout the world.
22 I have traveled to many countries. I have
23 traveled much of this country, and the City of
24 Bethlehem is such a special place. I love
25 coming back home to Bethlehem. I have had

1 opportunities to leave this area and have
2 refused them.

3 I want you to know that Bethlehem was
4 founded in 1741 on Christmas Eve. They were
5 having a Christmas Eve service. Some Moravians
6 from Europe had come here. They were having a
7 Christmas Eve service. Their distinguished
8 guest was Count Nicholas Ludwig von Zinzendorf.
9 And they had not yet named this community.

10 while they were singing Christmas
11 carols, they were singing about Jerusalem, and
12 Zinzendorf stopped and said, not Jerusalem.
13 'Twas Bethlehem that gave us Christ to save us.
14 And the name stuck. It was called Bethlehem.

15 And in 1937 Bethlehem was called
16 Christmas City, USA. I want you to know, this
17 city is not known just throughout this nation,
18 but throughout the world as Christmas City, USA.

19 Bethlehem is a beautiful city.
20 Bethlehem has a moral and spiritual heritage
21 unlike many, many other places in this state.

22 Bethlehem has such a strong and moral
23 religious heritage, I do not believe that a
24 slots casino is compatible with its heritage.

25 To give you an example of the spiritual

1 heritage, on Tuesday morning, our Mayor John
2 Callahan and many, many citizens will gather
3 together for a prayer gathering, to pray for the
4 City of Bethlehem.

5 Also, on Thursday, at City Hall,
6 pastors will go to the mayor's office and pray
7 with him. We will have a rally there publically
8 on the square in Bethlehem, that shows you the
9 spiritual heritage. This city was born out of a
10 spiritual awakening. And if we ever need a
11 moral and spiritual awakening in America again,
12 it is today.

13 Bethlehem is not only a beautiful city,
14 it is a safe city. On January 24th, 2006 in the
15 State of the City Address, Mayor John Callahan
16 stated that Bethlehem is the safest city in the
17 Commonwealth of Pennsylvania, of cities 30,000
18 and above.

19 I ask the question, why is it so safe?
20 We have a wonderful police force, yes; but I
21 want to submit to you that it is the moral and
22 it is the religious heritage of this city that
23 has kept it so safe. Will Bethlehem remain such
24 a safe city? Will the introductions of a slots
25 casino change our crime rates as it has in city,

1 after city, all over America?

2 I ask you to answer this question: How
3 did Atlantic City go from 50th on the crime
4 rates, the FBI statistics -- they went from 50th
5 to number 1 in the nation, within three years of
6 the introduction of casinos.

7 Consider recent FBI statistics. If I
8 had my chart here, I would explain to you. Take
9 Bethlehem compared to Atlantic City. The FBI
10 statistics for 2004, Bethlehem having about
11 72,000 people and Atlantic City having about
12 40,000. So Atlantic City is just a little over
13 half the size of Bethlehem.

14 Bethlehem in 2004 had one murder.
15 Atlantic City had five. There were 83 robberies
16 in Bethlehem, but there were 308 in Atlantic
17 City. There were 115 aggravated assaults in
18 Bethlehem, but 342 in Atlantic City. In every
19 area of crime. Atlantic City is only half the
20 size of Bethlehem, and yet it has double and
21 triple the amount of crime.

22 Intelligent research shows that when
23 casinos come, crime increases, addictions,
24 bankruptcies, divorces, child abuse and
25 suicides.

1 I believe that Bethlehem is a safe
2 city, and I am going to fight for it to be safe.
3 I will not only pray for our Mayor and our City
4 Council and our police officers and our fire
5 department, but I am going to do everything I
6 can from a moral and spiritual perspective to
7 help this city be what its heritage began as.
8 Gambling breeds greed and greed breeds crime and
9 corruption.

10 Online gambling, poker, lotteries and
11 even bingo, are leading people into more and
12 more forms of gambling. The American
13 Psychiatric Association says between 1 and 3% of
14 the American adult population are gambling
15 addicts. Let me submit to you that between 4
16 and 8% of our young people are gambling addicts.

17 Where are we going to stop this? Where
18 are we possibly going to make a difference? Do
19 we want this to continue? I say no.

20 Gambling creates such a hopelessness.
21 Mayor Callahan says he is going to take his
22 children there. He is going to look at that. I
23 hope he doesn't take his children in there. I
24 honestly believe that they could be bitten by
25 this rattle snake as well.

