

1 PENNSYLVANIA GAMING CONTROL BOARD
 2
 3 PUBLIC INPUT HEARINGS
 4
 5 DREXEL UNIVERSITY
 6 MAIN AUDITORIUM MAIN BUILDING
 7 3141 CHESTNUT STREET
 8 PHILADELPHIA, PENNSYLVANIA
 9
 10 APRIL 10, 2006, 8:31 A.M.
 11
 12 BEFORE:
 13 THOMAS DECKER, CHAIRMAN
 14 MARY DIGIACOMO COLINS
 15 JEFFREY W. COY
 16 JOSEPH W. MARSHALL, III
 17 KENNETH W. McCABE
 18 DALE MILLER, PRESIDING OFFICER
 19
 20 HILLARY M. HAZLETT, REPORTER
 21 NOTARY PUBLIC
 22
 23
 24
 25

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1 PRESIDING OFFICER MILLER: Please take your
 2 seats. I'm Dale Miller and I'm the Presiding Officer
 3 for this Pennsylvania Gaming Control Board public
 4 input hearing.
 5 Before we begin, I would like to make a few
 6 housekeeping remarks. Please take your seats, turn
 7 off all cell phones, beepers, blackberries, so as not
 8 to disturb the speakers or others in the audience.
 9 I want to remind everyone, if you choose,
 10 you may make written comments to be included as part
 11 of the evidentiary record of these public input
 12 hearings.
 13 These written comments are an alternative
 14 to live testimony and may be submitted at this
 15 hearing or any of our other live hearings or may be
 16 downloaded from our website and mailed to the Board.
 17 We will be accepting written comments until
 18 June 2nd, 2006, when the evidentiary record of these
 19 public input hearings will be closed.
 20 If you are a speaker and you have written
 21 notes or testimony, which you will read from at the
 22 microphone, when you are finished, if you would
 23 please give a copy of that written testimony to our
 24 court stenographer, that would be very helpful.
 25 As you may have observed, there are a

1 number of media representatives present for the
2 hearing. The media has been furnished with our
3 protocols. I ask that those protocols be observed.

At this time, I would like everyone to rise
for the Pledge of Allegiance.

(Pledge of Allegiance).

7 PRESIDING OFFICER MILLER: Thank you. Good
8 morning once again. I'm Dale Miller, your Presiding
9 Officer for this Pennsylvania Gaming Control Board
10 public input hearing.

11 The April 10th, 2006 public input hearing
12 of the Pennsylvania Gaming Control Board at
13 Philadelphia, Pennsylvania regarding Category II
14 applicants will come to order.

15 This hearing is convened by the
16 Pennsylvania Gaming Control Board pursuant to the
17 authority of Act 71 of 2004 and Pennsylvania Gaming
18 Control Board regulation 441.2.

19 The Board is present as a panel. Our
20 stenographer is Hillary Hazlett. Our clerk to the
21 Board is Mickey Kane.

22 We want to thank Drexel University for
23 making this facility available for the hearing.
24 Their cooperation and hard work has been essential in
25 the bringing of this public input hearing to

1 in complying with this courtesy for each speaker.

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

6 Much will be said here today and each of us
7 should expect that we are all interested in being
8 able to hear it.

9 Speakers will not be interrupted and will
10 be permitted to speak no longer than their allotted
11 time.

12 If I determine that an outburst is
13 disruptive to this hearing, I will call a recess and
14 resume the hearing only upon restoration of order.

15 Persons who refuse to acknowledge and obey
16 the authority of the Presiding Officer may be asked
17 to leave the room and the area.

18 Today, the order of presentation will be as
19 follows: Category II slot facility operator license
20 applicants in this order, HSP Gaming, LP, SugarHouse
21 Casino; No. 2, Keystone Redevelopment Partners, LLC,
22 TrumpStreet; No. 3, PNK, LLC, Pinnacle; No. 4,
23 Philadelphia Entertainment and the Development
24 Partners, LP, Foxwoods; No. 5, Riverwalk Casino, LP,
25 Planet Hollywood.

Philadelphia today and for the next two days.

2 This is the fourth in a statewide series of
3 Pennsylvania Gaming Control Board public input
4 hearings designed to allow applicants for operator
5 gaming licenses to simultaneously present their plans
6 before the Gaming Control Board and the public.

7 These hearings will allow individual
8 members of the public, community groups, elected
9 officials, and local government representatives to
10 express their thoughts and share their concerns with
11 the Board.

12 The hearing will continue throughout the
13 day and will end no later than 6:00 p.m. or until the
14 conclusion of the last scheduled speaker registered
15 for today.

16 The rules and code of conduct for this
17 public input hearing are posted at the hearing room
18 and on the Pennsylvania Gaming Control Board website,
19 and will be strictly enforced and adhered to by all
20 participants.

21 The Board expects and it is my
22 responsibility to insist that courtesy prevail among
the audience, among the presenters, and among the
speakers. Therefore, audience outbursts are not
25 permitted, and I respectfully ask for your assistance

1 At the conclusion of the applicants'
2 presentation, most likely this afternoon, we will
3 have local government entities, legislators,
4 community groups, and individual members of the
5 public.

6 We will take a short break around 10:30 for
7 ten minutes. We will have lunch, hopefully, from
8 12:30 to 1:30; but it will be one hour. Then we will
9 take a short break around 3:30 this afternoon.

10 The operator license applicants will be
11 permitted to speak for up to 40 minutes. Legislative
12 officials will have no more than five minutes.
13 Representatives from the city and county government
14 will have up to 60 minutes, school Board President
15 Paul Vallas will speak for 30 minutes, spokespersons
16 for community groups may speak for up to ten and
17 members of the general public may speak for up to
18 three minutes.

19 Each speaker will begin his or her remarks
20 by stating his or her name, the municipality and
21 state in which he or she resides, and the name of the
22 entity on whose behalf he or she will speak. All
23 speakers will be sworn in at one time at the
24 conclusion of my remarks.

25 To assist us in adhering to the time limits

1 for each speaker, we have an electronic stoplight
2 situated right in front of me. That light shows red,
3 green, and yellow.

4 When the light turns green, the speaker's
5 time is started. When the light turns yellow for
6 applicant speakers, three minutes will remain in the
7 presentation.

8 For other speakers, 30 seconds of the
9 allotted time will remain; and at that time when the
10 yellow light goes on, the speaker should wrap up the
11 presentation.

12 When the light turns red, a beeping sound
13 will begin and the speaker is expected to stop
14 speaking and leave the microphone.

15 If anyone has any questions about this
16 hearing or future hearings, please see our staff
17 stationed at the sign-in area located outside the
18 hearing room.

19 We welcome and need your full attention and
20 cooperation throughout this hearing. If it's
21 necessary to converse with someone who is attending
22 this hearing, please be courteous and have your
23 conversations in the outer room. Thank you for your
24 attention and cooperation.

25 It is my pleasure to ask that those of you

1 references to a person or entity will include family
2 members and affiliates.

3 The SugarHouse Casino will be owned by a
4 limited partnership. Greg Carlin and I are the
5 managing general partners and we have a terrific
6 group of local Philadelphia partners.

7 Let me introduce them and ask them to stand
8 as I mention your names. Dan Keating, a major
9 Philadelphia and national real estate developer and
10 contractor with extensive casino instruction
11 experience.

12 Richard Sprague, the senior partner in the
13 prominent law firm, Sprague & Sprague. Dick has
14 dedicated a good part of his life to public service.
15 Just as a few examples, Dick was special consult to
16 the Attorney General of the United States.

17 He was also chief counsel to the House of
18 Representatives in the investigation of the
19 assassinations of President Kennedy and Martin Luther
20 King.

21 Robert Potamkin, a real estate investor and
22 well known automobile dealer. Robert is also an
23 attorney and in his younger days was a law clerk for
24 Judge Leon Higginbotham.

25 Jerry Johnson, Chairman of Radner Trust, a

1 who have registered to speak and applicants who will
2 be speaking, I would ask you to please rise and raise
3 your right hand to be sworn in.

4 Do you and all of you swear or affirm that
5 the testimony you're about to give shall be the
6 truth, the whole truth, and nothing but the truth, so
7 help you God?

8 THE WITNESSES: I do.

9 PRESIDING OFFICER MILLER: Thank you. You
10 may be seated. With that, will the presenter for HSP
11 Gaming, SugarHouse, please step to the podium,
12 identify yourself, and proceed with your
13 presentation.

14 MR. BLUHM: Thank you. Good morning. I am
15 Neil Bluhm. Thanks for the opportunity to address
16 the Pennsylvania Gaming Control Board and to tell you
17 about the SugarHouse Casino, a project that I'm very
18 excited about.

19 I hope you can see the model, which we've
20 brought us with today, which, by the way, came in on
21 time and on budget. I invite you to examine it at
22 your convenience.

23 I will be speaking along with Dan Keating,
24 Ian Cope, Greg Carlin and Jerry Johnson.

25 To keep this presentation simple, any

1 successful Philadelphia business executive twice
2 named by Black Enterprise Magazine as one of the most
3 prominent executives in the county.

4 William Lamb, a senior partner in the
5 Philadelphia area law firm Lamb, McErlane and a
6 former Justice of the Supreme Court of Pennsylvania.

7 Peter DePaul, a Philadelphia real estate
8 developer and investor.

9 As you will hear in our presentation, our
10 partners have developed, managed, built, financed,
11 and designed some of North America's most successful
12 casinos and urban mixed use projects.

13 Let me first start by telling you about
14 myself. I was a young partner in one of Chicago's
15 largest law firms, now known as Mayer, Brown, Rowe &
16 Maw.

17 In 1970, my friend from high school and
18 college, Jud Malkin, started a small real estate firm
19 and asked me to join him. I had a wife, three kids,
20 a \$27,000 house and a \$25,000 mortgage and the
21 difference minus my credit cards was my net worth.

22 My law partners thought I was crazy to
23 leave but I left and formed J&B Realty. Over the
24 years with some hard work and a lot of luck, J&B
25 became the largest real estate firm in the United

1 States, developing and acquiring in excess of 25
2 billion of real estate for individual institutions
3 and for our own account.

I am the president of J&B and a controlling
shareholder along with my partner, Jud. We have
developed world class properties.

Just to name a few, in Philadelphia, Urban
Investment and Development, a company we acquired
some 23 years ago, developed the Four Seasons Hotel
and One and Two Logan Square Office Buildings.

In Chicago, J&B developed the Mercantile
Exchange and developed and still own 900 North
Michigan, a mixed use project, with Bloomingdales
Shopping Mall, the Four Seasons Hotel, one of the top
rated hotels in the country, office, parking, and
condominiums.

Partners of J&B also own a company,
Zanterra Parks and Resorts, which is the largest
operator of hotels, restaurants, and concessions in
the national parks under long-term contracts with the
US Department of Interior.

As an example, we operate the facilities of
the Grand Canyon and Yellowstone. We operate over
5,000 hotel rooms and employ 7,000 people.

I'm also a principal of Walton Street

Capital, a company I founded in 1996. Walton Street
has purchased or developed in excess of \$6 billion of
real estate across all property types.

Walton Street is one of the nation's top
performing real estate funds, investing on major
pension funds, endowments, and sophisticated
investors.

I have personally invested or committed
almost \$200 million of cash in the various Walton
funds.

One building, by the way, that Walton
purchased is 1650 Arch in Philadelphia, which we sold
a few years ago.

Greg Carlin, my partner, and I got in the
casino business about ten years ago when we formed a
partnership to submit a proposal, much like this
process, to develop and manage a casino and resort
project in Niagara Falls, Canada, called Niagara
Fallsview Casino.

We competed against four other groups and
were selected by the Ontario Gaming and Lottery
Board.

I am Chairman of the Board. Greg is also
on the Board and a member of the executive compliance
committee of Falls Management Company, the director

1 and operator of the Niagara Fallsview Casino.

I and Greg are the largest shareholders
along with another group of Falls Management Company.
The Niagara Fallsview Casino project has many
similarities to our SugarHouse project.

It was built on by a 23 acre site. It's a
2 and a half million square foot development. It has
a 200,000 square foot casino, 3,000 slot machines,
the same as SugarHouse would have in the first
section, and 150 table games.

We have a hotel, meeting and exhibition
center, 1500 seat performing arts center, retail,
entertainment, and restaurants.

The Niagara Fallsview Casino project cost
us \$1 billion Canadian and is roughly as large as any
casino in Las Vegas. We completed the project on
time and on budget.

The partners put up all of the equity and
arranged all the financing. As required under
Canadian law, upon completion, we sold the complex to
the government of Ontario.

We operate the facility and casino under a
long-term operating and management agreement. We are
used to working in the highly governmental, regulated
environment.

1 The Fallsview Casino is the No. 1 tourist
2 destination in all of Canada and was the largest
3 privately funded commercial development in Canada.
4 It has created 2500 jobs and is a major catalyst for
5 new hotels and tourist attractions in Niagara Falls.

6 In 1998, after being selected to develop
7 the Niagara Fallsview Casino, we began operating and
8 managing Casino Niagara, the existing casino in
9 Niagara Falls that offers 1700 slots and 60 table
10 games and which we continue to manage today.

11 Thus, we currently operate two separate
12 facilities with a combined total of 4700 slots and
13 200 table games.

14 We recently formed a partnership, which has
15 entered into a formal merger agreement, to acquire
16 the Rivera Holding Corporation, which owns and
17 operates the Rivera Casino Hotel in Las Vegas and the
18 Rivera Black Hawk Casino near Denver, Colorado.

19 The SugarHouse partners have the experience
20 and finances to build and operate a world class
21 project for you.

22 We are very strong financially. I have
23 readily available assets to provide whatever equity
24 is needed to complete this project. We have four
25 highly qualified banks to complete this project.

1 We have four highly confident letters from
2 four different major banks, each willing on their own
3 to provide financing for this project; Merrill Lynch,
Deutsche Bank, Barkley Bank, and CIBC. They each
want to do it on their own.

6 We have experience in operating two casinos
7 in Niagara Falls. Fallsview has 3,000 slots, which
8 is the same number as SugarHouse will have. Both the
9 Fallsview Casino and Casino Niagara are self managed
10 by our company, Falls Management Company, of which I
11 am the Chairman and Greg is on the Board and
12 executive committee.

13 We hired two general managers to run the
14 day-to-day casino operations of the two casinos. We
15 are going to staff and run SugarHouse in a similar
16 way by using existing people and hiring new highly
17 qualified, diverse staff giving preference to
18 Pennsylvania residents.

19 Greg Carlin will be the president and CEO
20 of the SugarHouse. We will bring in legal and
21 financial people as needed, which may be from our
22 existing companies.

23 We will hire a general manager. We have
24 already interviewed highly qualified candidates for
25 the general manager position.

1 Convention Center, Lincoln Financial Field,
2 Philadelphia International Airport, the main
3 infrastructure along Penn's Landing.

4 We are the developer and contractor of the
5 Penn's Landing Hyatt. We know this waterfront well.
6 We have consistently been ranked as one of the top
7 construction managers and builders by McGraw-Hill
8 Engineering News-Record.

9 We are a union contractor. I'm a Board
10 member of the General Building Contractors
11 Association in Philadelphia. I might add, as Neil
12 said, we are extremely comfortable working in a
13 regulated environment.

14 We enjoy an excellent relationship with
15 more than 3,000 subcontractors and vendors in this
16 marketplace, both majority and minority.

17 We are committed to equal employment, to
18 safety, and to working closely with our local
19 governmental agencies and to maintaining a leading
20 role as part of the fabric of this city.

21 I would like to talk about our site. We
22 began our investigation of casino locations early in
23 2003.

24 Since then, our firm along with our
25 partners and our consultants have carefully studied

1 Frankly, we are fortunate that because of
2 all of the consolidation going on in the casino
3 industry, there are many qualified candidates
4 available for us to hire.

5 I would now like to introduce one of our
6 partners, Dan Keating, who is a highly regarded
7 Philadelphia developer and general contractor with
8 extensive casino construction experience.

9 Dan?

10 MR. KEATING: Thank you, Neil.

11 Good morning. My name is Daniel Keating.
12 I am the Chairman and CEO of Keating Group and
13 Consultants. We are a Philadelphia-based
14 organization involved in construction, development,
15 and environmental consulting.

16 Our construction company was started in
17 1976, and over the past 30 years, we completed over
18 500 projects in the marketplace valued over \$7
19 billion.

20 Our firm has completed work in 48 of the 67
21 counties in Pennsylvania. We have completed or have
22 under construction 17 casino projects, more than a
billion dollars of gaming and entertainment.

23 Additionally, our projects include some of
24 Philadelphia's most notable programs, Pennsylvania
25

1 11 separate locations.

2 We actually optioned three of these
3 locations before selecting SugarHouse location. Our
4 conclusion, as you might understand, we believe that,
5 one, it's the best location by far; two, it's the
6 appropriate size; and three, it has the best traffic
7 dynamics.

8 The SugarHouse is comprised of 22 acres,
9 large enough to comfortably accommodate all of our
10 current requirements and any future expansion as
11 well.

12 As you may know, when fully developed, our
13 casino will encompass 2.2 million square feet. This
14 program is larger than Lincoln Field, larger than the
15 Phillies stadium. Casinos are no small undertaking.

16 It is imperative that the acreage be
17 sufficient to handle a program of this size. The
18 site accommodates gracefully our temporary facility,
19 which will be constructed within 12 months of receipt
20 of the license, while simultaneously allowing us to
21 begin construction on all Phase I requirements.

22 That is to say while we are building our
23 temporary facility, we will be building our permanent
24 facility.

25 Very important to our planning, this site

1 requires no additional purchase of land from the
2 private sector. Equally important, it requires no
3 purchase of land from the public sector.

There are two access points to the site
from Delaware Avenue; Shackamaxon Street and
6 Frankford Avenue. Both streets are already equipped
7 with traffic signalization.

8 The views to the site, as you can see, and
9 from the site are unparalleled. To help validate our
10 analysis, we have selected a first class group of
11 consultants; Cope Linder Architects, who I will speak
12 of in a moment, Urban Engineers, a large, local site
13 and civil engineering firm.

14 Keating Environmental Management, who will
15 handle all of the environmental assessment and our
16 building corporation, which will validate the
17 construction cost and build this new program.

18 Finally, Gannett Fleming, a leading,
19 national design engineering firm. Gannett Fleming
20 performs design and traffic work for PennDOT and is
21 one of the largest private employers in Harrisburg.

22 Gannett Fleming has proven to us the
23 following: One, the SugarHouse site is quick and
24 easy to get to and get from.

25 Two, the site is well served by regional

1 MR. COPE: Thank you, Dan.

2 Good morning. In addition to our gaming
3 accomplishments, we are very proud of what we have
4 done here in Philadelphia, including projects
5 representing a full range of uses and building types,
6 that can ultimately be contemplated for a mixed use
7 project, such as the SugarHouse.

8 In particular, I would like to call your
9 attention to the Great Plaza at Penn's Landing. This
10 is arguably, one of the most often used public
11 gathering spaces in the city. It lies just about a
12 mile south of the SugarHouse site. I think it
13 demonstrates our own commitment to the public domain
14 and open space.

15 On to the SugarHouse site itself. I would
16 like to take a few minutes to describe our goals for
17 the project, all of which have formed our design
18 process to date and then follow that by a brief
19 overview of the plans.

20 First and foremost, we want to create a
21 real entertainment destination, one that offers far
22 more than simply slot machines.

23 We are proposing an extensive menu of
24 restaurant types at many price points with a total
25 seating capacity of approximately 1200 patrons.

1 roadway systems including I-95 and the Vine Street
2 expressway.

3 Three, North Delaware Avenue has excess
4 capacity to accommodate the traffic that will be
5 generated.

6 And four, probably most importantly,
7 SugarHouse is committed to funding recommended
8 roadway, traffic management, lighting and signage
9 improvements in the immediate vicinity of the casino.

10 Now, to understand why we believe so
11 strongly in our SugarHouse site, I would like to
12 introduce our architect, Ian Cope, managing partner
13 of the Cope Linder Architects, and my friend.

14 Cope Linder is one of Philadelphia's finest
15 architectural firms. They have completed many local
16 design programs; but most importantly, they are a
17 nationally recognized casino and entertainment design
18 firm.

19 Cope Linder was the executive architect of
20 the Borgata Casino and Hotel, which as you know is
21 Atlantic City's most successful casino. They were
22 also the architect on the Caesars expansion program
23 in Atlantic City.

24 Ian, I would appreciate if you would come
25 up here and explain our program.

1 In addition, we are developing a flexible
2 30,000 square foot, multi-purpose entertainment venue
3 with a capacity of upwards of 2,000 guests.
4 SugarHouse will be far more than a slot house.

5 We have met with the Planning Commission
6 and many of the nearby neighborhood and community
7 groups.

8 Irrespective of how the preemption issue is
9 ultimately decided, we want to be good neighbors that
10 fit into our neighborhood.

11 In anticipation of casino gaming, the city
12 recently adopted a special Commercial Entertainment
13 District Ordinance.

14 We are confident that we comply and in most
15 respects far exceed the requirements of that
16 ordinance.

17 This applies to issues like FAR, coverage,
18 previous coverage, parking ratios, height, and the
19 like.

20 Very important, there is a provision for a
21 generous, publicly accessible easement that runs
22 along the entire length of that riverfront frontage.

23 The facility must be easy for our guests to
24 use. We hope they'll come often. The key to this is
25 proper on-site traffic management to eliminate any

1 potential backup into the city streets.
 2 Patrons must be able to get to the self
 3 park garage and the porte-cachere and the valet
 movements at will and with absolutely no confusion or
 delay. Our plans accomplished this completely, and
 6 I'll review that in a moment.

7 We are appropriately at a preliminary point
 8 in the architectural design. We haven't picked
 9 colors yet or selected anything final and we expect
 10 many refinements in the months to come.

11 But what we have done is established a very
 12 good working diagram for how the site will operate,
 13 which is both sensitive to urban design issues and
 14 optimizes operational considerations for the casino.