1 We seem to think that gambling is such
2 an enticement; it is like a cream puff, and yet
3 it is not. In reality, it is like a rattle
4 snake that is ready to bite at any minute. And
5 it can take the lives of people. Suicides,
6 scores of them.

7 Did you know that the addiction of
8 gambling has more attempts at suicide than any
9 other form of addiction? Why is it that Nevada,
10 with all of their casinos, in the last 10 of the
11 last 12 years have had the highest suicide rate
12 in the nation. Why is that?

13 Gambling is not a wonderful family
14 entertainment. It is a highly addictive
15 behavior. When will we wake up and recognize
16 gambling, for what it really is?

17 Our own State Representative Charlie
18 Dent, recently in a Morning Call article said, I
19 voted against the state's gambling law as a
20 member of the State Senate, because I consider
21 it an abomination. Perhaps the worst law I saw
22 ever used, ever passed or enacted in 14 years of
23 state service. Charlie Dent called gambling an
24 abomination.

25 Did you know that an abomination is a

1 Biblical term? It is used by God in the word of
2 God many times because he needed a word stronger
3 than the word sin to indicate something was so
4 detestable in his sight. He called it an
5 abomination.

6 I thank God for people like Charlie
7 Dent, who are willing to stand up and call
8 wrong, wrong. A politician is someone who is
9 concerned about the next election, but a
10 statesman is someone who is concerned about the
11 next generation. Are we statesmen or are we
12 simply politicians?

13 What about our families? Our young
14 people? Our elderly? Our poor and our needy?
15 Will we do everything we can to help them?
16 Casinos are not the answer. And I know it is
17 not up to you folks to decide whether we have
18 them or not. Your decision is where we put
19 them.

20 I certainly don't want to see any
21 casinos in Pennsylvania but they are coming.
22 Our Governor and legislators have said they are
23 coming. I don't want to see any casinos in the
24 Lehigh Valley. And particularly, I do not want
25 to see any casinos in Bethlehem.

1 I love this city. I love this city
2 with all of my heart. My first exposure here
3 was to take a Moravian bus tour. If you have
4 never come at Christmastime, come to Bethlehem
5 at Christmastime. It is just amazing the
6 hundreds and thousands of people who want to
7 come here. But I say to you, will they still
8 want to come if the biggest attraction is
9 casinos?

10 Franky Scheaffer said there is a time
11 for anger. I am angry. But I still love our
12 Governor, and I love our legislators. I love
13 our people.

14 I want to close with the thought of
15 Alex De Tocqueville. Alex De Tocqueville was
16 the great French political philosopher. He came
17 to America and said, what is the secret of its
18 greatness? Is it the schools? Is it the
19 government? He went into the churches and he
20 found the churches aflame with righteousness.

21 And he went back to France and he
22 wrote, America is great because America is good.

23 PRESIDING OFFICER EDMISTON: Thank you.
24 We will be in recess until 1:30.

25 (Lunch).

1 PRESIDING OFFICER EDMISTON: Good
2 afternoon. We are ready to resume the public
3 input hearing this Friday, the 28th day of April
4 in Allentown. Two of our witnesses this
5 afternoon have not yet been sworn, so I would
6 like to ask Michael Schweder, if he would, and
7 David Amidon. Mr. Amidon, are you in the room?

8 UNIDENTIFIED VOICE: He is parking the
9 car.

10 PRESIDING OFFICER EDMISTON: Michael,
11 you may approach the podium, if you would, I
12 would like you to raise your right hand and have
13 you answer the question, hopefully in the
14 affirmative, as to whether you swear or affirm
15 the testimony you are about to give in this
16 public input hearing, is the truth, the whole
17 truth and nothing but the truth so help you God.

18 MR. SCHWEDER: I do.

19 PRESIDING OFFICER EDMISTON: You may
20 proceed, sir.

21 MR. SCHWEDER: Thank you, Mr. Chairman.
22 I am Michael Schweder, President of Bethlehem
23 City Council. I am appearing here today to
24 enthusiastically endorse the recommendation that
25 the license be granted to the City of Bethlehem.

1 It is an honor to be before you today.
2 I would like to tell you that this is a process
3 that has gone on, not for the last six months,
4 but a process for nine years that I have been
5 involved in; and I want to bring to light a
6 couple things that you may hear this afternoon,
7 which I hope to put into perspective.

8 One of the arguments against what you
9 have probably seen here today in this model, and
10 all that the city has striven to get over the
11 last eight years, there are a number of people
12 who said that this can be done without the
13 casino; that simply is not true, because if it
14 was true, it would have been done already.

15 There are a number of us in city
16 government who worked with Bethlehem Steel, the
17 original owners, any number of developers after
18 that, it simply was the capital was not
19 available to do that. So we are in a situation
20 where the developers have come in. The people
21 who are applying for the license have accepted
22 our concept and made it part of theirs.

23 Very briefly, five years ago, I, along
24 with Representative Rooney, founded what was
25 call 412 Ahead, which was long before we thought

1 about the casino we thought about this property
2 and the need to build a new Route 412.

3 Over the past five years we have
4 developed a project. It is fully-funded by
5 PennDOT, and construction will start in the very
6 near future.

7 I would like you you to compare that
8 with feeder road, which is Route 22, for the
9 site in Allentown, which is the largest standing
10 parking lot in North America. The current
11 descriptions by PennDOT said there is not
12 sufficient funding for it, and it would take 15
13 to 25 years to complete.

14 Finally, I would like to say to you
15 that the citizens of Bethlehem are supportive of
16 this project. I have in this box 3400 cards
17 which were sent to me. They all came from
18 individuals who are residents of the City of
19 Bethlehem, which I think is significant as
20 opposed to others who have Bethlehem mailing
21 addresses, and I had the opportunity, because I
22 was running for reelection last year, to write
23 to all of these individuals and was able to
24 identify that all but four were, in fact,
25 individuals who had sent these.

1 There is a petition I also have in this
2 box, which 2200 individuals signed it and live
3 in the wards 5, 16 and 17 in the City of
4 Bethlehem, in the last four days, who support
5 this project.

6 Let me say that through this entire
7 operation and our work with the Venetian Sands,
8 they, as I said earlier, they accepted our
9 concept. They have agreed to the request that
10 we have made. Part of the proposal that you
11 will look at is in the developers agreement that
12 they signed with Bethlehem City Council last
13 September and covers that they will incorporate
14 what we are striving to get. Most importantly
15 or very importantly to me is that it is a
16 project labor agreement that will be part of the
17 project as well.

18 So what I am suggesting to you is that
19 this is not something that we started about six
20 months ago as other applicants have. It is a
21 process that has gone on for the past nine
22 years. It is not only supported by me and the
23 majority of City Council, this resolution was
24 passed by the Northampton County Council as well
25 and the Bethlehem Council, the Lehigh Valley

1 Economic Development Corporation, which in the
2 City of Bethlehem represents more than 750
3 members.

4 I hope that you will look at this on
5 its merits. I appreciate the opportunity to be
6 before you, and I think strictly based on the
7 merits, there is no comparison between these two
8 offers.

9 And I thank you for your time.

10 PRESIDING OFFICER EDMISTON: Thank you.

11 One question --

12 MR. SCHWEDER: Yes, sir?

13 PRESIDING OFFICER EDMISTON: -- as to
14 the material in the boxes, is it your intention
15 to submit it for the record?

16 MR. SCHWEDER: I would prefer -- I
17 would think you would not want me to do that,
18 but I will be willing to do that if necessary.

19 PRESIDING OFFICER EDMISTON: It is your
20 call, sir. It's your material.

21 MR. SCHWEDER: No, I would not.

22 PRESIDING OFFICER EDMISTON: Thank you.

23 Our next scheduled speaker is Ray
24 Murphy. Mr. Murphy.

25 MR. MURPHY: Hi. My name is Ray Murphy

1 and I am a resident of South Bethlehem.

2 I am strongly opposed to the placement
3 of the Sands casino in the City of Bethlehem.
4 Casino gambling has a history of bringing
5 trouble in its wake.

6 Atlantic City had to triple the size of
7 its police department within the first three
8 years after casinos were legalized there in
9 1978. The uniform crime reports, which I hope
10 you have in front of you, gathered from 2004,
11 indicate that crime rates are shocking and
12 significantly higher in gambling cities and
13 states.

14 I am proud to say that currently
15 Bethlehem has a lower crime rate than Atlantic
16 City, Las Vegas, Biloxi, Gulf Port, Nevada as a
17 state, and the United States in every category
18 of crime.

19 Atlantic City itself has a horrible
20 crime rate compared to Bethlehem. Violent crime
21 is five times higher. Murder is eight times
22 higher. Rape is three times higher. Robbery
23 six times higher, and aggravated assault is five
24 times higher.

25 And the property site, the property

1 crime is three times higher, burglary twice as
2 high, larceny and theft four times higher and
3 car theft is two times higher.