15 For almost 30 years now, we,
 16 Philadelphians, have aspired to have an active and
 17 vibrant waterfront that is accessible to the public.

18 We embrace our waterfront with a range of
 19 uses. We firmly believe that the SugarHouse could be
 20 a real catalyst for finally jump starting our
 21 waterfront and river wards.

22 We're very fortunate on our site to have
 23 elbow room on our site and a plan for extensive
 24 future development, all of which can be accomplished
 25 seamlessly and without interruption to ongoing

1 waterfront marine location.

2 We would like the mood to be sophisticated
 3 and elegant, yet casual. We look to building forms
 4 that will be iconographic at the level of the
 5 landscape below and on the skyline, break the skyline
 6 and roof forms.

7 I think this is fairly well reflected in
 8 the model. We want the SugarHouse to be festive,
 9 fun, as the name implies, pure fun and exuberant but
 10 not gaudy.

11 As Dan said, the site itself is
 12 approximately 22 acres of which about 18 acres is
 13 buildable area.

14 The plan before you represents the full
 15 build out after expansion phases. We have two
 16 principal entrances, both of which will provide
 17 access to both of the large self park garage and the
 18 main porte-cachere. The sense of the arrival is very
 19 important to us.

20 Similarly, we disperse exiting patrons to
 21 both the Frankford and Shackamaxon Street
 22 intersections.

23 Service vehicles and buses will use their
 24 own discrete roadway far to the north on a separate
 25 road.

1 operations. We know this should be an important
 2 consideration to the Gaming Board.

3 Some quick facts that relate to program and
 4 schedule. We will have 1500 slots operational within
 5 one year of licensure with a compliment of over 1250
 6 surface parking spaces on-site.

7 Within three years, the permanent facility
 8 will open with 3,000 slots and the other uses that
 9 were previously described. These will be supported
 10 by some 2800 self park spaces and over 400 valet
 11 parking spaces.

12 In future phases, an additional 2,000 slots
 13 can be added on the same contiguous floor level.
 14 This is very important.

15 We are also showing a 500 room, 17 story
 16 luxury hotel supported by about 1,000 additional
 17 parking spaces in the self park garage and another
 18 garage nearer to the hotel.

19 At that point, the total parking inventory
 20 will be approximately 4,500 spaces, which meets the
 21 local CED ordinance.

22 In terms of the actual design, again, we
 are still in a preliminary phase; but we do know that
 we want to create a facility that is sleek and
 contemporary and even a bit edgy, befitting its

1 I think the next slide, when you remove the
 2 buildings, really demonstrates our commitment to the
 3 public domain, as fully one third of our site or over
 4 6 acres is devoted to open space, landscaped open
 5 space, much of which is accessible to the public.

6 In addition, we are proposing an
 7 environmentally friendly, pervious, landscaped, green
 8 roof on the casino podium itself.

9 The basic casino podium is three stories in
 10 height, the middle floor, the principal level being
 11 the game level.

12 The actual gaming level shown faintly in
 13 orange is to be surrounded by various restaurants and
 14 casino support spaces.

15 The gaming expansion area, again, is
 16 contiguous and would grow to the south to accommodate
 17 2,000 additional slots.

18 The floor above the casino will feature
 19 three or four additional themed restaurants
 20 overlooking the gaming floor below. These will also
 21 house the great entertainment room or theater on the
 22 upper level.

23 Most of these spaces will overlook the
 24 river and/or extend out onto the porte-cachere for
 25 wonderful views back to the city and our skyline.

1 The purple to the far right, which is very
2 faint, indicates the hotel lobby to the south. Then
3 the level below the casino floor will house the
4 separate valet parking areas, which should be
5 separated from all of the self park movements.

6 Additional, back of house spaces are also
7 there and a proper bus terminal capable of
8 accommodating eight buses and a central loading dock
9 are located beneath that self park garage.

10 With respect to phasing, we will look at a
11 temporary or interim structure along Delaware Avenue,
12 right on the left corner, to accommodate the first
13 1500 slots.

14 These will be supported, again, by adjacent
15 surface parking. The balance of the site to the
16 north will be used for the construction of the self
17 park garage. That's our first order of business.

18 Once that garage has been completed, we can
19 take the surface parking out of service and start the
20 construction of the permanent casino. We would
21 expect the temporary casino to be in operation for
22 about two years.

23 The next image depicts the completion of
24 Phase I with limited surface parking on the expansion
25 pads to the south.

1 hotel tower if we should be phenomenally successful
2 or a residential project.

3 All of these buildings would be placed
4 around an inviting and lushly landscaped park-like
5 setting.

6 Pedestrians will be invited towards the
7 casino with a bridge over the fountains to the main
8 porte-cachere. Again, this is depicted fairly well,
9 I think, in the model.

10 Our other front door, of course, is the
11 great riverfront, which we hope will abound with
12 activity.

13 We'll have outdoor alfresco dining on
14 terraces overlooking the public promenade, and we
15 hope to have water taxi service and ferry service and
16 ultimately a marina to activate this important public
17 space.

18 We don't have great views of Niagara Falls,
19 but we do have wonderful bucolic views of the bridge,
20 the skyline, and, of course, Camden and Petty's
21 Island across the river. It's a very engaging spot
22 and a nice bend in the river.

23 In closing, we are very excited about the
24 design possibilities of this unique and wonderful
25 site.

1 The type of temporary structure we would
2 consider will be safe, sturdy, probably a
3 prefabricated system, such as a sprung-type structure
4 or butler building.

5 It will be approximately 65,000 square
6 feet. These have been used very successfully in
7 other jurisdictions. They meet all the applicable
8 codes.

9 Depicted there is a project in California,
10 northern California, Sonoma Valley, that is very
11 analogous in scale and I think it accommodates 1600
12 slots with two restaurants.

13 We really have two front doors to our
14 project. In this vignette, the property is being
15 viewed from Delaware Avenue.

16 With the casino entrance in the focus in
17 the center, the hotel above and this would be flanked
18 at the left by the self parking garage, which you can
19 see there.

20 Then off to the right, we have a future
21 development parcel which is the building that is in
22 the foreground to the right.

23 What this is at this point, we're not
24 certain. It is essentially a residual site with the
25 opportunity to do additional retail, perhaps another

1 It's an architect's dream with limitless
2 possibilities. Frankly, we're ecstatic about working
3 with Neil and his group which promises to be a first
4 rate facility that we can all be justifiably proud
5 of.

6 With that, I would like to turn it over to
7 introduce Neil's partner and the CEO of the
8 SugarHouse, Greg Carlin. Thank you.

9 MR. CARLIN: Thanks, Ian.

10 Good morning. I am Greg Carlin, CEO of
11 SugarHouse Gaming. Our team is very excited about
12 the opportunity to develop and operate a new casino
13 here in Philadelphia.

14 Philadelphia is the fifth, not the third,
15 largest market for casino gaming in the United
16 States.

17 According to the Atlantic City
18 Conventioneer and Visitors Bureau, 23 percent of
19 Atlantic City visitors are from the Philadelphia
20 area.

21 By legalizing casinos in Pennsylvania, the
22 Commonwealth will attract many of the Philadelphia
23 area residents, who are currently gambling in
24 Atlantic City, including many people from New Jersey.

25 Over the past year, the SugarHouse team has

1 spent a lot of time and money developing our program
2 and designing a gaming destination that fits in the
3 fabric of Philadelphia, is customer friendly, and can
effectively compete in this marketplace.

Today, I would like to share with you some
6 of our operating philosophies in addition to giving
7 you some information about our proposal.

8 We are confident that our project will
9 maximize gaming taxes for the City of Philadelphia
10 and the Commonwealth of Pennsylvania.

11 How do we plan to achieve this goal?
12 First, as previously discussed, we think we have the
13 best location for a casino in the city.

14 Second, we are going to build what we
15 believe will be the preeminent facility in this
16 market. Our Phase I total budget is \$450 million.

17 Third, we plan to offer a superior customer
18 experience through a high level of customer service
19 and through exceptional dining and entertainment
20 options.

21 As I'm sure all of you know, one major
22 difference between Pennsylvania and New Jersey
23 casinos is the gaming tax rate.

24 In Pennsylvania, the tax rate on casinos is
25 as high as 54 percent, while in New Jersey the tax

rate is only 9 and a quarter percent.

2 Since we do not have competing casinos in
3 Atlantic City or the region, SugarHouse will not use
4 its Philadelphia area customer list to drive business
5 to more profitable locations. Our only interest is
6 to maximize revenue in the Commonwealth.

7 Earlier, I mentioned that our Phase I
8 budget is \$450 million. This slide shows the various
9 components of that budget.

10 The Pennsylvania Gaming Statute currently
11 mandates that each Category II licensee have a
12 minimum of 1500 slot machines in operation within 12
13 months of licensing.

14 Since SugarHouse Gaming could not possibly
15 build our plan facility within that time frame, we
16 currently expect to open an interim facility so that
17 we will comply with the Statute and begin to generate
18 tax revenue for the Commonwealth.

19 As Ian Cope demonstrated earlier, our site
20 geography easily accommodates an interim facility
21 while we build a permanent facility.

22 We believe we can have an interim facility
operating within 12 months from licensing and a
23 permanent facility operating within 30 months from
24 licensing.
25

1 I visited several interim facilities
2 including the one shown earlier and they can be very
3 nice. Once inside, customers have a hard time
4 distinguishing them from most permanent facilities.

5 We currently estimate that the SugarHouse
6 interim facility will generate \$246 million of casino
7 wins and \$133 million of gaming taxes in its first
8 full year of operation.

9 Next, I would like to talk about some of
10 the positive economic impacts the SugarHouse Casino
11 will have on the Commonwealth of Pennsylvania.

12 SugarHouse has retained the Saul F. Leonard
13 Company in conjunction with PKF Consulting to
14 estimate the market and provide revenue and gaming
15 tax projections for the SugarHouse Casino.

16 The model developed uses demographic and
17 census data to estimate the total gaming revenue from
18 the Philadelphia market and then allocates that
19 revenue based on location and other factors.

20 Our market experts estimate that in its
21 first year of operation, the SugarHouse Casino will
22 have almost 5 million visitors and generate gaming
23 revenue of \$420 million and gaming taxes of \$254
24 million.

25 In its first five years of operation, the

1 SugarHouse Casino is projected to generate in excess
2 of \$1.2 billion in gaming taxes for the Commonwealth
3 and for the City of Philadelphia.

4 Another positive impact that the SugarHouse
5 will have on the community is job creation. We
6 currently expect the SugarHouse will hire 1,340
7 full-time employees. These are high paying jobs with
8 excellent benefits, including slot managers,
9 cashiers, maintenance and operations workers, slot
10 technicians, chefs, beverage services, cocktail and
11 food servers, marketing personnel, security and
12 surveillance workers, valet parkers, IT workers, and
13 entertainers.

14 The estimated payroll and benefits for the
15 SugarHouse Casino exceeds \$53 million in its first
16 year of operation, which equates to approximately
17 \$40,000 per employee. We expect that many of these
18 jobs will be filled by residents from the surrounding
19 communities.

20 In addition to the direct jobs, SugarHouse
21 will create many thousands of indirect jobs;
22 initially, in construction but later primarily at
23 local companies that provide goods and services to
24 the casino.

25 My partner, Jerry Johnson, will tell you

1 why SugarHouse will be a greet place to work, but
2 right now I would like to talk about another
3 important component of the SugarHouse operating
philosophy.

4 Our commitment to diversity at all levels
5 of the company. We take this commitment very
6 seriously as evidenced by my partner, Dan Keating's
7 earlier remarks. As part of our application to the
8 Pennsylvania Gaming Control Board, we have submitted
9 an all inclusive diversity plan called, Winning with
10 Diversity, which is a plan we put much thought into
11 and which we are very proud.

12 I would also like to discuss the SugarHouse
13 commitment to responsible gaming. In Niagara Falls,
14 we have worked very closely with the Ontario Lottery
15 and Gaming Commission to implement the provinces'
16 responsible code of gambling conduct.

17 As part of our application of the
18 Pennsylvania Gaming Control Board, we have submitted
19 a comprehensive responsible gaming control plan,
20 which adopts the American Gaming Association Code of
21 Conduct, making responsible gambling an integral part
22 of our daily operations.

23 Key elements of this plan include an
24 extensive employee training program, zero tolerance
25

1 for underage gaming, a stringent self exclusion
2 program, and a wide ranging customer awareness
3 campaign.

4 Since submitting our Category II
5 application in December, the SugarHouse team has been
6 meeting with as many local officials and community
7 groups as possible to educate them about our proposal
8 and have open dialogue about issues and concerns.

9 In addition to meeting with Mayor Street,
10 we have met with City Council members, the local
11 state representatives for the SugarHouse district,
12 the city solicitor's office, the City Planning
13 Commission, and one of the committee chairs of the
14 Philadelphia Gaming Advisory Task Force.

15 We have also participated in several
16 community meetings with representatives from Fishtown
17 Neighbors Association, New Kenningston Community
18 Development Corporation and the Northern Liberties
19 Neighborhood Association.

20 These meetings have been extremely
21 productive, resulting in many great suggestions and
22 observations, which have enhanced our proposal.

23 One community leader suggested that we fund
24 a special services district similar to the stadium
25 special services district so that local groups have

1 some of the dollars needed to improve their
2 communities in the way they see fit. We support this
3 proposal.

4 We will continue to have an open dialogue
5 with community groups and will continue to work
6 closely with them.

7 Next, I would like to introduce one of my
8 partners, Jerry Johnson. Jerry has played a key role
9 developing the SugarHouse job hiring and training
10 initiatives and working on the SugarHouse foundation.
11 Thank you.

12 MR. JOHNSON: Good morning. I get to talk
13 about three items very important to Philadelphians;
14 jobs, training, and giving back to the community.

15 As Greg said, we have a strong commitment
16 to diversity. We have already obtained some
17 prominent women-owned firms to design our diversity
18 planning, our website, and a logo.

19 We will work with the casino operations
20 personnel to develop plans for recruiting,
21 attracting, and returning personnel.

22 We have a special program that we call
23 SugarHouse Fellows. We have been working with OIC to
24 help us develop a plan for mentoring candidates,
25 facilitating specialized training, including casino

1 training operations and apprentice programs.

2 We've already filed for a foundation. Our
3 mission is to address critical needs in the areas of
4 economic development, community enrichment, health
5 and human services, improvement in greater
6 Philadelphia.

7 This funding will include a contribution of
8 2 and a half percent of our pretax income up to \$3
9 million per year to the foundation.

10 Our focus will be grants to the 501(c)(3)
11 organizations, scholarships, and commitment to
12 funding local groups.

13 Our oversight will include a Board of
14 Directors, including three of my SugarHouse partners
15 and representatives from the community.

16 As I said, we are committed to building
17 careers and a better community in Philadelphia. Now,
18 Neil will wrap this up.

19 MR. BLUHM: Thanks, Jerry.

20 I'll try to do this quickly. We believe
21 that SugarHouse is going to be a winning combination.
22 We have the best site and the perfect spot on
23 Delaware Avenue, not far from Penn's Landing but
24 without creating traffic problems.

25 We've got enough land to do the interim and

1 do expansion. We don't require additional land from
2 the city or anyone else to develop our project.

3 Our partnership has experience and strong
4 financial resources to develop and operate a world
5 class casino.

6 We have a great team and a terrific
7 architect. Frankly, I am not capable of building
8 something that isn't going to be first class, like
9 the Four Season Hotels and other projects we have
10 developed over the years.

11 The casino will be similar in size and will
12 be operated in a similar way as our highly successful
13 Niagara Fallsview Casino in Niagara Falls.

14 We're used to operating in a governmental
15 regulated environment. Importantly, we have no
16 competing casinos in this market.

17 We have no conflict of interest with any
18 New Jersey casinos. Our only interest is driving
19 revenues to Pennsylvania.

20 We believe that our casino will create the
21 highest tax revenues for the Commonwealth of
22 Pennsylvania.

23 We have a close and diverse ownership group
24 with a strong connection and commitment to
25 Philadelphia and Pennsylvania.

1 Our ownership group has unquestioned
2 integrity. You know who you're dealing with. If you
3 select SugarHouse, we will build and operate a highly
4 successful casino that you and the City of
5 Philadelphia and the Commonwealth of Pennsylvania
6 will be proud of.

7 We are ready, willing and able to go.
8 There are no contingencies in our proposal. Thank
9 you for our opportunity to address you this morning.

10 PRESIDING OFFICER MILLER: Thank you very
11 much. The second group of presenters should move to
12 the front.

13 At this time while that's happening, I
14 would like for the record to note that present from
15 the panel is Chairman Tad Decker, Commissioners
16 Joseph W. "Chip" Marshall, Mary Colins, Ken McCabe,
17 Jeffrey Coy.

18 Ex-officio Treasurer Bob Casey is
19 represented by Alfred Dezzi, Special Assistant to the
20 Chief of Staff.

21 The second presentation this morning will
22 be by Keystone Redevelopment Partners, LLC,
23 TrumpStreet. I would ask that the speaker begin
24 whenever he is ready.

25 MR. PICKUS: Thank you. Good morning,

1 Chairman Decker, Board members and staff. My name is
2 Bob Pickus. I'm executive vice president and general
3 counsel of Trump Entertainment Resorts.

4 We're very pleased to be here this morning
5 to present information about our proposal TrumpStreet
6 and specifically its impact on the community.

7 I would like to begin our presentation by
8 introducing the Chairman of the Board of Trump
9 Entertainment Resorts, Mr. Donald Trump.

10 MR. TRUMP: Good morning. Thank you very
11 much. It's an honor to be here. As you maybe know,
12 I went to the University of Pennsylvania, Wharton
13 School of Finance. I've spent much, much time in
14 Philadelphia. I love it. It's a special place to
15 me.

16 We are proposing a very large luxury
17 apartment house. It's very soon going to begin right
18 along the river, very close to the SugarHouse
19 location, actually. It's already selling like
20 hotcakes. It's going to be a great success.

21 I'm the largest owner of Trump
22 Entertainment Resorts. It's a company I'm very proud
23 of. For many, many years the Trump Taj Mahal was the
24 No. 1 hotel in Atlantic City. It continues to do
25 tremendous business. With the addition, it will be,

1 again, the No. 1 hotel in Atlantic City. We're
2 building a tower at the Taj Mahal, which we think is
3 going to be a very positive influence.

4 Also, on our Philadelphia project, we have
5 a special site, a special location. We have a
6 neighborhood that, at first, they were concerned and
7 now they've embraced us and for the most part really
8 love what we're doing.

9 It's unique. It's going to provide more
10 jobs than any other of the casinos in terms of that
11 area, in terms of that neighborhood.

12 We have tremendous union support; and as
13 you possibly know, I'm the largest developer in
14 Manhattan and the largest developer in New York. I
15 stand behind this project 100 percent.

16 We've built developments in New York that
17 obtained the highest price per square foot by far.
18 Trump International Hotel and Tower, on 1 Central
19 Park West, my new building on the Trump Park Avenue,
20 \$4,500 a square foot, never been obtained before in
21 New York.

22 We have other developments, the largest,
23 the highest residential tower ever built anywhere in
24 the world at 92 stories in New York. I'm doing
25 another 92 story building, 100 percent owned by us in

1 Chicago, which is the largest building since the
2 Sears Tower. In fact, it's Neil's territory. It's
3 really been a great success.

Something is very special to me about doing
a very, very special project in Philadelphia because
of the fact that I went to Wharton, because of the
fact I spent so many years in Philadelphia, and
because of the fact that this site is so important.
It's just an important site.

This whole area is going to be revived.
The river is the river. I'm on the river also in a
different way, but this site is going to revive a
whole community, a whole area. It's going to be
something very, very special.

We have with us Don Thomas; and if you
could stand, Don, who is the former acting
Commissioner of the Casino Control Commission in New
Jersey. Also, he's very much involved in this
project.

Also, you perhaps heard of the Apprentice.
Well, the Apprentice will be coming to Philadelphia,
if we're lucky enough to get the assignment.

Tonight, as an example, it continues to --
it became the No. 1 show on television. It continues
to do fantastically, and tonight because it's doing

1 because I believe together we create a great team to
2 build a common goal, a wonderful profitable project
3 that will benefit the state, the city, and the
4 community.

Speaking of the community from the onset,
from the very first handshake with the Trump
Organization, we always maintain that our partnership
will thrive and be successful on how we leverage our
proposal to help the community. That's vital to all
of us. Donald has said it.

I'm local, our partners are local. If we
didn't think that TrumpStreet could benefit the
community, we wouldn't be here today.

When I walk a dilapidated and depressed
Budd Company site in North Philadelphia, close to
where I was born and where my mom worked for a short
period of time, I see opportunity, a world of
opportunity.

Others laugh and snicker at the site, but
then, again, others laughed and snickered about a
decade ago when I decided to buy the worst placed
team, the worst team in the NBA, the 76'ers as world
championship contenders.

I believe dreams come true. I truly
believe this. That's why we're so excited about

so well, they're putting a double episode, not just
single, they're doing a double.

So we intend to have the Apprentice
involved also very much with respect to Philadelphia.
That all goes down to what we call branding.

The Trump brand has just come out and has
been considered the No. 1 brand anywhere in the world
and in the shortest period of time.

We want to take that brand, and we want to
take great construction, we want to take a fantastic
site and a very important site and a site that is
going to do something for a neighborhood that nobody
else can compete with. Nobody else can come close
with and just do a very special project for
Philadelphia, for Pennsylvania. It's something that
I very, very much want to get and want to show
something very special.

Now, a friend of mine from many years and a
very -- just a good guy and perhaps you know him and
perhaps you don't, if you don't know him, I'd be
surprised, is Pat Croce. He's going to come up and
say a few words. Thank you very much.

MR. CROCE: Thank you, Donald.

Good morning, Board members. I became
involved with Donald and the Trump Organization

1 TrumpStreet. Not only do we have the chance to
2 create a great asset for the City of Philadelphia,
3 but we have the unique responsibility and opportunity
4 to transform and vitalize an entire community to be
5 the catalyst of change. This is what we truly
6 believe.