4 Las Vegas was seven times higher in
5 crime rate than Bethlehem. Murder was -- it
6 was -- I'm sorry -- it was seven times higher
7 than Bethlehem in its murder rate, twice as high
8 in its violent crime, robbery and aggravated
9 assault rapes.

10 Las Vegas was six times higher in auto
11 thefts, twice as high with burglary and higher
12 in every remaining category.

13 Homeless shelters in Atlantic City and
14 Las Vegas report that 20% of their clients are
15 there due to gambling. Often these men have
16 lost their jobs, savings, family and house due
17 to gambling.

18 You can follow the casino's progress in
19 the United States by the spread of Gamblers
20 Anonymous. According to the National Institute
21 of Justice, 30% of arrested pathological
22 gamblers have committed a robbery within the
23 past year, the purpose was often to pay for
24 gambling or pay off gambling debts.

25 The Harvard Medical School of Addiction

1 estimated in 1997 that there were 4.4 million
2 pathological gamblers and an additional 11
3 million are problem gamblers.

4 In 2003, Mayor Wesley Johnson of
5 Ledyard, Connecticut, Foxwoods casino fame,
6 said, There has been no economic spinoff from
7 the Foxwoods casino. Businesses do not come
8 here. Tourists come here mainly to gamble and
9 gamblers have one thing in mind. Get to the
10 casino and get home.

11 He said, The casino tells you that
12 there will be economic development spinoff, but
13 they don't want it to happen. They want it all
14 controlled in the casino so visitors will stay
15 there and gamble.

16 Thank you very much.

17 PRESIDING OFFICER EDMISTON: Thank you,
18 sir.

19 Our next scheduled speaker is James
20 Birdsall.

21 All right. Just before you commence,
22 Mr. Birdsall, I was remiss this morning at the
23 outset in not noting that ex-officio Board
24 member -- Treasurer Robert P. Casey, Jr., has
25 had with us through the course of the day today

1 Ed Refice, the Eastern Regional Director for
2 Quality Assurance in the Treasurer's
3 Office.

4 If you are ready to proceed,
5 Mr. Birdsall, you are on the clock.

6 MR. BIRDSALL: Thank you very much and
7 thank you for allowing us to testify.

8 My name is Jim Birdsall. I am Township
9 Engineer for Lower Saucon Township, and I live
10 in the City of Bethlehem. I lived in the City
11 of Bethlehem for about 30 years so I am very
12 familiar with the patterns of traffic and
13 studied traffic in Lower Saucon and Bethlehem at
14 several times.

15 On behalf of Lower Saucon Township, we
16 reviewed the Sands traffic study, and we believe
17 it has some shortcomings that we would like you
18 to address or would like Sands to address. We
19 believe it has not studied the area regionally;
20 and that Lower Saucon Township being only one
21 mile from the casino site, there has been no
22 investigation of traffic impacts in Lower Saucon
23 Township.

24 The prediction of traffic increases in
25 the casino study is based upon Phase 1, and

1 therefore we believe short-changed this, the
2 full build-out impact of the casino.

3 Also, we believe that the estimated
4 traffic generation rate is very low and below
5 what would be standard for the industry,
6 especially comparing it to other studies done
7 across the state for similar casinos.

8 The result is that as the congestion
9 builds in south Bethlehem, traffic will find
10 other routes out of town, other than the main
11 route of 412 and 378.

12 Hayes Street is a main road coming into
13 Lower Saucon Township that has not been analyzed
14 with regard to what I call spillover traffic,
15 traffic trying to leave Bethlehem or enter
16 Bethlehem from Coopersburg will find back ways
17 through Lower Saucon Township and intersect 378
18 further to the south.

19 At these intersections and
20 intersections in Hellertown, congestion is
21 already building. And to summarize, we estimate
22 that traffic signalization, lane additions and
23 improvements to local roads in Lower Saucon
24 Township will have an economic impact of about
25 three and a half to \$7 million, depending on how

1 you do the estimating.

2 We would ask that you consider asking
3 Sands to provide a better community-wide impact
4 statement, and allow more public input and
5 dialogue, and encourage them to share their
6 responsibility for helping to not only address
7 the traffic infrastructure in downtown
8 Bethlehem, but also the immediate surrounding
9 areas. Thank you.

10 PRESIDING OFFICER EDMISTON: Thank you,
11 sir.

12 Our next speaker is Charles Brook
13 Bergey. Mr. Bergey?

14 MR. BERGEY: Hello.

15 PRESIDING OFFICER EDMISTON: You may
16 proceed, sir.

17 MR. BERGEY: Thank you. My name is
18 Charles Brook Bergey. I am 40 years old and
19 have been a resident of Bethlehem for 10 years.
20 My wife and I work together in her small
21 business here.

22 I hold a BS in art education, and I
23 have a strong concern for the education and
24 well-being of children.

25 I also lived in Las Vegas for two years

1 and attended UNLV. I have seen firsthand the
2 impact casino gambling can have on students.

3 My testimony is brief and
4 uncomplicated. The proposed Bethlehem casino is
5 too close in proximity to Lehigh University and
6 our middle and elementary schools.

7 Studies have shown that the addiction
8 rate for college students is double that of
9 adults. Many Lehigh students would be of legal
10 age to gamble. Proximity matters.

11 The ease of access to the casino by
12 students is too high a risk to take at such a
13 vulnerable time in their lives.

14 In addition, the higher volume of
15 traffic on our already-crowded local streets,
16 would pose an increased threat to the safety of
17 the middle school and elementary school children
18 who are within blocks of the proposed site.

19 I am appealing to you to consider the
20 impact and suitability of the proposed Sands
21 Bethworks gaming site, with regard to the
22 schools and students. Surely there is a better
23 location. Thank you.

24 PRESIDING OFFICER EDMISTON: Thank you,
25 sir.

1 MR. BERGEY: Thank you.

2 PRESIDING OFFICER EDMISTON: Thank you,
3 sir.

4 Our next scheduled speaker is P. J.
5 McGill. Mr. McGill?

6 MR. MCGILL: [NO RESPONSE]

7 PRESIDING OFFICER EDMISTON: We also
8 have Priscilla deLeon scheduled to speak.
9 Ms. deLeon.

10 MS. deLeon: Hello. My name is
11 Pricilla deLeon, and I am here to speak
12 regarding comments regarding Sands Bethworks. I
13 am currently the Council Vice President of Lower
14 Saucon Township, and I am speaking today as an
15 individual.

16 I reside with my husband Leon at 2140
17 Saucon Avenue in Lower Saucon Township,
18 Northampton, County, and I would like to thank
19 the Pennsylvania Gaming Control Board for the
20 opportunity to speak today.

21 I am serving in my fifth consecutive
22 four-year term elected to Lower Saucon Township
23 Council 19 years ago, and I have served as
24 Council President for 8 of those years. I
25 represent the township on the Saucon Valley

1 Partnership, a council of government serving as
2 vice chair, and I am also a member of the Board
3 of Directors at Hellertown-Lower Saucon Chamber
4 of Commerce.

5 Lower Saucon Township knows Hampden
6 County is a neighbor to the City of Bethlehem.
7 As one of the adjacent municipalities to the
8 Sands Bethworks complex proposal, I am not here
9 today to tell you I am for or against gaming. I
10 am here today to tell you about my concerns as
11 an elected official, and as a township and
12 county resident.

13 I feel that the local impact statements
14 are grossly inadequate, and do not properly
15 address the negative impacts to the township.
16 They should be revised and resubmitted with
17 another opportunity for public comment.

18 On April 5th, 2006, Lower Saucon
19 Township Council voted 5 to 0 to oppose the
20 Sands Bethworks casino license, due to the
21 severity of the township impacts, which have not
22 been identified or quantified.

23 In my opinion, these negative impacts
24 will cost the taxpayers of the township an
25 increase in taxes, if this site is approved.

1 while I support the need for a new
2 revenue source for a statewide property tax
3 reduction, I ask, if residents living in
4 adjacent municipalities are given a reduction in
5 state property taxes, only to pay higher local
6 taxes because of these unreimbursed negative
7 impact, where is the savings?

8 Gross terminal revenue, it is a
9 lose/lose situation. By the time you deduct all
10 of the minuses allowed in the definition, the
11 host municipality and host county will never see
12 a greater amount allowed by law. It should be
13 redefined. What happens in the next expansion
14 phase? Revise the revenue sharing formula.

15 The municipal grant, take the politics
16 out of this process. The law should be amended
17 to include language mandating an annual
18 municipal grant paid to the adjacent
19 municipalities for reimbursement of any
20 neighboring local impacts.

21 I want Lower Saucon Township dealt a
22 winning hand, if this site is chosen. Let's not
23 concentrate on the fear factor. Let's
24 concentrate on known negative impacts from the
25 other areas and learn from their experiences.