We can insert and bring a whole new breath
of fresh air to this neighborhood tree lined streets,
energy, safety, security, and, of course, jobs, jobs.

We really believe this. My partners and I
believe this. I have some great local partners
filled of heart and soul, many of them you know, the
best in the business, and the worlds of business, in
entertainment, in dining, some of which of whom are
in the audience today. There's Mitchell Morgan and
Les Braun. There's Steve Berk. Steve is here. Put
your hand up, Steve.

There is the engine that fuels McGee
Rehabilitation Hospital Jerry Siegel, Dominick
Cipollini. We got Philadelphia's own Chickie's and
Pete's, Pete Ciarrocchi.

Those who have helped in entertainment
world in Philadelphia who from Philadelphia, Nate
Morris and Shawn Stockman collectively known as Boyz
2 Men.

1 Together, and I speak on their behalf, as
2 our local partners, with our great managing partner,
3 I make this promise to the people of Pennsylvania,
especially Philadelphia, we will do everything in our
power to make you proud of TrumpStreet.

6 This is a vision and a mission to do good
7 as well as doing well. It starts at the top with
8 Donald Trump and our managing partner, Trump
9 Entertainment Resorts.

10 They put a dynamic new management team in
11 place who are working extremely hard at expanding
12 their brand in Philadelphia in addition to their
13 ongoing efforts in Atlantic City.

14 The leader of this Trump team, the
15 president and CEO is Jim Perry. Jim was named CEO of
16 the year in the gaming industry for leading the
17 amazing turnaround of Argosy Gaming.

18 He's a true leader, a winner. He mixes
19 compassion with passion. He's going to be a great
20 partner for Philadelphia. Plus, he's a great guy.

21 It gives me great pleasure, ladies and
22 gentlemen, to introduce Jim Perry.

23 MR. PERRY: Good morning. My name is Jim
24 Perry. I'm president and chief executive officer of
25 Trump Entertainment Resorts. Thanks, Pat.

1 As the only casino operator applying for a
2 license in Philadelphia who currently operates in
3 Atlantic City, we have built a database of customers
4 over the past 25 years that can be put to work
5 immediately to make our facility successful.

6 In fact, 20 percent of our customers come
7 from Philadelphia and the surrounding counties. The
8 recent changes at Trump Entertainment have put a new
9 management team in place with decades of experience
10 in operating the finest casino resorts in America.

11 One of the leaders of that team is Mark
12 Juliano, chief operating officer of the company who
13 has formerly been president of both Caesars Atlantic
14 City and at Caesars Palace in Las Vegas.

15 Now, Mark is going to talk to you about the
16 amenities, the operations, and employment inside of
17 our planned facility. Thank you.

18 MR. JULIANO: Thank you, Jim.

19 Having spent 30 years in the gaming
20 industry and also having been born and raised here in
21 Philadelphia, it's particularly gratifying to see
22 both of those things come together in this project.

23 The project had been planned after months
24 of community meetings and after receiving a
25 tremendous amount of community input.

1 Let me reiterate that Trump Entertainment
2 Resorts is very proud to be part of a great team,
3 full of individuals, who have been leaders in
4 Philadelphia for decades.

5 Trump Entertainment Resorts owns and
6 operates three successful Atlantic city casinos, all
7 of which are currently undergoing change and
8 renovation on a grand scale building towards a
9 stronger Trump brand than ever before.

10 Currently, we are undergoing more than \$100
11 million in renovations to our Atlantic City
12 properties. In Atlantic City, we employ over 7500
13 individuals in our three casinos and pay over 240
14 million payroll each year at these three properties.
15 We've recently announced plans to build a new 800
16 room tower at Trump Taj Mahal.

17 Financially, our company is stronger than
18 it has ever been. We are now saving more than \$100
19 million a year in interest payments. We have a \$500
20 million line of credit. Along, with the recent sale
21 of our Indiana property worth more than \$250 million,
22 we have unprecedented cash on hand.

23 Now, the company is poised for growth and
24 Philadelphia is a top priority for us. We believe we
25 are uniquely suited for success.

1 As a result, we have designed a project
2 that is much more than a gaming facility.
3 TrumpStreet will be a total entertainment complex.

4 It is planned as pedestrian friendly
5 complex that is different than what you might expect.
6 Rather than a towering structure covered in bright
7 lights, we have specifically tailored our proposal to
8 fit into the community.

9 The entrance to TrumpStreet will be on
10 Roberts Avenue. Outside, there will be direct access
11 to amenities such as movie theaters, dining options,
12 and certain facilities having outdoor areas bringing
13 life to the street.

14 The design of TrumpStreet includes the
15 tasteful integration of a 3,000 car parking garage
16 located behind the facility.

17 Perhaps the most distinguishing
18 characteristics are the three eliminated steel and
19 cable structures that are reminiscent of the towering
20 chimneys that were visible from the site for nearly a
21 century and remind us of the historical significance
22 of the Budd Plant.

23 Now, I would like to take you on a tour
24 inside the TrumpStreet. When you enter the facility
25 from the covered portico off of Roberts Avenue,

1 you'll find an open dining and retail promenade, much
2 like the Reading Terminal Market in that this area
3 has been designed to provide opportunities to
4 smaller, local, minority vendors through the use of
5 small spaces.

6 Currently, we are in discussions with many
7 prominent restaurant tours, along with many local and
8 minority dining and retail outlets about being part
9 of TrumpStreet.

10 As a Trump development, as evidenced by our
11 hotels in Atlantic City and also by our hotels
12 throughout the world, we have access to many of the
13 top entertainers and restaurant tours, who we
14 presently have relationships with; but we also will
15 focus on integrating local vendors and outlets for
16 our guests to enjoy.

17 Next, we see the special events area, which
18 will be available for community use. We already have
19 made commitments to the use of this area to community
20 organizations, should we be successful in winning a
21 gaming license.

22 There will also be three movie theaters
23 that are specially designed for a great entertainment
24 experience.

25 Rather than the standard seating, these

1 TrumpStreet.

2 Obviously for our company, this is a very
3 significant undertaking. This is going to take more
4 than 900 employees to run this operation.

5 We would like to take a few minutes now to
6 tell you about the jobs that will be available inside
7 of TrumpStreet.

8 Nearly 200 positions in food, beverage, and
9 restaurant operations. Over 60 positions in
10 information technology, human resources, and other
11 administrative positions, more than 140 positions in
12 maintenance and public areas, over 120 security
13 positions, 275 positions in slot operations.

14 All of these jobs or many of these jobs
15 require a minimum amount of training, which we will
16 provide, enabling the local residents to be hired
17 quickly and put to work immediately.

18 In Atlantic City, over the past 22 years,
19 we have had great experience and we have had great
20 success in integrating our facilities with the
21 community to provide great employment opportunity.

22 Next, I would like to reintroduce Bob
23 Pickus, who in addition to being our general counsel
24 heads up the company's corporate development group
25 and has been our point person here in Philadelphia.

1 theaters are designed to include large, comfortable
2 seating areas, along with light food menu and service
3 inside.

4 Continuing along the perimeter, we find a
5 large area that's slotted to be the Philadelphia's
6 Chickie's and Pete's. I have to say the greatest
7 point of the experiment so far is all of the menu
8 tasting we were required to do at Chickie's and
9 Pete's.

10 The crab fries really are amazing.
11 However, two baskets is really enough. Skip the
12 third one. It's the one that does you in.

13 Moving across an area that was reserved as
14 a location of a future performance area, we find a
15 large buffet that will have a distinctly Philadelphia
16 theme.

17 In fact, we are close to concluding
18 negotiations with the Mummers and String Band
19 Associations to theme this buffet with Mummers'
20 memorabilia costumes and to feature regular Mummers
21 performances.

22 Importantly, as you can see, we have
23 planned multiple dining outlets so whether you're
24 looking for a casual sandwich or a special night for
25 that special occasion, you'll find it inside

1 Bob will tell you more about our project
2 and about our jobs. Thank you.

3 MR. PICKUS: Thank you, Mark. Since we
4 filed our application with this Board this past
5 December, many people have wondered why we chose the
6 Budd site for our development.

7 In fact, we did have the opportunity to
8 choose a site on the riverfront but decided that the
9 Budd complex was the perfect location to build the
10 new entertainment facility.

11 Why? The answer is that we were looking at
12 the game goals of the Gaming Act. After careful
13 consideration came to concluded that this site
14 uniquely satisfies those goals by maximizing revenue,
15 creating employment and business opportunities, and
16 enhancing tourism and promoting diversity and because
17 this site uniquely has the ability to help revitalize
18 an entire neighborhood and provide needed economic
19 and social benefits to the Philadelphia community.

20 As part of our application to this
21 Board, Keystone Redevelopment Partners submitted four
22 separate economic analyses, one of which was even
23 commissioned by the City of Philadelphia.

24 These reports had many common threads
25 relating to our site that are important to note

1 today.

2 Among them are, TrumpStreet will serve as a
3 catalyst in improving the surrounding neighborhoods
4 and creating employment and business opportunities in
5 a community currently experiencing underemployment
6 and low average income levels.

7 TrumpStreet's location, being proximate to
8 both US Route 1 and I-76, is best positioned to draw
9 patrons from the city's western suburbs.

10 While interest has been expressed about
11 creating an entertainment zone on the riverfront,
12 even if both facilities were located there, there is
13 not enough critical mass to create such an
14 entertainment zone.

15 With this in mind, the city's Gaming
16 Advisory Task Force concluded that the Gaming Act
17 limitation of two casinos in Philadelphia will limit
18 the possibility of a strip effect created by a zone
19 with several casinos.

20 Given the strong, existing development
21 pressures along Delaware Avenue, casino development
22 there will be irrelevant to further investment in
23 that area.

24 As you can see in this slide, there is
25 planned significant development underway for the

1 riverfront indicated by all of the dots on this
2 slide.

3 The reason for this is obvious,
4 development, whether commercial or residential, is
5 always attracted to the water. Contrast this with
6 the TrumpStreet location.

7 The reason for this minimal development is
8 equally obvious. Development is not easily attracted
9 to former industrial sites and depressed
10 neighborhoods.

11 However, former industrial sites are
12 exactly the places which need investments and jobs.
13 That is why we choose the Budd site for our
14 development.

15 The city's Advisory Task Force found that
16 revitalization impacts stemming from casino
17 development can be the greatest in distressed urban
18 areas with vacant or under utilized land.

19 These reports all agree that TrumpStreet
20 will generate important economic and social benefits
21 that cannot be duplicated at any other Philadelphia
22 location.

23 Just last week, respected architecture
24 critic, Inga Saffron, in her review of TrumpStreet
25 proposal in the Philadelphia Inquirer stated that,

1 quote, the company can legitimately claim to be
2 improving the neighborhood.

3 As this hearing is geared toward local
4 community input, I wanted to spend some time
5 discussing certain concerns that have been raised in
6 the community, most of which are general to gaming
7 and not just related to this site, except the first
8 with the issue of traffic, which is one that is of
9 concern for all involved.

10 Without a viable traffic plan, traffic
11 congestion plans means delays both for residents in
12 the area and patrons of slots parlor. This is
13 unacceptable to everyone.

14 To address the traffic issue, TrumpStreet
15 engaged Vollmer Associates, a nationally recognized
16 engineering firm with offices in Philadelphia, to
17 review the traffic that would result from this
18 development.

19 This site, of course, is part of the nearly
20 80 acre former Budd plant. During its operation, the
21 Budd plant operated 24 hours per day, everyday of the
22 week.

23 At its peak, employing 20,000 people, most
24 of whom drove their own vehicles to work and
25 accommodated about 100 tractor-trailers per day.

1 The infrastructure already exists. Of
2 course, the additional traffic created by the slots
3 parlor and related businesses will add to the
4 existing traffic and needs to be considered.

5 As you can see from this slide,
6 approximately 75 percent of the incoming traffic to
7 the site will be 45 percent northbound and 30 percent
8 southbound in the upper right corner of this slide
9 will come from Roosevelt Boulevard and travel only
10 one block to the facility.

11 In that same traffic, 75 percent will exit,
12 again, the one block on Fox Street and right back
13 onto the Boulevard.

14 With most of its traffic traveling only the
15 one block on Fox Street, access to TrumpStreet will
16 easily be the most direct and convenient of any of
17 the Philadelphia locations.

18 Also, whether traveling on Fox, Stockley,
19 or Roberts Streets, the majority of traffic to and
20 from TrumpStreet will not pass one single residence.

21 In its report, Vollmer provides a
22 comprehensive analysis of this new traffic and its
23 impact on affected streets and intersections. The
24 report describes certain solutions necessary to
25 address this additional traffic.

1 As known here, TrumpStreet is prepared to
2 undertake these steps at its cost. These steps
3 include signalization adjustments and adding certain
4 dedicated turn lanes all indicated in yellow on this
5 plan, as well as improvements to the north and
6 southbound exit ramps from Roosevelt Boulevard.

7 This first slide shows the planned
8 extension of the southbound exit ramp onto Fox
9 Street.

10 With this improvement, traffic will not
11 back up onto the Boulevard and with synchronized turn
12 signals onto Fox will keep traffic moving.

13 The next slide shows the more significant
14 improvement to the northbound exit ramp. We will
15 start that improvement -- I'm going to use this
16 little pointer. I apologize because it will only be
17 on this screen here.

18 We start this improvement by elevating
19 Abbotsford Avenue along here and then taking the
20 existing ramp and dividing it into two, one branch
21 continuing as currently merging back onto the
22 Abbotsford Avenue and the other, most significant,
23 will have a dedicated ramp, which will go under the
24 elevated Abbotsford onto Stockley Avenue, which puts
25 you on Roberts and right into the site.

1 This new traffic pattern eliminates traffic
2 to the facility from entering the more residential
3 streets, including Wissahickon and Roberts.

4 These two ramps, which will cost about \$5
5 million and be funded solely by TrumpStreet, have
6 been reviewed with PennDOT and can largely be
7 restructured within PennDOT rights-of-way.

8 The Vollmer report concludes that with
9 these mitigations, TrumpStreet will not significantly
10 affect the intersections within the area.

11 This conclusion is consistent with the
12 findings of the City Advisory Task Force that, quote,
13 the access roadways to the site are estimated to
14 operate at a level of service C or better conditions
15 and can be assumed to have excess capacity to support
16 increased traffic demand in the immediate site area.

17 Moving on from traffic, the community has
18 also expressed concern that this development would
19 lead to increased crime in the area.

20 While fictional accounts of the gaming
21 industry and movies and television could lead to this
22 fear, there is simply no empirical data that
23 justifies this concern.

24 After a two-year study, the National
25 Gambling Study Commission in 1999 said on the subject

1 of crime, taken as a whole, the literature shows that
2 communities with casinos are just as safe as
3 communities that do not have casinos.

4 With increased activity, new lighting, and
5 additional city law enforcement and casino security,
6 there is no reason that crime will increase as a
7 development of a slot parlor.

8 This is not unlike Atlantic City where
9 crime has dropped since the introduction of casinos.
10 Concerns regarding problem gambling have also been
11 voiced.

12 While it is certainly true that a small
13 percentage of the population has a gambling problem,
14 the introduction of a slot parlor while providing an
15 outlet for this activity does not cause problem
16 gambling.

17 Trump Entertainment Resorts takes this
18 matter very seriously and has engaged experts in this
19 field to help develop and implement one of the first
20 and most comprehensive training and awareness
21 programs in the industry.

22 With this training and detection program,
23 persons with gambling problems are arguably better
24 off in this controlled environment than engaging
25 Internet, illegal, or other gambling activities.

1 The community has had expressed concerns
2 that commitments made by TrumpStreet will not be
3 fulfilled.

4 In that regard, we have a proven track
5 record of which we are very proud. Both our current
6 operations in Atlantic City and past operations in
7 Gary, Indiana have proven that we meet our
8 commitments.

9 Evidence of meeting our commitments is best
10 demonstrated in a report prepared by Purdue
11 University for the Indiana Gaming Commission on
12 Trump's Indiana operation.

13 That report found, quote, that Trump is
14 perceived as a good corporate citizen spending over
15 \$75 million in the area and attracting new visitors
16 to the community.

17 Trump has been a positive addition to the
18 community. It provides well-paying jobs with good
19 benefits, as well as economic diversity in a time
20 when steel mill and manufacturing jobs are declining.

21 29 percent of employees were unemployed
22 prior to beginning to work at Trump, and over half of
23 those that were employed reported receiving a raise
24 upon beginning work at Trump.

25 97 employees felt secure enough to move

1 from rental home housing to home ownership. As of
2 December 31, 2003, 58 percent of Trump's employees
3 were woman, 69 percent were minorities, 44 percent
4 were from Gary, 82 percent from Lake County, with a
5 total of 90 percent from Indiana.

6 Finally, questions have arisen regarding
7 the use of eminent domain to take homes for this
8 development.

9 In addition to the prohibition on the use
10 of eminent domain contained in the act, we have
11 stated on numerous occasions that we have sufficient
12 land for this development, including future phases
13 and related infrastructure and have no need to take
14 anyone's home. We formally repeat that commitment
15 here today.

16 But now, let us talk more about the many
17 substantial and unique benefits that TrumpStreet will
18 provide.

19 Revenue and taxes, as set forth in the
20 market analyses conducted by the City's Advisory Task
21 Force and TrumpStreet's independent analyst,
22 including TrumpStreet as one of the city's two
23 casinos, will generate between 60 to \$70 million more
24 revenue than having both casinos on the river, with
25 over 1 half of that being paid in taxes to the

1 Trainings and jobs, TrumpStreet will
2 directly provide over 900 jobs. These jobs are in
3 addition to the more than 1300 construction jobs that
4 will be required to build the facility.

5 During our operation, we will maximize the
6 use of union labor and have already entered into a
7 neutrality agreement with Unite Here, Teamsters, and
8 the operating engineers for the operation of this
9 facility.

10 TrumpStreet will provide the necessary
11 training for most of its jobs and will do so
12 utilizing existing resources in the city to make sure
13 that local and minority residents are trained and
14 ready to work.

15 Business opportunities, TrumpStreet has the
16 ability to provide many business opportunities both
17 within its facility and beyond.

18 As Mark mentioned, smaller amenities
19 including retail and food and beverage have been
20 designed to afford better opportunity for local and
21 minority businesses to participate in this project
22 with less capital investment.

23 We will also work with local organizations
24 to establish and utilize local and minor
25 distributorships for certain goods and services, also

1 Commonwealth and the city.

2 For that reason, the Advisory Task Force
3 included TrumpStreet's location in three of its four
4 preferred locations from a development perspective
5 and found that, quote, gaming revenue was maximized
6 by locating one casino near the interchange of I-76
7 and Route 1 and one casino on the Delaware River
8 waterfront or in Center City.

9 This confirms that TrumpStreet would
10 provide the maximum tax revenue for the city and
11 state among all of the proposed locations.

12 During its construction and first five
13 years of operation, TrumpStreet will generate over
14 \$130 million in taxes for the city and over \$1
15 billion for the Commonwealth.

16 During that same period, the total economic
17 impact of this project will be nearly \$5 billion,
18 with total payroll of over \$660 million.

19 All of these tax revenues will be realized
20 without TrumpStreet taking advantage of the KOZ tax
21 benefits otherwise available at this location.

22 This position was made clear to the city
23 last year and included in our application to this
24 Board well in advance of the current discussion
25 regarding gaming facilities in the KOZs.

1 providing additional employment opportunities.

2 Diversity, on the subject of diversity
3 TrumpStreet stands alone. It has minority
4 partnership and ownership that is both real and from
5 Philadelphia.

6 It has a commitment to utilize minority, as
7 well as women-owned businesses. It has a commitment
8 to and a track record of minority and women hiring as
9 shown by the Indiana study.

10 Most significantly, it will provide these
11 unique community benefits to a very diverse
12 community.

13 Community engagement, consistent with our
14 goal of establishing a true partnership, we have
15 participated in many meetings with community and
16 neighborhood organizations and elected officials over
17 the past year and look forward to continuing this
18 dialogue.

19 Currently, under discussion with the
20 community is an agreement for community benefits.
21 Once approved, this agreement will provide funds for
22 community improvements with initially more than \$2
23 million and at least \$500,000 per year thereafter.

24 Increase our current goal of filling 50
25 percent of our jobs with the local residents to a

1 goal of 75 percent of employees from the local
2 community and 90 percent from the city and will
3 address the facility's design and operation so as not
4 to disrupt normal community activities and quality of
5 life.

6 While not yet finalized, this agreement has
7 been a result of a lengthy and healthy dialogue with
8 the community and, once concluded, will be a model
9 for similar agreements.

10 At this time, I would like to reintroduce
11 Mr. Trump for some final comments.

12 MR. TRUMP: With your permission, I would
13 like to present a short video and then I'll come
14 back. Thank you.

15 (Video played.)

16 MR. TRUMP: Well, again, we would like to
17 thank you very much for the time. I can say that you
18 will see many very, very nice proposals. This is the
19 only proposal you will see that will totally
20 transform a neighborhood.

21 In two years, in three years, in five years
22 from now, if you choose us, I really believe you'll
23 will be very, very proud of your vote. I thank you
24 very much.

25 PRESIDING OFFICER MILLER: Thank you very

1 Foxwoods Casino Philadelphia story and, more
2 importantly, to hear what you have to say.

3 First of all, let me give you a bit of
4 background. Foxwoods Development Company was formed
5 by the Mashantucket Pequot Tribal Nation to use its
6 significant financial resources and human resources,
7 its professional management expertise in the
8 development and management of casinos by expanding
9 throughout the United States.

10 Foxwoods Development Company was attracted
11 to the opportunity here in Philadelphia for several
12 reasons.

13 First of all, because of our superior,
14 local partnership group; second, because of the
15 excellent site that we have identified in South
16 Philadelphia, a site that has significant size,
17 access, visibility, lies entirely in a commercial
18 area, and is in close proximity to other major
19 attractions in Philadelphia.