1 Thank you for your time.

2 PRESIDING OFFICER EDMISTON: Thank you.
3 Our next -- Mr. McGill, have you
4 returned to the room? Not seeing you. Ernie
5 Atiyeh.

6 MR. ATIYEH: [NO RESPONSE]

7 PRESIDING OFFICER EDMISTON: Next we
8 have Louie Belletieri.

9 MR. BELLETIERI: [NO RESPONSE]

10 PRESIDING OFFICER EDMISTON: Brett
11 Duersch. Good afternoon, sir.

12 MR. DUERSCH: Thank you.

13 PRESIDING OFFICER EDMISTON: You may
14 proceed.

15 MR. DUERSCH: My name is Brett Duersch.
16 I am a typical Limerick resident. I have an
17 advanced college degree. I have a wife and
18 kids, and we chose to settle in Limerick
19 Township because of the pleasant family
20 atmosphere there.

21 In the last few months I have also
22 found I am a typical resident in my opposition
23 to the Boyd casino proposal. And as I have
24 researched and studied their proposal, I have
25 become very concerned about the profoundly

1 negative financial impact this casino would have
2 on my family and my neighbors.

3 For this reason I join our state
4 legislatures and Township Supervisors in
5 respectfully requesting you deny the Boyd
6 application for a Category II gaming license.

7 The first reason for this request is
8 that the Boyd project will not bring jobs to
9 Limerick residents. The average household
10 income in Limerick Township is greater than
11 \$90,000.

12 In their impact report, Boyd indicated
13 that the typical casino income is around
14 \$32,000. It is easy to see that Limerick
15 residents will not find employment in the
16 casino, and that casino employees will not find
17 residence in Limerick. This is one of the
18 reasons why I, and most Limerick residents, are
19 opposed to the casino.

20 Most of existing businesses in Limerick
21 are small retail stores and restaurants. Their
22 businesses will be negatively impacted by an
23 entertainment giant in the same township. This
24 is another reason why I, and most Limerick
25 residents, are opposed to this application.

1 As you've already heard from several
2 previously speakers, a casino would have an
3 enormous impact on the local traffic along the
4 entire 422 corridor. The casino proposal has
5 only addressed a single interchange, doubling
6 the traffic along 422 would have a much more
7 significant impact along the whole stretch from
8 King of Prussia all of the way to Reading.

9 The increased traffic would not just
10 impact the quality of life of the citizens who
11 live there, but also likely reduce future
12 economic development throughout the region.
13 Traffic is one of the main reasons why I and
14 most of my fellow citizens oppose the casino.

15 The National Congressional Gambling
16 Impact Study also stated that property values in
17 areas near casinos are likely to decrease. This
18 is based off studies done in economically
19 depressed areas. It's unknown and it's very
20 likely that in a thriving area like Limerick the
21 impact would be even greater.

22 Estimates from the Boyd impact study
23 indicate that emergency personnel in Limerick
24 would need to double. This increase alone will
25 consume the majority of the township's portion

1 of gaming receipts as currently allowed by law.
2 When you include additional infrastructure
3 required by the casino traffic, we will not see
4 any property tax relief.

5 Furthermore, our local school district
6 rejected Act 72 funds, further limiting the
7 amount of property tax relief we will see.

8 Finally, because we recognize that the
9 location of this site in the state, this site
10 will almost exclusively draw income from
11 Pennsylvania residents, creating yet another tax
12 in Pennsylvania citizens.

13 I am skeptical about the ability of
14 this site to draw out-of-state overnight
15 visitors who would want to spend the night in a
16 hotel overlooking the scenic blinking lights
17 atop a nuclear cooling tower.

18 For all of these financial reasons, I
19 oppose this application.

20 PRESIDING OFFICER EDMISTON: Thank you,
21 sir.

22 AUDIENCE: [APPLAUSE]

23 PRESIDING OFFICER EDMISTON: The next
24 speaker is Jean Belinski. Ms. Belinski, you may
25 proceed.

1 MS. BELINSKI: Thank you.

2 Good afternoon. My name is Jean
3 Belinski. I was born and raised in Bethlehem.
4 Presently I am serving as a Bethlehem City
5 Council woman and in my ninth year on the
6 finance committee. In that position I am fully
7 informed regarding our city finances.

8 When the Bethlehem Steel Company shut
9 down operations 10 years ago, the city lost 25%
10 of its revenue. For the past 10 years, we have
11 been robbing Peter to pay Paul. We have
12 depleted all excess revenues in our water and
13 sewer accounts, sold off various assets, and in
14 the past 2 years, we have raised taxes 20%.

15 As of January 2006, Bethlehem's total
16 debt in principal and interest amounts to over
17 \$359 million, \$359 million.

18 Because Pennsylvania's state law will
19 not allow us to tax educational institutions, we
20 lose over \$1.2 million of tax revenue from
21 Lehigh University and Moravian College alone,
22 not to mention all of the other nonprofits.
23 Allentown and Easton combined, only have a total
24 debt of 168,330,000.

25 Approximately 650 people attended an

1 employment seminar held by the Sands
2 Corporation. We need jobs. We need the casino
3 to not only provide jobs and revenue for the
4 city's budget, but to save the Bethlehem Steel
5 plant.

6 As reported in the May 25th, 2004
7 edition of the Morning Call Newspaper, I quote
8 Richard Moe, President of the National Trust for
9 Historic Preservation, "This is a very
10 significant steel plant. It tells the story of
11 industrial America. The steel plant can make
12 history come alive better than any book or
13 lecture."

14 Thank you for your time.

15 PRESIDING OFFICER EDMISTON: Thank you.
16 David Amidon.

17 Mr. Amidon, you were not here when we
18 swore the group earlier today, so if you would,
19 please, sir, raise your right hand and hopefully
20 answer in the affirmative the question, do you
21 swear or affirm that the testimony you are about
22 to give in this public input hearing is the
23 truth, the whole truth, nothing but the truth so
24 help you God?

25 MR. AMIDON: To the best of my

1 knowledge, yes.

2 PRESIDING OFFICER EDMISTON: Thank you.
3 You may proceed.

4 MR. AMIDON: My name is David Amidon.
5 I am a resident of West Bethlehem, 910 Fifth
6 Avenue. My family has lived in Bethlehem since
7 I was in first grade.

8 I understand that the mission of this
9 group is to assign slots locations, so I will
10 not spend a lot of time on -- I won't spend any
11 time on why slots as a whole are bad. I am
12 going to focus on why not Bethlehem.

13 I will encourage you to listen to the
14 passion behind the many people in Bethlehem who
15 don't want slots as an entity because in my
16 summary I will show why it was important.

17 I am going to focus instead on the two
18 important historical traditions of Bethlehem and
19 how this casino proposal, the Sands proposal,
20 will destroy Bethlehem as we know it today, not
21 preserve our historical tradition.

22 The first tradition that is deeply
23 imbedded in Bethlehem residents is our Moravian
24 religious tradition. You may have noticed that
25 the name of the town is Bethlehem. It is not a

1 given. The didn't sit around and go, "Give me a
2 B. Give me an E."

3 This is a group of committed Christians
4 that were thinking about the other Bethlehem;
5 that tradition is not something that is a
6 hundred years ago or just for Moravian
7 residents. If you drive through the streets of
8 Bethlehem, you will see Moravian stars on
9 thousands of porches. You will see single
10 candles in the windows as decoration at
11 Christmas time. You may not know that that is
12 Moravian, but Bethlehem residents know that that
13 is a Moravian tradition.

14 If the Moravian church had all of those
15 star owners as members, we would be talking
16 here, now, about an \$800 million for new
17 churches. That is not about a small sect; that
18 is a large part of what it means to be from
19 Bethlehem. We have a star on our hill. You may
20 not know that. Go take a look at it. It guides
21 people to Bethlehem just like the other star.

22 This proposal will replace the star
23 with a dollar sign. We have a significant
24 economic vested interest in that historical
25 tradition, and it will be destroyed.

1 You cannot be on a bus and think, "I am
2 going to visit 18th century Moravian Bethlehem,
3 and pass a slots casino. It just isn't going to
4 work." One of those will be destroyed.

5 The second vibrant tradition is the
6 Bethlehem Steel. Now, this has been cleverly
7 co-opted by the proposal where they have
8 allocated millions of dollars to preserve the
9 buildings. That is not the same as preserving
10 the tradition, and this is really important.

11 We do not value the steel because of
12 those buildings. We could have a museum,
13 instead of those buildings, if they are too
14 expensive.