20 We are committed to working with our local
21 investment partners, with the community, with local
22 officials, with the State Gaming Board to develop a
23 first class facility in Philadelphia that the City of
24 Philadelphia and all of us can be very proud of.

25 To do that, we have assembled a first rate

1 much for that presentation. The next presenter will
2 be PNK, PA, LLC. That's Pinnacle. At the conclusion
3 of the Pinnacle presentation, we'll take a short
4 break; but we will go through the third one first.
5 If Pinnacle would move to the front.

6 I'm sorry. Let me correct that.
7 Philadelphia Entertainment and Development Partners
8 Foxwoods will be next and third presenter. I
9 apologize for the inconvenience.

10 Is Foxwoods ready? Everybody please take
11 their seats. Take your seats, please. The next
12 presentation is Philadelphia Entertainment and
13 Development Partners, LP Foxwoods.

14 Whenever you're ready to begin, please do
15 so.

16 Please turn off your cell phones,
17 blackberries and other electronic devices. Thank you
18 very much.

19 MR. ARMENTROUT: Good morning,
20 Mr. Chairman, members of the Board. My name is Gary
21 Armentrout. I'm chief development officer for
22 Foxwoods Development Company, the commercial gaming
23 arm of Foxwoods Resort Casino located in Connecticut.

24 I want to start by thanking you for having
25 this opportunity to be here today to tell you the

1 group of advisors and consultants, some of whom are
2 here today to walk you through portions and aspects
3 of our proposals.

4 Let me begin by giving you an overview of
5 the people behind Foxwoods Casino Philadelphia.
6 Washington Philadelphia Investors owns 70 percent of
7 this partnership. It is comprised of an outstanding
8 group of local business, civic and charitable
9 individuals.

10 Foxwoods Development Company owns 30
11 percent of the partnership and will be the manager of
12 this project.

13 Together, we have come together to form
14 Philadelphia Entertainment and Development Partners,
15 doing business as Foxwoods Casino Philadelphia.

16 It is a combination, a partnership
17 unmatched in financial strength and casino operations
18 experience.

19 With me today is one of our partners in
20 this project, Philadelphia baseball icon Gary Maddox,
21 a civic leader that I'm sure you all know and
22 recognize.

23 Gary?

24 MR. MADDOX: Thanks, Gary.

25 Good morning. I'm Gary Maddox. I'm here

1 representing the local partners of this group, the
2 owners of 70 percent of this partnership.

3 Our local partners are a diverse group,
4 many of whom have a long track record of leadership
5 and charitable giving in the Philadelphia region.

6 As you look at the names on the screen,
7 many of them will be very familiar. These are people
8 with long term ties to the community.

9 These are people who have committed to this
10 project because they know this is the best site.
11 They have chosen the most credible, reputable, and
12 successful operator. These people are making sure
13 this project is done right.

14 Taking a leadership position with respect
15 to gaming, the local partners owning over 42 percent
16 of the equity of the casino group, the Ruben Family
17 Charitable Foundation, the Silver Family Charitable
18 Foundation and Ed Snider have irrevocably committed
19 to use 100 percent of their profits for charitable
20 causes in the Philadelphia region.

21 Simply stated, whatever money they would
22 have made on this investment will be directed to
23 local charities by either partner or by the trustees
24 of the foundations they created.

25 This commitment to charitable giving is a

1 can see an image of Foxwoods here as it sits today.

2 Although we developed in phases, Foxwoods
3 quickly became the world's largest and most
4 profitable casino with a reputation for quality,
5 elegance, and luxury.

6 We are very proud of what we have built in
7 Connecticut, but our goal is not to try to rebuild
8 the world's largest casino here in Philadelphia.

9 What we want to do is bring to Philadelphia
10 the level of quality and service that Foxwoods has
11 come to be known and respected for around the world.

12 As we have clearly demonstrated in
13 Connecticut, Foxwoods will be a responsible,
14 accessible neighbor with a strong commitment to local
15 community support.

16 We are a community that owns businesses.
17 This is a critical distinction, ladies and gentlemen.
18 We are not simply a business making community
19 promises.

20 We will help Philadelphia where
21 Philadelphia needs it most, not simply around our
22 facility.

23 Connecticut is one of the most highly
24 regulated gaming environments in the country. We are
25 one of only three gaming ownership groups with an

1 powerful commitment to this region and could result
2 over time in tens of millions of dollars of community
3 giving.

4 It is one of the reasons I am proud to be
5 part of this group and one of the reasons I support
6 this application. Thank you.

7 MR. ARMENTROUT: Thank you very much, Gary.
8 Foxwoods Development Company is a Delaware
9 Corporation. As such, it is subject to all of the
10 laws and regulations and, most importantly, all of
11 the tax of the Commonwealth of Pennsylvania.

12 Foxwoods Development Company is wholly
13 owned by the Mashantucket Pequot Tribal Nation, a
14 Federally recognized American Indian tribe of over
15 800 members.

16 It is my honor to introduce to you
17 Mr. Michael Thomas, Tribal Chairman.

18 Michael?

19 MR. THOMAS: Thank you, Gary.

20 Good morning. My name is Michael Thomas.
21 I'm the chairman of the Mashantucket Pequot Tribal
22 Nation. I'm here to speak to you today on behalf of
23 my tribal community.

24 My people, Mashantucket Pequot Tribal
25 Nation, opened Foxwoods Resort Casino in 1992. You

1 investment grade credit rating.

2 So many people will speak to you about
3 financial strength. Ours is distinctive in that
4 regard.

5 In 2005, we celebrated the two billionth
6 dollar from my tribal community to the State of
7 Connecticut. We pay taxes heavily in the form of
8 slot contributions.

9 As a matter of fact, along with our Mohegan
10 relatives across the river, we contribute more to the
11 State of Connecticut from our slot sharing than all
12 corporate income taxes in the State of Connecticut
13 combined. In this is an estate that contains general
14 dynamics, like Fizer.

15 Instead of just telling you about it, I
16 have with me today a DVD that will demonstrate what
17 Foxwoods stands for and what we hope to bring to the
18 City of Philadelphia.

19 (Video played.)

20 MR. THOMAS: That is just a taste of what
21 we do in Connecticut and, in fact, what we plan to do
22 along the waterfront here in Philadelphia.

23 Because the Foxwoods brand represents the
24 highest level of quality, it was imperative for us to
25 be a part of a first class development team in

1 Philadelphia that would deliver a project that we
2 would be proud to have our names upon.

3 However, the community commitment of this
4 ownership is what attracts us most strongly. We have
5 certainly assembled a group that we can be proud of.

6 We brought on a premiere casino architect
7 with the Friedmutter Group known for the work in
8 Atlantic City with the Showboat and Harrahs, as well
9 as the Red Rock Casino Resort and Spa opening in Las
10 Vegas later this month.

11 We're working with the best and most
12 talented local architects, Ewing Cole who created
13 Citizens Bank Park for Philadelphia.

14 Our traffic engineer is the well known and
15 respected firm Orth-Rodgers and Associate. Pennoni
16 Associates is on board to do our civil engineering,
17 environmental, and geotechnical work.

18 TM Ward will be taking care of our
19 preconstruction services. The Econsult Corporation
20 has been spearheading our local impact analysis.

21 What we present to you today, ladies and
22 gentleman, represents in terms of our understanding,
23 our commitment, and our ability to create not only
24 revitalization economically but reinvestment in the
25 areas of Philadelphia that need it most.

1 So for me, at this point in my career to
2 come back and have a project as significant as this
3 is quite special.

4 Our firm is known mostly today for the
5 development of neighborhood casinos. Chairman Thomas
6 mentioned Red Rock Station. We're also responsible
7 for the design of Green Valley Ranch, also off the
8 strip. Both of those projects are off strip.
9 They're in neighborhoods.

10 So we know and have great experience in
11 working with the neighborhood communities creating
12 architecture that is blended and compatible. We do
13 not create garish, neon, and glitzy type of projects.

14 So as a result, by taking this experience
15 and applying it to this quite special site, which is
16 along the water's edge, we're using materials that
17 are indigenous to the area; masonry, ornamental iron,
18 canopies, cupolas.

19 Because it's a wharf, we've taken some of
20 the thematic elements of wharf style and have
21 incorporated it into the architecture as you see in
22 some of these renderings.

23 The thing that I found because I've been in
24 the business for so long, back in 1978, the old
25 paradigm of the casino being a dark, dingy,

1 I would now like to introduce Brad
2 Friedmutter, who will give you an overview of our
3 design plan for this specific project. Thank you
4 very much.

5 MR. FRIEDMUTTER: Thank you, Chairman
6 Thomas.

7 It's both an honor and a pleasure to be
8 here. My name is Brad Friedmutter. I'm the founder
9 and CEO of the Friedmutter Group. We're an
10 architectural and interior design firm that
11 specializes in hotel casino, destination resorts,
12 mixed use projects.

13 I've been in this business since 1978. I
14 had no idea at that time that multi-use projects that
15 involved casinos would be as prolific as they are
16 throughout the world as they are today. It's been
17 very fortunate for myself.

18 Our firm has three offices throughout the
19 United States in Atlantic city, New Jersey, just less
20 than an hour's drive from here; in Las Vegas, Nevada;
21 and Newport Beach, California.

22 For myself, this is a very significant
23 project. I originally grew up in New York and
24 traveled to Philadelphia many times in my childhood
25 because my grandmother lived in Philadelphia.

1 windowless place where people lost sense of time and
2 place has evolved.

3 We all know today that casinos are just a
4 portion of the large entertainment district. It's
5 very refreshing for us to have actually lived through
6 that evolution.

7 One of the things that I think is quite
8 special for this project is the old paradigm of
9 everybody must go through the casino for everything,
10 go to a restaurant, go to your room, go to the
11 bathroom, go anywhere, must go through the casino.

12 What I think is very special about this
13 particular project in the site is Foxwoods' intent to
14 gain public access to the water's edge without having
15 to go through the casino.

16 I think that's quite special. It's quite
17 significant. That water's edge, if you can envision
18 the reconstruction of Baltimore's Inner Harbor, for
19 example, or San Francisco Fisherman's Wharf, I think
20 it's exciting to know that people of Philadelphia can
21 approach those edges and experience retail,
22 entertainment, restaurants, and a fun lifestyle,
23 indoor/outdoor lifestyle along the water's edge
24 without having to go through the casino.

25 Naturally, there is a casino. This is a

1 nighttime view from the water's edge. You can see
2 the activity of water taxis, the future development
3 of condo and hotel development. It's a festive look.
4 We think it's a wonderful addition, compliment to the
5 existing area.

6 The plan along the street, you see the
7 access. There's a multi-story enclosed parking
8 structure. On the north part of the site, along Reed
9 Street would be the future development of condominium
10 and hotel towers.

11 The casino starts with the 3,000 slot
12 machines, which coincidentally is the same size as
13 most of the projects that we work on now in
14 neighborhood casinos. And of the site plan,
15 traditionally, casino surrounded by entertainment,
16 restaurants, close proximity and easy convenience for
17 the customer to park.

18 As you can see -- the traffic would be
19 addressed in a minute -- the direct access off of
20 Christopher Columbus Boulevard quickly into the site.
21 It's paramount that the customer gets into the
22 property easily and conveniently and has a memorable
23 experience.

24 You can see the drop-off and the close
25 proximity of the parking garage to the casino without

1 us that we are financially and the Commonwealth of
2 Pennsylvania will be financially better served in
3 having a full casino open quicker than a temporary.

4 The first phase of the casino will
5 accommodate a number of different restaurant and food
6 outlets. We anticipate bringing in a number of local
7 restaurant tours to fill in some of those facilities.

8 Our showroom will accommodate 2,500 seats
9 so we will be able to bring to Philadelphia first
10 name entertainment that Foxwoods and Connecticut is
11 famous for.

12 Finally, we are planning 4,500 spaces first
13 phase in our construction. Our consultants advise us
14 that this is more than ample to accommodate the needs
15 of this property so that our customers will find easy
16 access to parking and so that cars will not back up
17 on city streets.

18 Phase II of the development will add space
19 for an additional 2,000 slot machines and will build
20 out that entertainment district, the Pier 68
21 Entertainment District that we're calling it on the
22 waterfront with an additional 1500 parking spaces.

23 Phase III of the project will add a hotel,
24 a full service spa. It will add meeting and
25 conference rooms and possible residential

1 having to go outside protected by the elements.

2 Go back to that. In summary, I just think
3 this project is a well conceived plan that takes full
4 advantage of the waterfront site, blends very well
5 with the existing architecture in the neighborhood,
6 and compliments the city fabric that will be a great
7 enhancement to the already great City of
8 Philadelphia. Thank you.

9 MR. ARMENTROUT: Thank you very much, Brad.

10 The project that you have seen and as has
11 been described by Bill Friedmutter will, in fact, be
12 built in phases.

13 The first phase of the project as is
14 depicted on the slide above will accommodate 3,000
15 slot machines.

16 It is our present intention not to build
17 the temporary facility. We believe that you are
18 better served and the Commonwealth is better served
19 by building the permanent Phase I facility as quickly
20 as possible, so that we're opening our facility with
21 all of the traffic improvements that we envision
22 being completed, with a 4,500 car parking garage
23 being completed so that we're not going to bring our
24 customers to a half completed facility.

25 Our economic analysis has demonstrated to

1 condominiums or condominium hotel tower.

2 We believe that when Foxwoods completes
3 Phase III of its development, we will have
4 constructed a south anchor to the Delaware River
5 waterfront and so that the City of Philadelphia will
6 finally be able to realize its vision of a
7 revitalized riverfront.

8 The total investment for this project is
9 significant. When completed, our local partners and
10 Foxwoods anticipate investing well in excess of \$800
11 million into this project.

12 With such a huge level of investment, this
13 project must be successful. Because Foxwoods is not
14 an operator in Atlantic City, Foxwoods will work to
15 maximize the revenue potential of this project. Our
16 business plan is to compete with Atlantic City, not
17 divert revenue to it.

18 As you can appreciate, a project of this
19 significant level of investment has significant
20 impacts both to the City of Philadelphia and to the
21 Commonwealth of Pennsylvania.

22 To speak to those impacts, I would like at
23 this time to introduce Mr. Steve Mullin from
24 Econsult.

25 Steve?

1 MR. MULLIN: Thank you, Gary.

2 Good morning, all. My name is Steve Mullin
3 with Econsult Corporation here in Philadelphia. I'll
4 speak very briefly to the potential economic impacts
5 associated with the proposed Foxwoods development.

6 First as has already been mentioned, we
7 believe that the casino will stimulate continued real
8 estate investment and development along the
9 southcentral Delaware waterfront and that it will
10 increase hospitality and tourism as it will
11 effectively extend the Penn's Landing central
12 entertainment district to the south to the new anchor
13 on the south side.

14 In addition to that, the casino itself will
15 generate significant, economic employment and tax
16 revenue impacts via the four channels that are noted
17 here.

18 First, construction, as all proposers have
19 noted, ongoing casino complex operations, ongoing
20 ancillary or tourist spending outside of the casino,
21 and also the ongoing charitable contributions that
22 have been mentioned before.

23 These next three slides and I'll zip
24 through them fairly quickly, you can see the numbers.
25 I would like to summarize them.

1 In each of the phases, we have construction
2 period impacts on the city and the state that will
3 represent hundreds of millions of dollars of economic
4 activity, millions of dollars in taxes, and thousands
5 of new jobs created.

6 But perhaps more important is the -- would
7 be the ongoing economic benefits that would be
8 generated annually by the operations of the facility
9 and the ancillary spending, this spending outside of
10 the casino. These are expected to grow over time and
11 with the implementation of each phase.

12 Now, this slide here highlights what we
13 think may be one of the key differentiators of this
14 project here and that is its tourism impact.

15 We anticipate working closely with GPTMC,
16 PCVB and state tourism officials to maximize the
17 positive impact on the city and region's hospitality
18 industry.

19 We forecast as noted here a growing tourism
20 impact, increasing Center City and regional hotel
21 stays and visitation at area attractions.

22 Perhaps most important there, we see this
23 as generating in the hundreds of millions of dollars
24 of additional spending outside the casino.

25 Now, we also recognize the traffic impact

1 that has been mentioned before. I would like to
2 introduce Jeff Green of Orth-Rodgers who will
3 describe how Foxwoods Casino Philadelphia plans to
4 address these traffic issues. Thank you.

5 MR. GREEN: Thank you, Steve.

6 Good morning. When Orth-Rodgers was
7 engaged by Foxwoods Philadelphia, we were given a
8 mandate, a simple mandate, make traffic conditions
9 better than they are today.

10 Normally, when a developer comes into an
11 area, the city requires that it simply offset its
12 impact on the traffic.

13 Well, there's existing traffic problems,
14 existing problems on Columbus Boulevard in the
15 vicinity of our site. They need to be addressed.

16 So our mandate is to address the existing
17 situation, address the traffic generated by other
18 developers up and down the waterfront, as well as fix
19 the existing problems and our site traffic.

20 We have a four-part program to describe
21 those improvements. First, we know how frustrating
22 it is to stop at every traffic signal on Columbus
23 Boulevard. The residents know it. We know it.

24 So our immediate step is to restore and
25 improve the traffic signal coordination that exists.

1 We believe this is very achievable and can be done
2 very quickly.

3 Second, we propose major improvements to
4 five intersections on Columbus Boulevard and this is
5 on our Phase I. Constructing a northbound double
6 left turn lane at the double slide under ramp I-76
7 and 95 at the northern end of our study area. It
8 backs up today. We can make that backup go away.

9 At Washington Avenue, we have a three part
10 improvement; the first part, a double left turn lane
11 for northbound traffic. It also backs up.

12 Reducing the congestion on Washington
13 Avenue as it approaches Columbus Boulevard by
14 providing a double turn lane, restriping, if you
15 will.

16 Finally, because it's difficult to cross
17 Columbus Boulevard at that location, provide a
18 crosswalk with enough green time to easily cross
19 Columbus Boulevard in one period of time.

20 At Reed Street, restriping Reed Street to
21 provide three approach lanes to Columbus Boulevard,
22 with the left two lanes turning left. Only one turns
23 left today.

24 In coming onto Reed Street, provide two
25 lanes to restriping so that the traffic going into

1 the movie theater doesn't block traffic and cause the
2 backup that you all knows goes around the corner and
3 all of the way up Columbus Boulevard past Washington
4 Avenue sometimes. You can get around that movie
5 theater traffic.

6 Finally, so traffic coming up from the
7 shopping center south of our site doesn't have to
8 travel up to Dickinson Street, U-turn, travel back
9 south on Columbus Boulevard on to I-95, we provide a
10 -- recommend a new intersection at Morris Street so
11 that the traffic can turn directly on to southbound
12 I-95.

13 Even with Foxwoods traffic in the first
14 phase of this project, even with that traffic, we can
15 reduce delays over what they are today on Columbus
16 Boulevard by 32 percent on Friday and 20 percent on
17 Saturday. That's a substantial reduction.

18 Phase II, adding Phase II traffic requires
19 additional improvements, a big improvement, and I
20 would like to describe that to you.

21 We need to relieve Columbus Boulevard an
22 additional amount and what we want to do is provide a
23 new off ramp from I-95 South.

24 As you're coming down out of the tunnel on
25 I-95, just after the tunnel, the ramp would begin,

1 We're coordinating with SEPTA and the tour
2 bus operators already. Finally, off site parking and
3 shuttles for employee parking.

4 We've -- as you will see, when you look at
5 the details, we've mitigated not only our site's
6 traffic, we've offset it, traffic from other
7 developers as well as existing traffic.

8 Foxwoods wants to be a good neighbor and
9 this is the way of showing it. Thank you very much.

10 Gary?

11 MR. ARMENTROUT: Thank you very much, Jeff.

12 What really makes Foxwoods Casino
13 Philadelphia so unique and so distinctive is the
14 financial strength of the partners that have come
15 together, the development strength of the partners,
16 and the casino management experience of the partners.

17 As Gary Maddox has outlined earlier, the
18 local partners have committed to a very generous
19 charitable contribution.

20 In fact, 42 percent of the equity ownership
21 of this project will be owned by foundations who will
22 commit that the profits that they would otherwise
23 derive from this casino operation will be used to
24 fund charities in the local Delaware Valley region.

25 This commitment by our local partners is

1 carry you over Reed street and then down to Dickinson
2 Street where it would turn directly to Columbus
3 Boulevard.

4 This ramp would relieve traffic,
5 particularly at the Washington Avenue intersection
6 substantially so we get a level of sort of a sea
7 operation after the entire casino is constructed.

8 It will also reduce delays on Columbus
9 Boulevard by 38 percent over current conditions and 6
10 percent on the Saturday conditions over current
11 conditions.

12 Fourth, complimentary mitigations.
13 Directional signing on I-95, variable message
14 signing, much like is going in all over our region to
15 direct motorists to the least congested way to the
16 shopping centers nearby our site, as well as to our
17 site.

18 You saw on the site plan extra queueing
19 areas so that at no time will traffic back up on to
20 Columbus Boulevard.

21 You heard Gary talk about the water taxi.
22 That's going to take additional traffic off of
23 Columbus Boulevard as the water taxi visits the other
24 venues and it visits the New Jersey side off of the
25 Delaware River bridges.

1 significant. It has been estimated and projected by
2 our investment bankers that this commitment of 42
3 percent of total profits will amount to well in
4 excess of \$300 million over a ten-year period that
5 will come back to the local community.

6 This level of charitable ownership of a
7 casino is unprecedented and unique in all of the
8 gaming industry.

9 In addition to this charitable commitment,
10 Foxwoods Casino Philadelphia will also make a
11 commitment to pledge annual contributions to a local
12 special services district that will be established
13 among the local neighborhoods and communities that
14 are adjacent to our project and who are likely to be
15 most likely impacted by our project.

16 This money will be put into a special
17 services district and the use will be directed by
18 community leaders to fund such variety of purposes as
19 education, safety, security, traffic flow, senior
20 citizen programs.

21 So in addition to the charity
22 contributions, Foxwoods is today committing to fund
23 improvements to a local services district.

24 Finally, in conclusion, I would like at
25 this time to ask that Tribal Chairman Michael Thomas,

1 again, come to the podium and finish our presentation
2 by giving you a few of his closing thoughts.

3 MR. THOMAS: Thank you, again, Gary.

4 Thank you, ladies and gentlemen, for this
5 opportunity. I want to speak to you in closing about
6 three things specifically.

7 Credibility is one of those things.

8 History is another. Long-term economic impact is the
9 third.

10 In terms of credibility, I want to ask you
11 to keep in mind that the only true indicator of
12 future human behavior is, in fact, past human
13 behavior as it pertains to the presenters here today.
14 I would ask you respectfully to be mindful of that.

15 In terms of history and traffic
16 specifically, we have invested over \$20 plus million
17 in state road projects around Foxwoods in Connecticut
18 and, in fact, have recently announced the building of
19 a piece of significant major highway right in front
20 of Foxwoods in Connecticut. That is a state highway,
21 Route 2.

22 My people by referendum agree to spend \$50
23 plus million so we can demonstrate what
24 transportation infrastructure should be. Just an
25 indicator of the kind of thing we hope to bring to

1 has delivered the things we are promising today and
2 who are making another set of promises. Thank you
3 very much.

4 PRESIDING OFFICER MILLER: Thank you for
5 that presentation.

6 At this time, this hearing will be in
7 recess for 15 minutes, at the end of which we will
8 promptly reconvene.

9 (Break.)

10 PRESIDING OFFICER MILLER: This hearing is
11 now reconvened. Please take your seats for the next
12 presentation. Please take your seats. The next
13 presentation is by PNK, PA, LLC, Pinnacle.

14 MR. HUNDLEY: Good morning, members of the
15 Board and staff. We are pleased to have the
16 opportunity to present today what we believe is a
17 very compelling opportunity for the City of
18 Philadelphia and the Commonwealth of Pennsylvania and
19 to participate in this exciting process.

20 My name is Wade Hundley and I'm the
21 president of Pinnacle Entertainment. Joining me in
22 the presentation today would be Cliff Kortman,
23 Pinnacle, senior vice president of development and
24 construction and David Rogers from the architectural
25 firm of the Jerde Partnership.

Philadelphia.

2 In terms of the long-term economic impact,
3 I would ask that the entire City of Philadelphia keep
4 long-term economic impacts in mind, not just short
5 term.

6 One of the classic oversights in looking at
7 gaming facilities is to only look at short-term
8 returns, because they're so large they tend to grab
9 all of the attention of the public.

10 It is clear to us that if you establish a
11 northern and a southern riverfront site, that you
12 will establish for Philadelphia the ability to create
13 long-term and entertainment district between the
14 northern and southern anchor on the riverfront.

15 It should be clear to you that if you
16 choose a waterfront site and an inland site, that you
17 will produce islands of economic success at best.

18 They will be competing. There will never
19 be a connection between a waterfront and inland site
20 in any reasonable business model.

21 So I ask you to focus upon the differences
22 because you've heard a lot of similarities today in
23 this presentation.

24 Focus upon the differentiation between the
25 folks that you looked at and focus on who among us

1 We are very excited about the prospects for
2 this project. Some of the highlights include the
3 fact that we have the largest and best located site,
4 which will have direct access from I-95.

5 We have the most comprehensive
6 entertainment destination designed, which goes far
7 beyond the casino gaming experience.

8 We have the strongest combination of
9 development experience and operating experience of
10 regional destinations of this type.

11 We have an existing structure on our site,
12 which will be ideal for a temporary casino allowing
13 us to be in operation, generating dollars for the
14 City of Philadelphia and Commonwealth of Pennsylvania
15 within nine months of selection.

16 Before we get into the details of our
17 specific proposal, we have a short video, which will
18 give you a better flavor for Pinnacle Entertainment.

19 (Video played.)

20 MR. HUNDLEY: As the video suggested,
21 Pinnacle is one of the fastest companies in the
22 gaming industry.

23 What we are proposing for the City of
24 Philadelphia is an entertainment facility with an
25 initial phase that will include 3,000 slot machines,

1 12 to 14 screen multiplex cinema, five restaurants,
2 plus a high quality food court, about 40,000 square
3 feet of retail and entertainment space, 3,000 parking
4 spaces and a dramatic external water feature on the
5 river that converts to an ice skating rink during the
6 cold weather months.

7 Subsequent phases will include expansion of
8 our casino and parking garage, a hotel tower, a
9 residential tower, and additional dining and
10 entertainment outlets.

11 Pinnacle is extremely committed to a
12 state-of-the-art diversity and inclusion program. We
13 would expect to work with the city to establish
14 aggressive MB WB goals and will establish a detailed
15 compliance program similar to what we now have in
16 Missouri and Indiana to make sure these goals are
17 obtained.

18 We also look forward to continue to work
19 with the local community groups to address concerns
20 they may have with our initial design and to identify
21 specific benefits which these communities may derive
22 from our project.

23 We are also a great corporate citizen in
24 every community where we operate today, donating
25 millions of dollars to local charities as well as

1 and after construction.

2 When completed, we believe that our
3 facility will have less traffic impact to surrounding
4 communities than any other. We are excited to be
5 here and to be considered by this Commission for this
6 project.

7 It is my pleasure now to introduce our
8 architect, the Jerde Partnership. They bring 27
9 years of architecture, urban design, and place making
10 experience internationally to the team.

11 They provide lasting social, cultural, and
12 economic value and promote continuing urban
13 investment and revitalization to all of the projects
14 that they're involved in.

15 To date, nearly 100 Jerde design places
16 have opened up in diverse cities including Las Vegas.
17 Some of those names you will recognize; Win Las
18 Vegas, Bellagio, Treasure Island, and many more.

19 It is my pleasure this morning to present
20 David Rogers.

21 MR. ROGERS: Thank you, Cliff.

22 Good morning, gentlemen. Thank you very
23 much for the opportunity to be here with you today.
24 We are really excited to have the opportunity to work
25 with our client and develop an idea, a really big

1 thousands upon thousands of hours of community
2 service from our team members. We look forward to
3 continuing this reputation in Philadelphia.

4 I would now like to turn it over to Cliff
5 Kortman to talk about our location and introduce the
6 architects.

7 MR. KORTMAN: Thank you, Wade.

8 I'm sort of the swing guy here. I'm
9 supposed to look at the meter here and figure out how
10 much time we have. My presentation is going to be
11 very brief since we're sort of running up against it.

12 The Pinnacle project is conveniently
13 located adjacent to I-95 on the Delaware River
14 waterfront.

15 For the purpose of orientation, the project
16 is near Fishtown to the west and Northern Liberties
17 to the south at the Girard Avenue off ramp.

18 Upon completion of the new Girard Avenue
19 interchange that is funded and is soon to be
20 underway, the Pinnacle project will have direct
21 access from I-95 virtually at our front door.

22 Pinnacle will cooperate fully with the
23 Pennsylvania Department of Transportation, local
24 officials and regulators to mitigate any traffic
25 concerns and other impacts to the community during

1 idea for this project.

2 I think connectivity of place and
3 experience is really the conceptual basis of this
4 particular world class entertainment destination we
5 have designed for you.

6 The design envisions a vibrant and
7 integrated mixed use center that celebrates the
8 area's finest assets of which there are many and the
9 historical -- and history and while contributing a
10 dimension of vitality and enjoyment to this
11 particular riverfront site.

12 We're really extremely lucky to have the
13 opportunity to work on the edge because when it comes
14 to the edge of the water, that's exactly where people
15 want to be, always gravitate to historically whether
16 it be on continents or whether it be city, like your
17 beautiful City of Philadelphia.

18 Essentially, there are three components of
19 this project that I think we really need to look at
20 very carefully.

21 One is connectivity. The urban fabric
22 connects to the edge or to the river, extremely
23 important. What we offered here is, in fact, a
24 living room for this community that will allow
25 families and people looking for that international

1 entertainment recreation to be involved in this
2 project, and whether or not they take advantage of
3 the gaming opportunities is really their choice
because this destination -- entertainment destination
is world class.

6 In fact, you would offer an enormous water
7 amenity to the project right in the middle and the
8 focus of the project.

9 We also look at the celebration of the
10 historical architecture and wharf architecture as
11 Brad mentioned earlier on this particular site,
12 enormous opportunity and benefit to this restoration
13 of the site, if you will.

14 Finally, the idea of a waterfront
15 regeneration, this being the catalyst in the area.

16 All right. So I think we'll jump right
17 into the temporary casino area. It's important we
18 think that this temporary casino be established
19 immediately.

20 It establishes the brand. It gets the
21 interest established immediately in the development
22 of the project.

23 The temporary component of this project is
24 very important while we're actually building the
25 first phase.

1 extremely an important component and catalyst for the
2 ultimate redevelopment of the area.

3 So now let's look at the project itself.
4 We are looking at -- I'm sorry. I can only work on
5 one screen. So just bear with me.

6 I think that the most interesting component
7 of this particular project is a water amenity, which
8 we have developed here. That is a water basin that
9 we use to extend the river into our project.

10 In fact, we also extend the river into the
11 project with a marina, which is built in the first
12 phase.

13 We're totally water oriented here and that
14 edge is so, so important because as long as we can
15 establish this edge a bulk head, if you will, at this
16 end of the river, then the development up the river,
17 all of that open development area is -- will
18 certainly be encouraged.

19 So you have water amenity, a special
20 restaurant on the water, entertainment area on the
21 water, food and beverage, the casino itself with the
22 two phases of parking, and the 12 to 14 screened
23 cinema.

24 The lower level, we've chosen and not at
25 any small price, the client has been wise enough to

1 You can see, there's an existing building
2 on this site that is perfect for that, which will
3 give us 1500 slots, some food and beverage and ample
4 parking, of course, while the project is in the first
5 phase being developed.

6 The first phase of the project as the
7 client envisions it and wisely so, they establish a
8 critical mass here so that the entire facility, the
9 entire facility including the parking garage, the
10 essential casino, the food and beverage development
11 and arrival and entertainment space, a retail street,
12 and the 12 to 14 screened cinema all comes in the
13 first phase.

14 Now, in the next phases, whether or not
15 there's two or three phases or perhaps even four
16 depending on the land both east and west of this
17 site, the options may, in fact, allow us to move
18 forward with all of these phases, second and third
19 and perhaps more phases immediately. We hope so.

20 Then there was the waterfront access
21 diagram. We see this waterfront edge as being
22 something, as I say, the catalyst for that for
pedestrians to move up and down this riverfront both
on foot, certainly by boat and by bike path.

25 So this whole edge of the river becomes

1 park under the entire facility, which will allow us
2 two things.

3 One is security in and out of the casino
4 areas and service areas; but also, it allows you to
5 go where you want to go and up into the project. We
6 think that's extremely important and they've chosen
7 to take that on.

8 The upper level is envisioned as the upper
9 levels of the casinos, the sort of sky nightclub and
10 spa facilities. The second and third generation --
11 phasing allows for hotels and office buildings,
12 housing.

13 Interesting section now showing the river
14 itself, the water amenity along the water facility,
15 and food and beverage, of course, this really excited
16 interior of the casino.

17 We talked about the parking just below it
18 to allow you to access up into the casino at all
19 points.

20 Here is a scene of a nice, warm summer
21 night along the water. We have the river behind us
22 and the water's edge in front of us.

23 Then finally, as was earlier discussed, we
24 want to see this water taken advantage of 24/7, yes,
25 but 12 months out of the year.

1 We see it becoming an ice skating rink and
2 ice sports, hockey, etc., exhibition hockey perhaps
3 in the winter.

So this is a full on international
entertainment destination, 12 months out of the year.

Thank you very much for your time.

MR. HUNDLEY: Thanks, David.

Importantly, our project would generate
over \$220 million annually in tax revenue for the
Commonwealth of Pennsylvania and the City of
Philadelphia.

Additional phases would obviously add to
these numbers, but they're impressive just on the
first phase.

In addition, the project would create
approximately 1200 construction jobs and 1300
permanent jobs once Phase I of our facility is
completed.

In conclusion, we believe we have an
extremely compelling project on a great site.
Pinnacle Entertainment has proven itself as an
operator in the gaming industry.

We are committed to diversity and to be a
leader in the great City of Philadelphia. Most
importantly, as those who have gotten to know us

through the years can attest to, when we make a
promise, we keep it.

I would like to use the last couple of
minutes that we have here to show another brief video
of what people might experience as they come to our
facility.

(Video played.)

MR. HUNDLEY: Thank you. We appreciate the
opportunity to be here today and really appreciate
the consideration. Thank you very much.

PRESIDING OFFICER MILLER: Thank you very
much for that presentation.

The next presenter is Riverwalk Casino, LP
Planet Hollywood. We would ask them to come to the
front of the auditorium.

Whenever you are ready, you may begin.

MR. JOHNSON: Good morning. Members of the
Pennsylvania Gaming Control Board and fellow citizens
of Philadelphia and Pennsylvania, my name is Willy F.
Johnson. I am chairman of the Pennsylvania
Partnership Group and Riverwalk Casino.

I am also Chairman and founder of PIWT
Services, local Philadelphia business founded --

PRESIDING OFFICER MILLER: Could you hold
on one second?

MR. JOHNSON: A local business founded on
the principles of providing employment for unemployed
and unemployed Philadelphians. PIWT's success can be
reflected in the \$70 million of annual revenue and is
over 1,000 employed individuals.

PIWT is also ranked 53 on Black Enterprise
Magazine list of successful minority-owned, African
American businesses.

I thank the members of the Pennsylvania
Gaming Control Board for this opportunity to present
plans for Riverwalk Casino and to demonstrate how
these plans will positively impact the community in
which my partners and I live and make our living.

We are proud to be called the home team. I
would like to thank in advance those members of the
community who have taken the time to be with us today
and listen to our presentation and in some cases make
their own presentations.

As a community, we will all benefit from an
honest and open dialogue about the introduction of
gaming in our city.

Today, you will hear from several of my
partners about who we are and what our plans for
Riverwalk are.

But let me emphasize from the outset what

the primary philosophy behind our plans is. We
believe that Philadelphia and its minority community
deserves one of the two gaming licenses.

We also believe that in a city, which
consists of over 50 percent minorities, that
diversity should be reflected in the awarding of one
of the gaming licenses.

This position is backed by language in the
original legislation, which states the Board shall
work to enhance the representation of diverse groups
in the ownership of licensed entities and licensed
facilities in this Commonwealth.

In advocating for this license, our
license, the Pennsylvania Gaming Control Board and
the community can be sure that we are a highly
qualified and successful group of business people,
men and woman, Democrats and Republicans, Hispanic
Americans, Asian Americans, and African Americans.

We have selected one of the best and most
exciting gaming operators in the United States,
Planet Hollywood and Bay Harbour Management.

After our presentation, you will agree that
we are the most qualified applicant. Our
presentation will begin with Mr. Bill Miller, member
of the Pennsylvania Partnership Group.

1 MR. MILLER: Thank you, Willy.
2 Mr. Chairman and members of the Commission,
3 welcome to Philadelphia; and good morning. I'm Bill
4 Miller. I'm the CEO of Ross Associates, which is a
5 strategic communications organization located in
6 Philadelphia.

7 I was a member of the Tax Commission, now
8 Chairman of Philadelphia Forward. We successfully
9 after a two-year campaign reduced taxes in
10 Philadelphia.

11 The other thing and most importantly, I
12 have the distinct pleasure of having gone to
13 elementary school, junior high school, and the great
14 Overboard, the home of Will Smith and Wilt
15 Chamberlin in Philadelphia.

16 My undergraduate is from St. Joes, my
17 masters from Penn. My family and I live in East
18 Mount Airy, where we have raised our children.

19 The fact of the matter is that we have
20 season tickets for the 76'ers. We've got -- my firm
21 represented the Phillies and we bleed Eagle green. I
22 hope you feel my pain with that.

23 However, the fact of the matter is, I am
24 Philadelphia; and we are the home team. There are a
25 couple of friends of mine -- I want to simply share a

brief story with you.

2 Many years back, three or four years ago,
3 good friends of mine sat and decided and understood
4 that gaming would be coming to Pennsylvania.

5 We made a firm commitment that this time,
6 unlike past endeavors, that we were not going to sit
7 on the sidelines and minorities were not going to be
8 left out.

9 One of those friends of mine is no longer
10 here. His name is Obra S. Kernodle. He passed
11 before he could see the dream but he shared the
12 vision. That vision is one that is embodied in our
13 pursuit of the gaming license.

14 The bottom line, we believe that that
15 gaming license gives us an opportunity to deal with
16 the wealth development in minority communities,
17 giving a leg up, creating independence.

18 We selected 15 prominent Philadelphians for
19 this group with their proven commitment to developing
20 and further developing the city.

21 A few of them and many of them who are here
22 have distinguished themselves in many ways. You
23 heard from our Chairman, Willy Johnson.

24 We have the prominent attorney, Thomas
25 Leonard, who was a former city controller, who

1 presently lives still in Fairmont, where he was
2 raised.

3 We have Renee Amooore, who is a nationally
4 prominent healthcare consultant and executive.

5 We have Bernard Smalley, who is a
6 distinguished attorney with outstanding credentials
7 who by the way still lives in his Winfield
8 neighborhood in Philadelphia.

9 We have Ken Trujillo, who is here today,
10 and he lives in Chestnut Hill. He was the former
11 City Solicitor.

12 Most importantly, we have two wonderful
13 woman, Mary Larton, who is a CPA, whose business is
14 located in the heart of the community of West Oak
15 Lane; and we have Whytni Kernodle Frederick, raised
16 in East Mount Airy and carrying on the passionate
17 tradition of her father.

18 We believe, and just as a reiteration, that
19 with 14 licenses in the State of Pennsylvania and the
20 City of Philadelphia with 52 percent population of
21 minorities, we believe, quite frankly, fairness
22 dictates that one of these licenses should have
23 majority ownership by minorities.

24 The Pennsylvania Partnership Group has
25 invested its own resources, traveled across this

1 country, met with every major gaming organization to,
2 in fact, make a decision of whom we would select as
3 an operator. I would like to say to Robert Earl and
4 Doug Teitelbaum of Planet Hollywood was the only
5 operator that happily embraced the concept of a
6 majority/minority ownership. We have been
7 successfully partnered and formed Riverwalk.

8 We are the home team. After I experienced
9 a life threatening illness last year, I was visited
10 by former mayor of this city, Wilson Good. He
11 profoundly said to me, he said, Bill, you've been
12 blessed.

13 We are successful but the true measure of
14 our worth is in our deeds and they must be
15 significant. We must make a difference in the lives
16 of our people. We must make a difference in the
17 lives of our people.

18 Pennsylvania Partnership Group and the
19 Riverwalk Casino will have a significant and positive
20 impact on our communities. We are the home team and
21 we intend to make a difference. Thank you.

22 I'm introducing Ken Trujillo, by way of
23 Israel.

24 MR. TRUJILLO: Thank you, Bill.

25 It actually does feel quite nice to be back

1 here. I just flew in from Israel with meetings with
2 both Palestinians and Israelis yesterday. So this
3 feels warm and fuzzy comparatively speaking.

My name is Ken Trujillo. Chairman Decker
and members of the Gaming Control Board, thank you
6 for this opportunity.

7 I'm going to speak quickly to try to
8 maintain what time we have got here. Should
9 Riverwalk be fortunate to receive one of the casino
10 licenses of the two here in Philadelphia, we believe
11 Riverwalk's application and resulting casino provides
12 some opportunities that are unique to Riverwalk.

13 First and foremost, you heard about our
14 ownership structure. That unique ownership
15 structure, which is a majority of Philadelphians and
16 a majority of minority groups in control of this
17 organization is unique, not just because of what it
18 is and the owner -- and the majority/minority
19 ownership but it is unique in what it will result in.

20 First and foremost, we believe that our
21 application constitutes a thoughtful approach, not
22 simply to establishing a casino here in Philadelphia
23 but also to balance the delicate interests that need
24 to be addressed in Philadelphia and throughout the
25 Commonwealth.

1 In doing that, I became, I think, as aware
2 as anybody can become about balancing those needs.
3 We were able to establish a stadium district, which
4 was well funded.

5 We've given great thought to the approach
6 of philanthropic giving. When I was City Solicitor,
7 we established through \$60 million in contributions
8 from the Eagles and the Phillies a fund for children.

9 That fund for children continues for 30
10 years and is one of the models that we looked at as
11 we were looking at how we were going to look at
12 direct community giving in the communities directly
13 affected and in the broader part of Philadelphia.

14 Should we be successful in obtaining a
15 license, one of the ways that we will be giving back
16 to the community is through a foundation fund called
17 the Riverwalk Foundation Fund.

18 I'm not going to go into many of the
19 details that's included in our presentation. Suffice
20 it to say that along with little more of what you
21 will hear later about some additional philanthropic
22 giving is one of the ways we're going to continue to
23 ensure that local community needs are addressed.

24 If you look at what we are doing, both in
25 terms of what -- every applicant, obviously, is going

1 First, of course, the company will
2 represent the various racial and ethnic diversity of
3 Philadelphia; but in addition and from its inception,
4 this company is one that has been aimed at and
5 dedicated to ensure that all aspects of Philadelphia
6 and the Commonwealth of Pennsylvania needs are
7 adequately addressed.

8 As I have attended a number of community
9 meetings throughout the city, it's abundantly clear
10 that we will have -- there are great concerns ranging
11 from traffic, and you're going to hear over the next
12 couple of days the kinds of issues that many, many
13 Philadelphians are concerned about gaming coming into
14 Pennsylvania and especially into these neighborhoods.

15 What we will be doing both with respect to
16 community involvement, philanthropic involvement and
17 response to the needs of communities, I believe, both
18 in our application, through our impact study, and
19 otherwise not only have been addressed but on a
20 consistent basis going forward will continue to be
21 addressed.

22 I spent a couple of years as a City
23 Solicitor and during that time spent a good chunk of
24 my first year and a half working on the establishment
25 of the Phillies and Eagles stadium and ballpark.

1 to generate sufficient funds and numbers to give back
2 by the basis of the taxes that are being generated.