15 We value the steel because of what it
16 said about the people who worked for the steel,
17 those were hard, dangerous, unpleasant jobs that
18 people did because they valued putting food on
19 the table. They were caring about -- they were
20 sacrificial. Exactly the opposite of slots.
21 You will not be able to have a museum --

22 PRESIDING OFFICER EDMISTON: Mr.
23 Amidon.

24 MR. AMIDON: Thank you. Okay.

25 PRESIDING OFFICER EDMISTON: Okay.

1 Ernie Atiyeh, have you rejoined us in the room,
2 and have signed in to testify today?

3 MR. ATIYEH: [NO RESPONSE]

4 PRESIDING OFFICER EDMISTON: And it
5 appears you have not.

6 Louie Belletieri, have you joined us,
7 sir?

8 MR. BELLETIERI: Good afternoon. My
9 name is Lou Belletieri. I have been a resident
10 of Allentown about 50 years. My family has a
11 restaurant here in Allentown. The last 48 years
12 I have been the president of the Allentown
13 Business Council, involved in many groups in the
14 City of Allentown, and actually ran for Mayor of
15 Allentown.

16 I feel I am definitely an Allentonian,
17 through and through, and if there was anybody
18 who would be against gambling, it might be me,
19 but I believe that the casino is a great
20 opportunity for our city.

21 Now, let me explain. Not knowing the
22 city as I would know it, what it is is a
23 start-up project right from the ground. You
24 come into the city, it is not in the inner city,
25 it is not going to affect anybody, we have no

1 schools by it, we have no churches by it, we
2 actually have no residents by it.

3 It is ground-level, right on up. When
4 we put the casino there, it will open American
5 Parkway to the city. With the new bridge that
6 is going in, it will join through to Sumner
7 Avenue. All of a sudden Allentown will have a
8 new gateway to the city.

9 We need the \$10 million. I know this
10 morning the Mayor talked about the money. I
11 know the money as well as anybody. This city is
12 in need. This casino will get us to where we
13 want to be, and the casino will not disturb the
14 activity, not like we heard from other groups
15 where it is going to change the scenery. This
16 will not change our scenery. It will be next to
17 the ballpark. It is in a great location.

18 In my day-to-day activity, I talk to a
19 lot of people throughout the City of Allentown.
20 I find no opposition.

21 From what I understand, the last poll
22 that was done, two out of three people in the
23 City of Allentown were for casino gambling. So
24 we are for it. We know we need the money. The
25 money will be put to good use, not only for the

1 city but the county. Lehigh County, we are on
2 a progressive run right now, and I think this
3 will be the beginning of the new Allentown.

4 If you are in Allentown, I hope that
5 you take the time to really look around. This
6 is my city. I love this city. And I think we
7 have an opportunity here and I think we will be
8 good for gaming, as well as gaming will be good
9 for us.

10 So welcome to Allentown. I hope we see
11 Casino Tropicana open up soon. Thank you, very
12 much.

13 PRESIDING OFFICER EDMISTON: Thank you,
14 sir.

15 Our next speaker might well be P. J.
16 McGill, if Mr. McGill has rejoined the group.
17 He did sign in today.

18 Not seeing either Mr. McGill or Mr.
19 Atiyeh, we have concluded the list of signed-in
20 speakers for today.

21 Two brief reminders: The Pennsylvania
22 Gaming Control Board will be reconvening at this
23 site on May 22nd for the resumption of the
24 public input hearings as to these applicants.
25 And we will also -- we are also scheduled to be

1 here on May 23rd.

2 At the May 23rd public input hearing
3 the applicants will have an opportunity for
4 closing or summary remarks of 15 minutes a
5 piece.

6 Thank you. This public input hearing
7 is adjourned. Good afternoon.

8 (Hearing adjourned at 1:59 p.m.)

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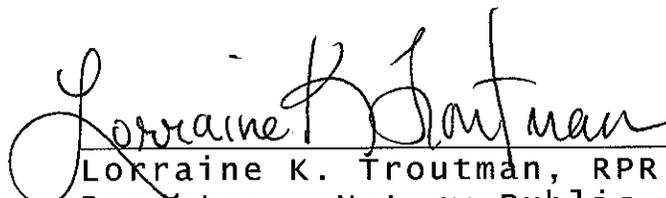
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1 I hereby certify that the proceedings
2 and evidence are contained fully and accurately
3 in the notes taken by me on the within
4 proceedings and that this is a correct
5 transcript of the same.

6
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8 
9 Lorraine K. Troutman, RPR
Reporter - Notary Public.

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13 NOTARIAL SEAL
Lorraine K. Troutman, Notary Public
Lower Allen Township, Cumberland County
My Commission Expires July 24, 2006
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