3 However, our application is unique in the
4 sense that over the course of the ground lease for
5 the property that we have, we will give back in
6 excess of a billion -- it will range between 1.3
7 billion and 1.8 billion back to Penny's Landing
8 Corporation and back into the City of Philadelphia.

9 When you combine that with our other
10 financials, there is no other casino that will give
11 back as much money to the City of Philadelphia as
12 will the Riverwalk Casino.

13 The site is outstanding. There's been some
14 very interesting questions about size and sites, but
15 when you consider that this is an urban casino, not a
16 casino out on a reservation, not a casino in a
17 suburban environment.

18 There's one thing you can do when you've
19 got hundreds and hundreds of acres and lots of
20 ground, but for an urban environment, this site and
21 size is absolutely perfect.

22 When you combine the fact that we're two
23 blocks away from the SEPTA station, there's no other
24 site that has the kinds of advantages that we do in
25 terms of accessibility by public transportation.

1 I am going to move on and just introduce to
2 you our -- one of our two partners. I want to thank
3 you for your attention.

But in closing, I'll introduce you to
Mr. Doug Teitelbaum.

MR. TEITELBAUM: Thanks, Ken.

Good morning, Board members and public.

I'm Doug Teitelbaum of Bay Harbour Management. I
would like to tell you a little bit about myself and
my firm and our experience in structuring and
capitalizing successful businesses, including here in
Pennsylvania, and our approach to ensuring top
quality operations and governance.

I am the managing partner of Bay Harbour
Management and in that role serve as co-chairman of
Planet Hollywood Resort and Casino in Las Vegas where
I hold an unrestricted Nevada Gaming license.

I'm also a partner in BHM Gaming
Opportunities, which is the Riverwalk Casino
operating partner I'll talk about later. I'm the
controlling shareholder of TelCove, Inc., a
Pennsylvania business; my firm, an SEC registered
investment advisory firm, founded in 1990, with about
three quarters of a million dollars under management.

We're quite proud of our track record.

1 ensure our success.

2 I'm not going to dwell on our successes but
3 would like to point out briefly that we have managed
4 some very complicated turnarounds, where we have
5 rebuilt companies and made them successful, including
6 the reorganization of Barneys New York, where we
7 completely turned around the company and where we
8 were quite proud that after the terrorist attacks in
9 September of 2001, we kept all employees on board and
10 rode out those times in close relationship with our
11 union Unite, now Unite Here.

I want to touch on our ownership of the
former -- my friends from Unite. I want to touch on
our ownership of the former Adelphia Business
Solutions, which we have renamed TelCove.

Under our ownership, TelCove, a
Pennsylvania company, has invested over \$170 million
in capital improvements adding bulk to its previously
existing over \$2 billion of assets.

Most significantly, we employ over 700
people in the State of Pennsylvania. TelCove
conducts all of the communication services for the
Commonwealth of Pennsylvania.

Under our contract, which was recently
awarded a five-year contract extension, as part of

Without going into all of the details, I will just
say last week, MarHedge, a firm that tracks
performance of investment firms, awarded our firm as
event driven fund manager of the year for 2005.

I feel it's important to discuss our
approach to ownership. At Bay Harbour, we feel a
company has three significant inputs that govern its
success.

First, a property must be properly financed
to enable it to execute on its plans. Second, the
company must operate physical assets that enable it
to show well against competition.

Most importantly, finally, it must have the
very best governance and management. We have
structured Riverwalk to deliver on all of these
fronts.

From the Board level, we will instill best
practices, controls and construct a top quality
management team as we have already started with our
CEO, Pat McKoy.

We will give as we do in all of our deals
management, equity in our deals to ensure that
they're our partners.

Finally, please know that we are always
prepared to invest additional capital as needed to

1 that process, I personally met with representatives
2 of the Commonwealth when they did diligence on
3 TelCove and on my firm Bay Harbour in connection with
4 that contract extension.

We are quite proud to say that every state
employee when at work talks on the telephone and
accesses the Internet and internal data systems,
exclusively over our TelCove assets.

I suppose, Board members, that means if
your Internet access is slow, I'm the one you can
call.

We consider ourselves successful gaming
operators. We have invested in this industry for
many years. In June of 2003, we won the bid to take
over the 3,000 employee Aladdin Resort Casino at the
center of the Las Vegas strip.

Bay Harbour Management and Robert Earl
properly financed that transaction and brought in top
quality management.

Indeed, we are already experiencing
operational success due to our fabulous management
team while I oversee a renovation and rebranding of
the property into the Planet Hollywood Resort and
Casino that, when finished, will leave us with over
5,000 rooms after a roughly \$1 billion expansion.

1 The next slide highlights the success we
2 have had so far at the Aladdin. I will just point
3 out, again, with my friends in the back of the room
4 that Robert and I were very proud when we bought the
5 Aladdin. It was one of two non-union properties on
6 the Las Vegas strip, and we successfully unionized
7 Planet Hollywood into a Unite Here unionized
8 property, and the Riverwalk will be a unionized
9 property operating in close harmony with the local
10 unions.

11 Finally, as it is one of my
12 responsibilities to my team and partners and to the
13 Commonwealth, let me assure you all that we are
14 properly capitalized.

15 Our finances will enable us to operate a
16 property that will be beautiful and that the city can
17 be proud of and, most importantly, that will provide
18 the Commonwealth with superior tax receipts.

19 With that, please allow me the honor to
20 introduce my partner and my friend, Robert Earl.

21 MR. EARL: Thank you.

22 Chairman Decker, members of the
23 Pennsylvania Gaming Control Board, ladies and
24 gentlemen, good morning.

25 My name is Robert Earl. I am 54 years of

1 machines but also is the optimum size to cause the
2 least negative impact on the city.

3 It also incidentally has the least number
4 of residents living in close proximity. Obviously,
5 larger sites have been acquired for proposals; but
6 those sites have already stated that their extra land
7 will be used for many other functions such as
8 multiplexes, which in turn will cause more
9 congestion.

10 My company over the last 18 years has been
11 driven principally by marketing. My contacts in the
12 world of entertainment and sport have been
13 successfully utilized to promote our businesses while
14 also assisting in the careers and projects of the
15 stars.

16 Many stars are in partnership with us and
17 will be assisting us in the promotion if we are
18 successful in winning.

19 Philadelphia will be no exception. With
20 all of the great sporting events that you enjoy and
21 your struggling teams, we will closely align
22 ourselves with broadcasting.

23 Our brief overview of our marketing
24 philosophy is shown on the screen. We have also
25 carefully designed the support facilities and

1 age. I have spent my entire career working in the
2 entertainment, tourism, leisure, gaming industry.

3 I hold a non-restricted gaming license in
4 the state of Nevada. I am an owner and creator of a
5 very innovative successful casino in London, England
6 called Fifty.

7 My partner, Dougie Teitelbaum, and myself
8 are proud to be standing here today as an applicant
9 in partnership with the PPG Group.

10 Within our Riverwalk group, in conjunction
11 with the vast knowledge of Philadelphia inside PPG, I
12 have been responsible for our site selection.

13 Since the second half of last year, our
14 group has studied, surveyed many available sites in
15 Philadelphia, even including sites that are now on
16 offer to the Board from other applicants.

17 We could have chosen and gone elsewhere,
18 but we believe that the 11 and a half acre festival
19 pier incinerator site controlled by the Penn's
20 Landing Corporation is by far the best site for
21 gaming on offer today in Philadelphia.

22 It is the optimum size to take advantage of
23 the functions that will achieve maximum gaming tax
24 for the state.

25 It is the optimum size to take 5,000 slot

1 amenities to enjoy regular visitations from both
2 Philadelphians, New Jersey and other tourists.

3 We will be promoting many local elements of
4 Philadelphia. We will be developing new artists. We
5 will be using them on the Riverwalk.

6 We will be developing great restaurants,
7 that we will have bunches of existing successful
8 restaurants that we all know and love in Philly.

9 Through our existing company, we will be
10 able to expose Riverwalk on a very broad platform.
11 Within our organization, we have several sales
12 offices throughout the world that have close contacts
13 with all different types of tourism and will cause
14 many extra customers to visit Philly.

15 As Dougie said, we're currently
16 repositioning the Aladdin Resort and Casino in Las
17 Vegas to become Planet Hollywood. We're undergoing
18 \$900 million of renovation and expansion.

19 We're successfully operating this property
20 under construction, not a mean feat. Please go
21 there. We encourage you to go have a look at how
22 we're running it, how successfully we're doing it
23 during construction.

24 Also my experiences in the London gaming
25 market and the city will also be useful if we're

1 successful.

2 Large focus is being paid by Doug
3 Teitelbaum and myself to the team. It's all about
4 management at the end of the day.

5 I'll personally be involved in the
6 marketing side. We've set up an advisory board. On
7 that board we already have Mike Mecca, our leading
8 executive in Las Vegas and an extremely established
9 executive who has opened casinos in other city
10 environments in the United States. He will help us.
11 Of course, Pat McKoy, who you will be introduced to
12 in a moment.

13 One of our biggest focuses is going to be
14 our calendar of events. In the limited time that we
15 have today, I'm not going into all the detail but
16 it's our intention to make Riverwalk a huge success.

17 If we are chosen, we will drive the venture
18 through dynamic change constantly putting new things
19 in. As you see on the screen, we're planning
20 tournaments. We're planning Player Club promotions.
21 We're planning concert performances and celebrity
22 hosted events.

23 When all of these are put together, one
24 will have a successful property that the community
25 can be proud of.

1 It gives me get pleasure to welcome Pat
2 McKoy.

3 MR. MCKOY: Thank you, Robert.

4 Good morning to the members and to the
5 audience. As mentioned, it has been my pleasure to
6 spend most of the past 25 years working with some of
7 the best organizations in gaming industry, as well as
8 major suppliers to the industry and under a highly
9 regarded regulatory environment.

10 I look forward with excitement to the
11 opportunity to draw on that experience of
12 understanding the marketplace, understanding the
13 customers' needs, understanding the need for quality
14 customer service, and most importantly, understanding
15 how to develop a team committed to high standards and
16 satisfying those needs.

17 For certain gaming specific positions, I
18 will be joined by industry experienced personnel who
19 are very capable ensuring a Philadelphia operations
20 maximize this opportunity.

21 However, while gaming itself is new to
22 Pennsylvania, there is an abundance of management
23 talent here in Philadelphia.

24 We are perfectly clear with regard to the
25 desires of the legislature and the city to create not

1 In the selection of the 11 and a half
2 acres, we felt that the existing entertainment
3 district adjoining us that has been an important part
4 of Penn's Landing's commercial thrust needed to have
5 a final anchor and a catalyst to assist everyone in
6 that area to be a success.

7 The area has been designated already for
8 entertainment and that's why we feel we've chosen the
9 right place.

10 In Atlantic City, I had the opportunity in
11 working with Pat McKoy. He stands for everything
12 good in the gaming industry. He has a fantastic
13 track record.

14 He has a large number of employees, who
15 will follow him wherever he goes. He is tough but
16 fair. He was very difficult when he was my landlord.

17 He has for some time expected to come to
18 Philly as a gaming executive. He has routes in
19 Philly. Mrs. McKoy comes from Philly and can't wait
20 to come back.

21 Had Caesars not been taken over by Harrahs,
22 we would not have been fortunate enough to have Pat
23 with us today as he had been designated to run the
24 project that Caesars intended to apply with in
25 Philly.

1 just jobs but careers for Philadelphia's residents.

2 We are prepared to attract and develop the
3 best and brightest that Philadelphia has to offer
4 with competitive compensation and benefits and to an
5 atmosphere that will be constantly varied, exciting,
6 and rewarding.

7 We will be reaching out to all sectors of
8 Philadelphia's communities to attract our staff, and
9 have already initiated conversations with established
10 organizations here in the city such as OIC and others
11 to provide job training programs to residents in need
12 of assistance in preparing for the employment
13 opportunities we will bring.

14 I am confident that with the resources
15 available in this city, the management team to be
16 assembled, the support of our Planet Hollywood, Las
17 Vegas Resort, we will develop a staff prepared to
18 deliver a first class gaming hospitality experience
19 for our patrons.

20 We will have first class gaming facility
21 from that experience. Our project sits on Columbus
22 Boulevard at the intersection of Spring Garden
23 Street, an 11 and a half acre site.

24 The design of the facility by our local
25 architects, Bower, Lewis, Thrower, blends the

1 industrial heritage of the area with an infusion of
2 modern graphics.

3 It will not overpower the surrounding area
4 with glass and flash, yet will provide the
5 stimulation and excitement that patrons will expect
6 from their casino experience.

7 The facility itself will be visible from
8 the Ben Franklin Bridge and I-95 providing a
9 locational comfort for intended guests and casual
10 passersby alike.

11 It is easily accessible by auto but as
12 previously noted, it is also the only facility within
13 a short, two blocks from SEPTA's market Frankford
14 line which provides a connection to all major rail
15 service.

16 We expect the easy availability of this
17 train service, combined with the accomodation of bus
18 service and our transportation center to provide
19 alternative access utilized by 20 percent of our
20 arriving patrons and employees, thereby,
21 significantly reducing the auto traffic brought to
22 the area.

23 Riverwalk will provide three main vehicular
24 access points, separating valet and taxi patrons, bus
25 and self park patrons and a service access area.

1 Valet and taxi patrons will arrive at the
2 main entrance, directly opposite Spring Garden Street
3 using a ramp, porte-cachee area that provides an
4 entrance directly onto the second level casino floor.

5 South park and bus patrons will utilize the
6 eight-story transportation center with seven bus bays
7 on the ground floor and a central ramp design making
8 egress and ingress quick and simple.

9 A total of 3250 spaces will be provided for
10 auto parking for the initial compliment of 3,000 slot
11 games, and the garage will be designed to allow for
12 two additional floors, subsequently providing a total
13 of 4,000 spaces if and when the casino is expanded to
14 5,000 games. A separate and closed service vehicle
15 entrance is to the northern end of the facility.

16 Taking into consideration comments received
17 in our ongoing discussions with city officials and
18 community residents, we have ensured a design that
19 fully complies with the current commercial
20 entertainment district ordinance and that will
21 satisfy all concerns of the City's Planning
22 Commission regardless of what governing body has
23 ultimate zoning authority for this process.

24 In accordance with one aspect of the CED
25 ordinance, the casino engages the Delaware Riverfront

1 through the Riverwalk promenade.

2 A landscaped, well-lit, pedestrian friendly
3 walkway and bridges and the piers to fully encircle
4 the building.

5 With its \$2 million of artwork that we will
6 coordinate with the Art's Commission, the Riverwalk
7 promenade is further integrated with the casino
8 facility through having five of our six restaurants
9 aligned along the riverfront side with glass walls
10 providing scenic views of the promenade and the
11 river.

12 We look forward to developing a plan to
13 feature local artists on the promenade and on the
14 transportation center exterior.

15 Pictured here is our floor plan for the
16 second level of Riverwalk; the main floor, housing
17 the casino and some of our restaurants.

18 In the center is over 100,000 square feet
19 of casino space to accommodate for the Phase I, 3,000
20 slots with a central lounge that will provide live
21 entertainment as well as an orientation point for
22 guests.

23 To the left is a Phase II expansion area
24 that will be completed during the initial
25 construction except for the fit out of the slot

1 machines for easy expansion, one approval is granted.

2 During Phase I, however, the casino floor
3 will have the fully finished appearance to our
4 patrons.

5 The primary patron flow to and from the
6 transportation center will bring guests past our
7 10,000 feet of retail area and our 400 seat
8 entertainment venue for shows and special events.

9 The restaurants overlooking the promenade
10 and riverfront are along the river's edge at the top
11 of the floor plan as is the on-site TV studio from
12 where we will broadcast Philadelphia sports
13 entertainment and news items.

14 We have three slides with artists'
15 renderings of the facility. Shown here is the aerial
16 view of the facility. This is a view along the
17 promenade looking northward, and a view along the
18 promenade looking southward.

19 The facility promises to take full
20 advantage of its wonderful location along the
21 Delaware River.

22 As part of our local impact study, we
23 commission a traffic study for the area, which has
24 been available on the Internet through the Gaming
25 Control Board's website and includes this chart

1 showing traffic mitigation improvements recommended
2 by our efforts that will be funded by Riverwalk.

3 They include an additional traffic signal
4 at Delaware and Noble Streets to control the flow of
5 vehicles at our transportation center, changing the
6 signalization of traffic lights in the area near our
7 facility and providing additional turning lanes along
8 Spring Garden Street and Delaware Avenue.

9 We recognize the importance of maintaining
10 good traffic flow through this area; and to further
11 assure that result, we have committed funding to
12 additional police efforts to assure the safety of our
13 patrons.

14 We look forward to working with SEPTA to
15 enhance the appearance of the nearby train facility
16 to encourage our guests and employees to take
17 advantage of it for the benefit of everyone.

18 Our submission to the Gaming Control Board
19 includes a submission of Riverwalk's diversity plan,
20 a comprehensive program to address the legislature's
21 intent to provide full participation in the economic
22 benefits of the introduction of gaming to the
23 Commonwealth.

24 Starting with extended -- extending those
25 benefits as reflected through our majority/minority

1 third generation Philadelphian and a member of the
2 Pennsylvania Partnership Group, a magna cum laude
3 graduate of Temple with a juris doctorate from Penn
4 Law School, and a law practice focused on eradication
5 of family violence, family law and child advocacy,
6 please welcome Ms. Whytni Kernodle Frederick.

7 MS. KERNODLE FREDERICK: As stated, my name
8 is Whytni Kernodle Frederick, the daughter of the
9 late Obra S. Kernodle, III. I am a Philadelphian,
10 third generation. I was born and raised in Mount
11 Airy.

12 I apparently am the only woman to have the
13 honor to address this Board and this community today.
14 I found that to be a distinct pleasure.

15 As a child, I sat with my sister and
16 brother watching the Christmas lights show at
17 Wanamakers. After the show, my dad would take us
18 over to the Bellview Hotel for dinner.

19 Saturday mornings, we shopped at the
20 Italian market and then off to Strawbridges, Lit
21 Brothers, and Wanamakers for my mother, sister, and
22 me and Boyds Mens Store for Obi and dad.

23 We are the home team. We eat where you
24 eat. We sat with our parents at BookBinders where we
25 now sit with our children at Applebee's.

1 controlled ownership, we will assure open access and
2 inclusion for our workforce and business
3 opportunities as well.

4 The Riverwalk employment team will be
5 reflective and respectful of the rich diversity of
6 the City of Philadelphia.

7 The plan not only includes specific goals
8 for business opportunities with Philadelphia business
9 owners of all sizes, but also provides a process for
10 monitoring and reporting our progress toward
11 continually meeting those goals.

12 Lastly, Riverwalk also recognizes the need
13 to promote the employment of our services in a
14 responsible manner and develop programs to address
15 gaming, problem gaming, and underage gaming, promote
16 responsible alcoholic beverage service, and to
17 provide funding for research and control efforts
18 addressing responsible gaming.

19 One of the founding members of the
20 Pennsylvania Partnership Group was the Obra S.
21 Kernodle. Unfortunately, he did not live to see his
22 dream fulfilled but he held those dreams not just for
himself but his children as well.

24 It is my honor to introduce one of Mr.
25 Kernodle's three children, herself an accomplished

1 We know that the true question isn't
2 whether Pat's is better than Jenos but whether Tony
3 Luke's in South Philly is better than Chubby's
4 Roxboro and whether the Ogontz Grill in Ogontz is
5 better than Big George's in West Philadelphia.

6 We went to the same schools that you did
7 and on this very Monday, our children and
8 grandchildren are playing at recess with yours. We
9 are your next-door neighbors.

10 We, too, are concerned about the property
11 values of our houses, the crimes on our streets, and
12 the congestion of traffic that may interfere with our
13 daily lives.

14 We are the home team. We are hard working
15 Philadelphians making a difference in this community
16 by building businesses here and helping to uplift the
17 community through or participation on civic and
18 government boards and commissions.

19 We have all of the right qualifications,
20 experience, and dedication. Quite simply, we are the
21 best; and we are the best because of the
22 opportunities afforded to us by the Philadelphia
23 community.

24 Our commitment to this city knows no
25 bounds. We know that and we are eternally grateful.

1 Today, we show Philadelphia a little bit of our
2 appreciation.

3 In this, the town of brotherly love and
4 sisterly affection, I'm proud to announce that in
5 addition to Riverwalk's Obra S. Kernodle, III
6 memoriam, we are creating the Riverwalk equity fund.

7 Each Philadelphian in this group has made a
8 significant commitment to the betterment of our city.
9 The Pennsylvania Partnership Group has pledged 20
10 percent of its net profits to finance economic
11 development and empowerment initiatives in
12 Philadelphia.

13 This is in addition to the 2.5 percent of
14 net profits pledged by Riverwalk Casino and all of
15 its owners and operators for community development
16 that will greatly impact Philadelphia.

17 Our goal is to create wealth and
18 opportunity in the communities of Philadelphia. This
19 isn't just smoke in mirrors that dissipates once we
20 receive our license.

21 This is a promise from me and from my
22 partners to you, our neighbors. My father loved
23 Philadelphia. He was quite proud to be born and
24 raised in North Philly. It was his dream to see that
25 all of Philadelphia's distressed communities are

allowed to realize their true potential.

2 It was his commitment to the disenfranchise
3 that led me to focus my law practice on family law,
4 child advocacy and community development.

5 This 20 percent in addition to the 2.5 is
6 our irrevocable pledge to you. You can hold us, your
7 neighbors, accountable for that pledge.

8 No other proposed licensee is offering or
9 can offer this type of benefit to our city. We are
10 the home team.

11 It is imperative that all of the citizens
12 of Philadelphia succeed in this venture. For us, any
13 alternative is unthinkable. We mean it when we say
14 that we are all in this together. When we win, you
15 win. Philadelphia wins when we support the home
16 team, Riverwalk Casino. Thank you very much for your
17 time.

18 PRESIDING OFFICER MILLER: Thank you for
19 that presentation. We will now take a luncheon
20 recess, and we will resume promptly at 1:15. That's
21 1:15. Thank you.

22 (Lunch.)

23 PRESIDING OFFICER MILLER: The hearing will
24 reconvene. Please take your seats. This
25 Pennsylvania Gaming Control Board public input

1 hearing is now reconvened.

2 The first speaker other than an applicant
3 this afternoon will be the representatives of the
4 City of Philadelphia. The first representative will
5 be City Solicitor Diaz. I ask that he step to the
6 podium at this time.

7 MR. DIAZ: Thank you and good afternoon.
8 As you have heard, I'm Rumulo Diaz, City Solicitor of
9 Philadelphia.

10 Unfortunately, due to a last minute
11 emergency, Mayor Street is not able to be with us
12 this afternoon to testify. He asked that I read his
13 remarks, as if he were to deliver them.

14 Good afternoon. I am Mayor John F. Street
15 of Philadelphia. I'm accompanied today by Councilman
16 Frank DiCicco and Center City District President Paul
17 Levy, who will detail the hard work of the city, my
18 administration --

19 PRESIDING OFFICER MILLER: Just as an aside
20 for a second. If we could do so, we would like to
21 swear you all in. I'm sorry. You weren't here this
22 morning when we had all of the swearing in.

23 So if all of the speakers would please
24 stand and raise their right hand. Do you and all of
25 you swear that the testimony you are about to give,

1 shall be the truth, the whole truth, and nothing but
2 the truth, so help you God?

3 THE WITNESSES: I do.

4 PRESIDING OFFICER MILLER: Thank you very
5 much.

6 MR. DIAZ: Good afternoon. I am Mayor John
7 F. Street of Philadelphia. I am accompanied today by
8 Councilman Frank DiCicco and Center City District
9 President Paul Levy, who will detail the hard work of
10 the city, my administration, City Council and the
11 Philadelphia Gaming Advisory Task Force to prepare
12 for the introduction of gaming into our community.

13 I also want to welcome the Board to
14 Philadelphia because it is critical that you hear
15 directly from the people who will be affected by
16 gaming.

17 Gaming is serious business. I believe that
18 the introduction of gaming represents perhaps the
19 most important new development in Philadelphia in 50
20 years. It is important, therefore, that we get it
21 right.

22 This is not a new issue for me. I first
23 advocated for gaming in 1999 when I ran for mayor.
24 My reasons then and now remain unchanged. Gaming
25 will bring significant, economic benefits to

1 Philadelphia in terms of jobs, revenues, and related
2 tax relief and economic activity in our community.

3 It will be another significant step forward
4 in our city and its economy, which is already
5 booming.

6 In anticipation of these important
7 opportunities, we have done a considerable amount of
8 work to prepare for the introduction of gaming and to
9 the Commonwealth and in particular our city.

10 Our Gaming Advisory Task Force produced a
11 series of reports that looked at all of the relevant
12 aspects of gaming, the economic impacts, the social
13 impacts, and local siting and governance issues.

14 As a consequence, we are ready to play our
15 part. You, the members of the Gaming Control Board,
16 will make the decision about licensing and siting of
17 gaming facilities, but the city has a vital role in
18 the successful introduction of gaming, too.

19 The city is ready to fulfill its
20 responsibilities with respect to the duties of the
21 Planning Commission, licenses and inspection
22 officials, the Streets Department, the police and
23 fire department and other city agencies that
24 traditionally are involved in major development
25 projects.

1 If we are allowed to do our job, we believe
2 the casinos can be opened quickly and successfully.
3 Such a result is in the best interest of the city and
4 the Commonwealth.

5 Such a result is in the best interest of
6 all of our residents because the city is relying on
7 the host fees in its budgets starting in 2009.

8 Revenues generated by gaming will support
9 expansion of the Convention Center, and Philadelphia
10 residents eagerly await additional wage tax cuts
11 enabled by gaming revenues.

12 Gaming is but the latest chapter in the
13 exciting story of the Philadelphia economy. In just
14 the last six years, we had developed two state-of-art
15 stadiums, condo towers, new retail centers,
16 university facilities, the National Constitution
17 Center, and other entertainment and tourism
18 destinations, all the while revitalizing our
19 neighborhoods.

20 With four of five proposed sites along the
21 Delaware River, casinos must respect and enhance our
22 new river city initiative through which we are
23 realizing the potential of our 37 miles of waterfront
24 along the Delaware and Schuylkill Rivers in a way we
25 never have before.

1 Moreover, the city intends to work with its
2 neighborhoods to ensure that our citizens' voices are
3 heard and respected throughout the process.

4 We want to see that Philadelphia residents
5 are hired to work in these facilities and that local
6 businesses receive a full and fair opportunity to
7 participate in all of the economic opportunities that
8 gaming represents for Philadelphia.

9 Based upon the work of the Philadelphia
10 Gaming Advisory Task Force, we believe that the
11 Commonwealth, the city, and the casino operators must
12 work together to launch an important new industry and
13 develop an even better Philadelphia.

14 Consistent with the Philadelphia Home Rule
15 Charter and common sense, we believe strongly that
16 the Commonwealth must defer to the city on local land
17 use decisions.

18 Those decisions are made for every
19 development project and allow us to balance quality
20 of life issues with commercial requirements.

21 There is a direct correlation between
22 economic performance and smart development. Allowing
23 local government to assure safe and integrated
24 development is in the best interest of this Board and
25 the Commonwealth.

1 Past development divided Philadelphia from
2 its rivers and prevented full enjoyment of the
3 natural resources. The future lies in integrating
4 our waterfront into our communities by reusing vacant
5 land to create waterfront recreational amenities and
6 building new urban housing, modern retail and office
7 space that will attract residents and jobs.

8 The Philadelphia renaissance includes in
9 the area of arts and culture. In just a few years,
10 with the relocation of the Barnes Collection to the
11 Benjamin Franklin Parkway, Philadelphia will host two
12 world-renowned art collections along Museum Mile.

13 Integral to any economic and cultural
14 renaissance is the expansion of Philadelphia's
15 tourism and hospitality industry.

16 In particular, the Pennsylvania Convention
17 Center has been the backbone of our hospitality
18 industry.

19 In cooperation with the Commonwealth and
20 funded by gaming revenues, the Pennsylvania
21 Convention Center will soon undergo a dramatic
22 expansion that will double its size and make it the
23 largest continuing exhibit space in the northeast.

24 With this expansion, we will harness the
25 full potential of the hospitality industry and

1 attract premiere, large scale events we could not
2 otherwise accommodate.

3 We firmly believe that the two casinos can
4 add horsepower to the already strong economic engine
5 of Philadelphia.

6 But Philadelphia is neither the unpopulated
7 Nevada desert that Las Vegas represented in the
8 1950s, nor the struggling shore town that Atlantic
9 City was in the 1970s.

10 Philadelphia is a thriving metropolis with
11 a dynamic downtown and healthy neighborhoods. So I
12 ask, what can we learn from their experiences and
13 that of others as we prepare for the introduction of
14 gaming?

15 To provide for a thoughtful response, I
16 convened the Task Force to educate the people and
17 government of Philadelphia about the opportunities
18 and challenges of gaming.

19 The task force's final report is a thorough
20 and unbiased evaluation of what Philadelphia will
21 face and provides us with the roadmap for the
22 successful introduction of gaming into Philadelphia.

23 The Task Force report also contain concrete
24 recommendations that we are already implementing. In
25 February, City Council voted unanimously to enact

1 On June 17, 2005, I wrote to this Board and
2 urged that licensed applicants be required to develop
3 and promptly make public various types of
4 information, including, for example, proposed
5 development time tables, traffic circulation plans
6 and applicant commitments on neighborhood and
7 community involvement.

8 Unfortunately, none of this, nor any other
9 information contained in the body of the applications
10 is yet available to the city or the public, except to
11 the limited extent included in local impact reports.

12 It is critical that the city have access to
13 the information now so we can expedite our efforts
14 and begin implementation planning. Timely disclosure
15 is a responsibility of the Board. We urge you to act
16 now.

17 While the Task Force report is a valuable
18 template for evaluating particular gaming proposals,
19 the proposals raise challenges similar to those
20 encountered in any major development.

21 These challenges include transportation,
22 planning, and design, economic inclusion, workforce
23 development, and local fiscal impacts.

24 On these challenges, the city is the
25 expert. Philadelphia will be the first large

1 Commercial Entertainment District legislation closely
2 modeled on the Task Force proposal. Councilman
3 DiCicco will tell you more about this legislation
4 shortly.

5 The Task Force recommended that we move
6 aggressively to streamline development processes as
7 suggested by the Building Industry Association of
8 Philadelphia. In February, the BIA commended the
9 city for our streamlining actions.

10 Shortly, you will hear from Paul Levy in
11 greater detail on the Task Force analysis and its
12 recommendations.

13 The credibility of this effort has been
14 validated by the final report's broader use as a
15 roadmap by host communities throughout the
16 Commonwealth and indeed the nation, as well as its
17 use as a textbook by a leading academic in the field.

18 I urge the Board to carefully consider the
19 Task Force's final report and executive summary and
20 request that they be entered into the official record
21 of these proceedings.

22 For us to fulfill our responsibilities to
23 our citizens and the Commonwealth, however,
24 information flow to the city and the public must
25 increase.

1 American city to host legalized gambling.

2 Moving casino patrons, almost all of whom
3 will come by car, through our streets will be a major
4 challenge.

5 Every operator has proposed necessary
6 improvements to city streets near their sites. Such
7 proposals need to be comprehensive, incorporating
8 public transit routes, pedestrians, bike paths, and
9 the other users of Philadelphia's roads.

10 The city expects developers to fund
11 necessary infrastructure improvements, neighborhood
12 amelioration costs, and to provide the local match to
13 any highway spending required for their casinos.

14 The transition from the attractive pictures
15 we saw this morning to brick and mortar casinos will
16 require developers and the city to address issues
17 related to design, site utilization, and
18 construction.

19 The city, where possible, believes its site
20 should contain memorable exterior public amenities
21 and be integrated into the urban context.

22 Site design should also energize our
23 waterfront and stimulate development in distressed
24 communities.

25 We commend the Pinnacle design team for a

1 creative and innovative water feature that could
2 enliven the Fishtown waterfront and SugarHouse's
3 entry lagoon for connecting with the streetscape.

4 The Gaming Act requires inclusion but you
5 must make this promise real. Diversity in ownership
6 is one important way to accomplish this and Riverwalk
7 is exceptional for having majority/minority ownership
8 control.

9 The Board must hold the casinos accountable
10 for diversity plans, covering their vendors and
11 contractors, as well as a selection of proprietors
12 for their on-site amenities.

13 It is our experience that participation
14 goals are only met where there is diligent oversight
15 and enforcement.

16 The city is eager to join with the Board
17 licensees and a cross section of community
18 representatives on a committee to ensure compliance
19 with these goals.

20 Casinos must work economically for the
21 larger community. The Philadelphia economy can
22 provide almost every good or service needed by the
23 casino.

24 Casino operators need to spend locally for
25 goods. Additionally, casinos can spur other

1 training and hiring 75 percent of its workforce from
2 within a one-mile radius of the casino, a community
3 that desperately needs these jobs.

4 We should also expect gaming developers to
5 consider creative solutions to childcare issues such
6 as 24-hour employee daycare to accommodate single
7 parents.

8 The Task Force considered fiscal
9 implications of gaming for the city. Policing will
10 have to be augmented to address the influx of
11 visitors and is the case with the Eagles, Phillies,
12 and other major commercial destinations. The cost of
13 these expansions should be borne by the operators.

14 Each casino will also need to reach an
15 agreement on emergency medical services either with a
16 private EMS unit, on-site, or reimbursement of new
17 EMS units at nearby fire stations. I commend
18 Riverwalk for its leadership on these issues.

19 Consistent with the Task Force
20 recommendation, successful applicants should forego
21 Keystone Zone benefits for their developments.

22 But pending state legislation should be
23 flexible enough to allow non-legislative approaches
24 to achieve the same end.

25 For example, TrumpStreet and Riverwalk

1 development, enhance tourism, anchor neighborhood
2 development, and create synergies with our existing
3 entertainment, restaurant, bar, and retail
4 communities.

5 For example, the TrumpStreet proposers have
6 incorporated an existing Reading Terminal style
7 shopping arcade to showcase local community vendors.

8 Gaming will bring tremendous employment
9 opportunities and the Task Force recommended the
10 development of training centers to prepare our
11 workforce.

12 The city is working with Opportunities
13 Industrialization Center, Allegheny West Foundation,
14 and other community-based organizations to address
15 this need.

16 The industry has expressed a willingness to
17 fund the creation and operation of these centers, and
18 I commend the applicants at Riverwalk and Foxwoods
19 for their written commitments.

20 We look forward to the formalization of
21 these commitments and similar commitments of others.
22 We are pleased that both the TrumpStreet and Foxwoods
23 developers have committed to hiring Philadelphia
24 residents for 90 percent of their jobs.

25 In addition, TrumpStreet has committed to

1 already have agreed to waive any preferential
2 development incentives, including the ten-year tax
3 abatement as recommended by the Task Force.

4 The Task Force considered the social
5 impacts resulting from an increased prevalence and
6 problem and pathological gambling.

7 It is clear that the \$1.5 million to be
8 provided annually statewide is simply inadequate to
9 the need.

10 For comparison, the Task Force estimated
11 that Philadelphia alone would face annual direct
12 costs of about \$2.3 million. We call on the Governor
13 and the General Assembly to increase this funding.

14 Before I conclude, I will ask Paul Levy,
15 president of the Center City District and a former
16 co-Chair of the Philadelphia Gaming Advisory Task
17 Force, to review in greater detail the work of the
18 Task Force.

19 After Paul speaks, Councilman Frank DiCicco
20 will describe the commercial entertainment district
21 legislation that will serve as a cornerstone for our
22 land use and community impact processes in connection
23 with the casinos following, which I will return for a
24 very short closing.

25 Paul?

1 PRESIDING OFFICER MILLER: I note at the
2 city's request the Philadelphia Gaming Advisory Task
3 Force reports shall be entered into the record as
City of Philadelphia Exhibit No. 1. I ask that it be
so marked by the clerk.

6 MR. LEVY: Good afternoon. My name is Paul
7 Levy. I'm the president and founder of the Center
8 City District, a private sector sponsored business
9 improvement district or special services district,
10 which operates in Center City Philadelphia with an
11 annual budget of 14 million a year and employs about
12 155 people in Center City. This is a role I've been
13 in for the last 15 years. I appreciate the
14 opportunity to be here.

15 I want to underscore from the beginning
16 that I am not an employee of the City of
17 Philadelphia, nor an appointee of Mayor Street.

18 My organization operates independently from
19 but in cooperation with the City of Philadelphia.
20 Mayor Street is the third Philadelphia mayor I've had
21 the opportunity to work with.

22 In the last 15 years, this public/private
23 partnership has eliminated litter and graffiti
24 downtown, cut serious crime in half, cut petty crimes
25 by three quarters.

1 But the law clearly said that developers,
2 not the city or its citizens, would propose the sites
3 for consideration.

4 In short, whatever planning or economic
5 development strategy we have been pursuing with great
6 success over the last decades was not going to be the
7 basis for making fundamental decisions about our
8 city.

9 We learned that a Gaming Control Board,
10 you, would have the exclusive power to select sites
11 and that we, in Philadelphia, have worked hard for
12 decades in the public and private sector to
13 revitalize the city, would have only 60 days to
14 comment on decisions that you would make.

15 Now, we all need to think about that, two
16 major developments, investments of 300 to \$700
17 million each being dropped into your community, an
18 economic impact of 600 to \$800 million a year, which
19 is now estimated, an industry that will cause many of
20 our residents who gamble, according to our findings,
21 an average 5 times per year to increase their visit
22 station to 15 times a year.

23 These are sites that will draw between 5
24 and 6 million visits annually, some sites, which
25 already have cars going by them at the rate of 45 to

1 In Philadelphia, we have worked
2 cooperatively with the Commonwealth of Pennsylvania
3 to create the Avenue of the Arts, the Pennsylvania
4 Convention Center, and to make improvements on the
5 Benjamin Franklin Parkway.

6 As you've heard and must know, Center City
7 is experiencing a remarkable revival. So we think
8 here in Philadelphia, we know something about
9 revitalizing cities.

10 When Mayor Street asked me to be a co-chair
11 of the Philadelphia Gaming Advisory Task Force, I
12 eagerly said yes, even though at times I have
13 disagreed with Mayor Street because in this case, I
14 believe that Mayor Street was doing exactly the right
15 thing for Philadelphia.

16 When Pennsylvania passed the Gaming Act in
17 the summer of 2004, here is what we in Philadelphia
18 confronted.

19 We were told that there would be two
20 casinos in Philadelphia. Some thought this was a
21 good thing. Some thought this was a bad thing.

22 Some were religiously or morally opposed to
gambling. Others saw it as a great opportunity to
reduce the wage task and expand the Convention
25 Center.

1 50,000 a day.

2 The casinos will add 10,000 a day on
3 weekends, up to 25,000 more cars on weekends. That
4 is on weekends an average of 25 to 30 more cars per
5 minute on some streets.

6 You can imagine that there was a mixture of
7 excitement, anticipation, concern, fear, and a lot of
8 misinformation.

9 The charge that Mayor Street gave to us was
10 clear, educate yourselves about this industry,
11 educate our residents about this industry, help us to
12 understand what is likely to be proposed and built,
13 help us to evaluate the best places to put these
14 facilities, help us understand the positives and the
15 negatives, jobs benefits and the social pathology.

16 Help us maximize the positives. Help us
17 minimize the negatives. Prepare Philadelphia was the
18 mayor's directive to work not in opposition to you,
19 the State Gaming Control Board, but in cooperation in
20 tandem with you as we have worked with the state on
21 many successful projects.

22 I believe that is what we have done and
23 done well in many conversations and discussions we
24 have had.

25 The mayor constituted three committees of

1 Philadelphia citizens, Sandra Dungee Glenn chaired
2 the Social Impact Committee. Dr. Bernard Anderson
3 from Wharton chaired the Economic Impact Committee.
4 I chaired the Site Evaluation Committee.

5 Mayor Street committed resources, staff,
6 and consultants that were needed. My own
7 organization kicked in funds as did the William Penn
8 Foundation.

9 With that, we retained several gaming
10 industry consultants to help us measure the economic
11 impact, traffic impact, and social impact.

12 We held ten public hearings across the
13 city. Staff had dozen of meetings with community
14 stakeholders.

15 We did a public opinion survey of
16 Philadelphia residents and extensive market research
17 on the gaming habits of residents throughout the
18 region, more than 700 intercepted interviews or phone
19 interviews.

20 We did surveys of hotel patrons, surveys of
21 bar and restaurant patrons. We released, as Romy
22 Diaz said, both an interim and a final report.

23 I think the Task Force research helped us
24 all learn what was coming to correct misconceptions
25 we had and to learn about analogous situations.

1 percent of revenue will be recaptured from Atlantic
2 City. We will achieve what the original intent of
3 the Act was.

4 We both care about the ability of sites to
5 handle traffic, but my guess is that we in
6 Philadelphia worry just a little bit more about
7 community acceptance levels and local social
8 pathology.

9 I, for example, lie just three blocks from
10 Delaware Avenue, which will be the site of four of
11 the five proposals at this point. So this affects
12 all of us.

13 We focused very much on how the sites can
14 generate not only casino spending but prompt spending
15 outside the casino, prompt spin off development that
16 would be positive and consistent with our other
17 economic development goals.

18 Our Social Impact Committee clearly found
19 that the gaming rate for Philadelphia gamblers who
20 gamble now will triple due to proximity. That means
21 greater frequency, greater chance of problem and
22 pathological gaming.

23 While all of our consultants told us that
24 nationally no more than 3 percent of gamblers may
25 have an addiction, 3 percent of big number in

1 We learned very quickly on that
2 Philadelphia was not going to be like Atlantic City,
3 Las Vegas or even New Orleans where 50 percent of the
4 patrons arrived by airplane, tourists going to the
5 Convention Center.

6 Rather, we would have locally oriented
7 drive-up facilities. People would come almost
8 exclusively by car, which makes parking such a
9 central issue.

10 We learned what the industry needed to
11 succeed. We and the staff have had extensive
12 conversations with the developers of these casinos.

13 We also learned what the community needs,
14 it feels it needs to have in order to co-exist.
15 Fundamentally, we believe that the interest of the
16 Gaming Control Board, you, and the City of
17 Philadelphia substantially overlap.

18 We both care about the quality of proposed
19 developments and the financial capability of the
20 developers.

21 We both care about the projected levels of
22 visitation and the revenues that will generate. We
23 both care about the ability to recapture from
24 Atlantic City.

25 Our consultant studies estimated that 55

1 Philadelphia turns out to be about 31,000 people, who
2 may have problems with addiction and gaming. That's
3 the size of many towns in Pennsylvania.

4 We are concerned, as Romy said, that
5 statewide funding may not be adequate to address the
6 social needs that will be generated.

7 A second and obvious finding, which I know
8 you have heard over and over again, that these
9 facilities will affect the quality of life of
10 adjacent neighbors.

11 We clearly believe that the casinos and the
12 adjacent properties will need to address this through
13 various means, which could include the formation of
14 special service districts like my own organization,
15 could involve cleaning, landscape maintenance, safety
16 and enhanced lighting for the surrounding areas.

17 We clearly recognize the casinos will
18 generate a significant number of jobs, but that a
19 significant number of steps need to be taken to
20 ensure that Philadelphia businesses and residents are
21 ready for those jobs.

22 We clearly know that we will benefit
23 enormously from the reduction and the wage tax and
24 the expansion of the Convention Center, but we will
25 face substantial costs as the results of hosting

1 gaming, traffic, police, and transportation
2 management.

3 Finally, our site evaluation findings,
4 which we worked in partnership with the City Planning
5 Commission, said that while there are clear
6 advantages to clustering the casinos, there are also
7 advantages to positioning so they are not all along
8 I-95 competing with the two rasiinos and with Atlantic
9 City.

10 So we urge you to think carefully not about
11 each individual casino but the pairing of those
12 casinos and how they act and interplay with other
13 casinos and rasiinos in the region.

14 We urge you to think not only about how
15 much money will be earned inside the box of each
16 casino but also how you can help us maximize the
17 positive outside the box spin off development, how
18 can you empower us to provide successful traffic,
19 parking management that is essential for success.

20 That is one of the key lessons we learned
21 for Atlantic City, where it took them more than a
22 decade of trial and error before they got traffic
23 management right and empowered someone to deal with
24 that.

25 We urge you to think about who will pay for

1 But in your conversations with our senators
2 and representatives, I urge you to help us achieve
3 our objectives in partnership with the casinos and in
4 partnership with the Commonwealth.

5 While we the recognize the concerns that
6 local laws and processes could slow down getting
7 gaming up and running, you have heard in the Mayor's
8 statement and you will hear from Councilman DiCicco,
9 in whose district four of the five proposals are
10 located, that the city has an equal interest in
11 expediting decisionmaking.

12 Most people have discussed this issue of
13 local zoning as a political issue; democrat versus
14 Republican, city versus suburb, and the fact that
15 this is a gubernatorial election year.

16 My guess is that almost no one remembers
17 who was in office in Atlantic City 30 years ago when
18 the laws were authorized.

19 All anyone knows today is what was done
20 well and what mistakes they are still paying for. I
21 urge you in making your decisions to not think about
22 the politics of today.

23 Think rather about what things will look
24 like ten years from now, what the long-term economic
25 and social impact will be.

1 the needed infrastructure investments, highway ramps,
2 transit upgrades.

3 It's one thing to show these in mitigation
4 plans. It's much more complicated to fund them and
5 build these improvements quickly and comply with all
6 of the environmental impact statements.

7 We concluded that substantial commitments
8 to planning and design are required for both the city
9 and for the developers to succeed.

10 For example, we would not want casinos to
11 wall off the Delaware waterfront. Rather, we want
12 them to help us create a continuous waterfront trail.
13 It's precisely because we have been working and
14 talking to those casino developers that all of them
15 are now including that in their proposals.

16 As you well know, midway through our
17 process, the State Supreme Court voided the local
18 land use preemption.

19 You will hear in a moment from Councilman
20 DiCicco about the Commercial Entertainment District
21 Zoning that has been created and discussed
22 extensively with the casino developers.

23 In conclusion, I fully realize that you do
24 not make the state law. Your job is to administer
25 the state law.

1 You are taking a decision to authorize
2 major casinos, as the Mayor said, not in the desert
3 of Las Vegas, not in the deteriorated resort and not
4 in the woods in Connecticut but in the midst of a
5 densely developed revitalizing city.

6 We would not want you to do anything that
7 puts a damper on this revitalization. We are eager
8 to continue to work with you to ensure that these
9 casinos are respectful of the context in which they
10 are being placed.

11 We urge you to continue to benefit from our
12 knowledge and experience with development in
13 Philadelphia. We urge you to do the right thing for
14 the Commonwealth of Pennsylvania and for the City of
15 Philadelphia. Thank you very much.

16 I want to ask Councilman Frank DiCicco to
17 come forward.

18 MR. DiCICCO: Thank you, everyone, and good
19 afternoon. My name is Frank DiCicco. I am the
20 Councilman for the First Councilmanic District of
21 Philadelphia.

22 I will speak later about the projects
23 proposed for my district, but I am here now to join
24 with the Mayor's representative, Mr. Diaz, and Mr.
25 Levy on behalf of all of the people of Philadelphia.

1 From the beginning, I have believed that
2 gaming, if done well, could be a great benefit to the
3 city.

4 However, if done poorly, I have no doubt
5 that gaming will ruin the city, our neighborhoods,
6 and have dramatic effects on our residents quality of
7 life.

8 Luckily, the city is well equipped to
9 ensure that these developments occur in a matter that
10 mitigates the potential negative impacts on our
11 community.

12 Every proposed slots parlor is a major
13 development. Each proposal contains between 250 and
14 400,000 square feet. Each will draw over 5 million
15 people annually and every proposal contains
16 significant restaurant, retail, and entertainment
17 space.

18 Three of the five have proposed a hotel
19 and/or condominiums in later phases of the project
20 and one has proposed a movie theater.

21 The only difference between these proposals
22 and other development projects throughout the city is
23 the addition of slot machines.

24 While this addition brings increased
25 traffic parking needs and public safety concerns,

1 advent of gaming in Philadelphia will be greeted with
2 the same success.

3 Over the past several months, I have
4 publicly stated that I do not believe the city has
5 the ability to pick and choose what site a casino may
6 be built on.

7 However, I do believe this is vital to our
8 constituent and neighborhood interest that the city
9 maintains some manner of zoning control.

10 Based upon the draft created by the Mayor's
11 Gaming Advisory Task Force, I sponsored and with the
12 Mayor's support City Council unanimously enacted Bill
13 No. 051028-AA, which created the Commercial
14 Entertainment District or better known as CEDs.

15 This legislation provides a foundation for
16 responsible casino development. The legislation
17 provides gross floor area and height regulations.

18 The gross floor areas shall not exceed 400
19 percent, excluding the underground parking
20 facilities. The project shall not exceed a height of
21 300 feet.

22 These provisions will help guarantee that
23 the massive construction is an approximate proportion
24 to the surrounding neighborhoods.

25 Open space and public access. Open space

1 this Administration's preparations for the advent of
2 gaming have been very impressive.

3 Like most large cities, Philadelphia
4 officials have tremendous experience in dealing with
5 large scale development.

6 Over the past ten years, the city has
7 enjoyed a renaissance in residential and commercial
8 development totalling over several billion dollars
9 worth of new construction.

10 As Mr. Diaz stated earlier, these projects
11 range from small -- from several small residential
12 developments to stadium construction to high-rise
13 erection to large misuse projects.

14 With each of these projects a myriad of
15 community issues have risen; traffic congestion,
16 utility issues, inspections and safety, storm water
17 runoff, sewer and environmental concerns, the impact
18 on nearby developments and neighborhoods, and an
19 increase in need for police and fire services.

20 In every instance, the city has effectively
21 addressed these issues in an appropriate manner that
22 has satisfied the nearby neighbors.

23 Likewise, if the state continues to allow
24 the city to act on behalf of our residents through
25 responsible land use controls, I believe that the

1 and public space including the necessity for
2 providing a path along the river, if appropriate, is
3 required.

4 Included in these guidelines are
5 requirements for public art, landscaping, and
6 appropriate public lighting.

7 Open space throughout the city is limited
8 and has always been encouraged by public officials
9 for the benefit of the surrounding communities and
10 visitors.

11 Off street parking and off street loading.
12 In order to preserve residential parking throughout
13 the city's neighborhoods, off street parking
14 regulations require four parking spots for every five
15 slot machines.

16 No more than 10 percent of these parking
17 facilities shall be provided in open air parking
18 lots, and each applicant must submit a traffic study
19 prepared by a licensed traffic engineering firm that
20 includes provisions for public transit.

21 Further, all parking facilities must
22 include significant landscaping and screening and the
23 plan of development must include off street loading
24 facilities.

25 No non-accessory or outdoor advertising

1 signs would be permitted in any district. Accessory
2 signal for the specific facility would be permitted
3 if approved by the Art Commission and if it meets
4 specific requirements, including restrictions on
5 flashing or intermittent illumination, height and
6 size requirements.

7 The area of design review. The CED Bill
8 implements Planning Commission input, which has been
9 so valuable on past major developments.

10 However, the input instruction to specific
11 time line -- time deadlines that must be met so as
12 not to delay the development.

13 While I recognize that some provisions of
14 the CED legislation may be preempted by the state,
15 most casino applicants have voluntarily met the CED
16 requirements.

17 This willingness to work within the city's
18 parameters seems to indicate that the developers
19 believe the requirements are reasonable and fair.

20 Further, the CED legislation has been met
21 warmly by most communities. Because the CED plan of
22 development must be approved by both the Planning
23 Commission and City Council, residents seem confident
24 that they will have significant input in the process
25 and have the ability to ensure significant community

1 begun to coordinate the Delaware Valley Regional
2 Planning Commission, PennDOT, Federal Highway
3 Association and the DRPA and other stakeholders in an
4 effort to address this issue.

5 No matter what site is chosen, traffic will
6 be a significant concern. The city is committed to
7 mitigating traffic congestion to the best of its
8 ability for the benefit not only of the residents but
9 for the casino itself as well as the surrounding
10 commercial entities.

11 Likewise, while the city has a deep desire
12 to maintain its review of building plans, waste water
13 management, fire safety systems and other engineering
14 plans with any slots parlor, the city is focused on
15 streamlining the permitting and inspection process to
16 allow the operators to construct and begin operations
17 as efficiently as possible.

18 Like the state, the city desired to see
19 gaming revenues sooner rather than later and has no
20 intention of delaying a proposal unless a significant
21 health and safety matter arises.

22 Therefore, we are willing to help
23 coordinate street closings, traffic changes, and
24 similar necessities provided we remain partners
25 throughout this process.

reinvestment.

2 As a representative of these communities, I
3 support their efforts and appreciate their
4 willingness of the operators to continue discussions
5 with the neighboring parties.

6 In addition, the CED legislation provides
7 significant review of an applicant's design proposal
8 by various city departments.

9 It is my belief that there are few, if any,
10 agencies, departments, private companies with a
11 greater understanding of the city's infrastructure
12 and transportation system than the city's own staff.

13 As these hearings continue, perhaps the
14 largest concern communities will voice will be
15 traffic and congestion, and deservedly so.

16 These facilities will be accompanied by
17 significant automobile and bus traffic and no
18 constituent trusts the operator's independent
19 consultants.

20 Recognizing this concern, the city has
21 begun to work diligently on the issue. Our
22 experience with Columbus Boulevard and other key
23 arteries is extensive.

24 The Streets Department and the Gaming
25 Advisory Task Force traffic's consultant has already

1 In closing, the advent of gaming in
2 Philadelphia is creating an interesting and difficult
3 dynamic.

4 For the first time in our history, the
5 state requires that a major development project be
6 built within the city.

7 There is nothing that the city can do to
8 block the development nor is there any way for a
9 community to stop construction.

10 While they can stomp our feet and demand to
11 be heard, certain legislators have already proven
12 that rather than listen, they will simply attempt to
13 remove us from the process.

14 As a city, as elected officials, and as
15 residents, we must accept that which we cannot
16 change.

17 Since gaming is coming, we must make it
18 better and we must make it work. The city has made a
19 conscious decision to foster relationships and
20 communications between the neighborhoods and the
21 developers.

22 As I will testify to later, some of this
23 dialogue has been more than successful than others.
24 It is our hope, however, that through these
25 discussions, we will be able to begin building the

1 foundation for a long-term relationship.

2 Without that relationship, all of these
3 sites will fail, will fail financially, the city's
4 end infrastructure will be overwhelmed, property
5 values will fall, public safety will falter, and most
6 importantly, our residents' quality of life will be
7 compromised.

8 For the future of our city, our residents
9 in this industry, we cannot allow that to happen.
10 Therefore, we are encouraging stronger designs and
11 site plans, as well as short-term community
12 reinvestment to meet immediate needs.

13 We have brought developers and communities
14 together so that the operators can hear and react to
15 the residents' concerns.

16 Long-term, we are encouraging the
17 development of special service districts, similar to
18 the Stadium District, that will be funded by the
19 casino but will be directed by those affected by the
20 casino, the nearby neighbors.

21 It will not be the city's leadership or
22 inference that will make these relationships
23 successful but the leadership and partnership of both
24 the operators and the communities.

25 That is my job, the city's job, and it

1 preparing for the introduction of gaming.

2 Our Task Force reduced a comprehensive
3 report that looked at all of the relevant aspects of
4 gaming, the economic impact, the social impact, and
5 all of the local governance issues and we are
6 implementing their recommendations now.

7 We are ready to play our part. The Board
8 will make the decisions about licensing and siting of
9 gaming facilities. The City is willing to fulfill
10 its responsibilities in terms of duties at the
11 Planning Commission, our Streets Department, our
12 licenses and inspections officials, our police
13 department, and other city agencies traditionally
14 fulfill.

15 The city intends to work with its
16 neighborhoods to ensure that our citizens' voices are
17 heard and respected in this process.

18 We want to see local residents hired to
19 work in these facilities and local businesses given a
20 full and fair opportunity to participate in all of
21 the economic activities that gaming represents for
22 Philadelphia.

23 In order for the city and its residents to
24 complete a thorough evaluation of the applications,
25 we urge the Board to make public the current and

1 should be the state's job through this Board and the
2 General Assembly.

3 We all must provide the tools necessary to
4 ensure the success of the industry while
5 simultaneously protecting our communities. That is
6 the only way to ensure that gaming is done
7 appropriately.

8 But if we fail to do so, if we fail to
9 address the public's concerns now before the project
10 is built, if we make this about politics rather than
11 about people, if we only consider the bottom line
12 rather than long-term relationship, then we will have
13 guaranteed the failure of this industry and the ill
14 effects will be longlasting and dramatic. Thank you.

15 MR. DIAZ. On behalf of Mayor John F.
16 Street and as City Solicitor, as well as general
17 counsel to the Gaming Task Force, I would like to
18 make a brief closing statement.

19 We believe that gaming, if done correctly,
20 will begin significant economic benefits to
21 Philadelphia in terms of jobs, taxes, and related
22 economic activity in our community.

23 It will be another significant step forward
24 for our city and its booming economy. The City of
25 Philadelphia has made a considerable investment in

1 final license applications as soon as possible, along
2 with specificity on subsequent public comment
3 processes and a licensing timetable.

4 Disclosure will enhance the credibility of
5 the Commonwealth's process for introducing gaming
6 across Pennsylvania.

7 Finally, I would like to emphasize that we
8 will not compromise Philadelphia's cultural, social,
9 and community values. Gaming can and must co-exist
10 with these values.

11 If our efforts are successful, and they
12 must be, the result will be an improved Philadelphia
13 with a touch of gaming.

14 Those conclude my remarks and on behalf of
15 John F. Street, Mayor of Philadelphia, I appreciate
16 the opportunity for the city representatives to be
17 here today to speak to you, the members of the Gaming
18 Control Board and to the Presiding Officer. We thank
19 you for the opportunity.

20 PRESIDING OFFICER MILLER: Thank you very
21 much. Mr. Vallas was scheduled to be the next
22 speaker. He is unable to be here. However, he has
23 submitted written remarks on behalf of the School
24 District of Philadelphia.

25 We would ask that the court reporter enter

1 those remarks into the record, and the transcript of
2 those remarks, the written transcript, will be marked
3 as an exhibit, Exhibit 1 of the City of Philadelphia
4 School Board.

5 At this point, we have concluded with the
6 local government presentations and we will proceed
7 now to legislator presentations. Those speakers will
8 be given five minutes each to make a presentation.

9 Our first speaker will be Representative
10 Harold James. I ask that Representative James please
11 step to the microphone.

12 REPRESENTATIVE JAMES: Excuse me,
13 Mr. Chairman, when the yellow light comes on, how
14 much time do I have?

15 PRESIDING OFFICER MILLER: You'll have 30
16 seconds.

17 REPRESENTATIVE JAMES: Okay. Thank you.
18 Good afternoon, Mr. Chairman and Commissioners.
19 Thank you for allowing me to be able to make my
20 presentation.

21 My name is Harold James. I'm a State
22 Representative of the 186th Legislative District,
23 which covers part of south and southwest
24 Philadelphia.

25 I'm sorry that all of the Commissioners are

1 I would like it to be very clear that I support
2 bringing gaming to Pennsylvania.

3 In March of 2004, when I voted in favor of
4 this legislation that later became Act 71 and I still
5 support the premise of instituting gaming here now.

6 I think the projected revenue generation
7 can be good news for our economy. I feel as a
8 legislator, it was the responsible and wise choice
9 and in the best interest of my constituents and
10 Pennsylvania statewide.

11 However, one thing concerned me. Before I
12 cast my vote and it still concerns me today and that
13 is African American inclusion.

14 Whether purposely or not, the General
15 Assembly, of which I am a proud member, has an
16 extensive history of promising minority inclusion but
17 not following through on its commitment.

18 Often the promise is made is to encourage
19 my vote as well as the votes of other members of the
20 legislative black caucus and to earn our endorsement.

21 I have remained attentive to the dialogue
22 concerning gaming applicants. I look forward to
23 gaming licenses being awarded by year's end.

24 Finally, our residents who have heard the
25 promises of tax reform for nearly two years can see

1 not here. I notice somebody is missing. I just hope
2 that you all make some kind of provisions to make
3 sure they receive all of this information that was
4 given this morning.

5 I think that if this presentation was made
6 to us, all of us as legislators, I think that our
7 vote would have been much more easier in terms of
8 accepting casino gambling here in Pennsylvania.

9 Also, one word that I heard more than
10 anything else here is community. I heard all of the
11 presentations talk about community.

12 So I hope that all of the licensees, if
13 they're not here now, that they have left
14 representatives that can hear from the community as
15 they make their presentations in the next several
16 days.

17 Also, my colleague, Representative Jewell
18 Williams, who was here this morning left his remarks
19 and his consultation with the community and his
20 remarks will be submitted for the record.

21 Also, I wrote an article last July after
22 the presentation and after the vote stating I wasn't
23 feeling it. I would just like to have those remarks
24 submitted later for the record also.

25 So I will begin by thanking you, again, and

1 some perceivable movement toward that end.

2 My concern is ensuring that everyone,
3 including Pennsylvanians of color, have seats at the
4 table and not just the gaming table.

5 Minorities should be afforded a seat at the
6 table at all levels and not just dealing cards at one
7 of them.

8 We should be included in ownership,
9 executive management, and administrative operations.
10 Minority voices should be heard at all levels from
11 ownership to dealership from production to
12 construction.

13 Establishing this industry in the
14 Commonwealth has been a huge undertaking and the
15 people making decisions should reflect our society.

16 While statewide minorities only comprise 15
17 percent of the population, cities like Pittsburgh and
18 Philadelphia, which are both guaranteed slots
19 licenses, have much larger minority populations.

20 Over a quarter of Pittsburgh's nearly
21 350,000 residents are African American. In
22 Philadelphia, over 43 percent of residents are
23 African American. So why not a minority owner in
24 Pittsburgh and one in Philadelphia?

25 Many people have a great deal to gain from

1 instituting gaming. I think no one group should
2 benefit more than others.

3 While African Americans have made great
4 strides in society, primarily by playing catch up, I
5 think it's prudent and wise that we include
6 minorities from the initial implementation of this
7 new industry.

8 I'm always hopeful that the valuable
9 diversity of our state will naturally be reflected in
10 academic, industry, and government without
11 guaranteeing it by law. This is rarely the case.

12 PRESIDING OFFICER MILLER: Your time is up,
13 Representative James. We thank you for your remarks
14 and I ask if you have written remarks --

15 REPRESENTATIVE JAMES: Yeah. Can I submit
16 the rest of them?

17 PRESIDING OFFICER MILLER: Yes, you can
18 submit the written remarks to our court reporter,
19 Hillary Hazlett. I ask that you do that before you
20 leave today.

21 REPRESENTATIVE JAMES: Thank you. I just
22 want to say that we will be glad to follow through on
23 the commitment and --

24 PRESIDING OFFICER MILLER: Representative
25 James, your time is up; and we thank you, sir.

1 Therefore, in an effort to make my
2 constituents -- make sure my constituents have as
3 much information as possible, I have organized small
4 meetings with community leaders directly impacted by
5 these specific locations.

6 Working with the leaders and the applicants
7 themselves, I have been able to provide the tools my
8 constituents need to tackle these projects.

9 Most have begun direct discussions with the
10 developers and nearly all have organized large public
11 meetings to discuss the projects.

12 Like any major development in my district,
13 I do not formulate an opinion about the project until
14 the community has formulated an opinion and has asked
15 for my support.

16 Likewise, throughout this process, I have
17 believed that my job is to provide as much
18 information and logistical support as possible to the
19 residents, without dictating any specific position
20 other than my own unwavering support for
21 neighborhoods.

22 Unfortunately, since I only have five
23 minutes to testify on these four applications, I will
24 not be able to relay all of these voices. There is
25 simply too much to say and too little time.

1 REPRESENTATIVE JAMES: Thank you.

2 PRESIDING OFFICER MILLER: Who is this?
3 Wait. Wait. Sir, could you just step away for a
4 second?

5 The next speaker we have on behalf of his
6 own district is Councilman DiCicco for five minutes.

7 MR. DICICCO: Thank you. Again, good
8 afternoon. My name is Frank DiCicco and I am the
9 Councilman for the First District of the City of
10 Philadelphia.

11 Four of the five slot licenses in the City
12 of Philadelphia are located in my district. They are
13 the Pinnacle, SugarHouse, Riverwalk Casino, and
14 Philadelphia Entertainment Development.

15 It is inevitable that at least one of these
16 applicants will be awarded a gaming license and a
17 casino will be in my district.

18 Based on the law of averages, it is likely
19 that two of these applicants win licenses and that
20 both facilities will be constructed in the heart of
21 the city's river wards.

22 These realizations accompanied by the
23 recognition that the city has never enjoyed site
24 selection ability have many of my constituents
25 rightfully concerned.

1 Instead, I will submit at a later date
2 written testimony and will step aside shortly so that
3 others can be heard.

4 These people are the ones who live in these
5 neighborhoods. They work here, sleep here, and play
6 here.

7 They have dedicated their lives to their
8 neighborhoods and their voices are the ones that must
9 be heard. It's their voice that I support.

10 Before I go, however, there is one issue I
11 want to touch on. As you can imagine throughout this
12 process, several concerns have been raised by my
13 constituents, including public safety, community
14 reinvestment, public access, and parking.

15 While all of these issues are vital to my
16 residents' quality of life and all of these concerns
17 must be addressed by the city or by the state, the
18 No. 1 concern from every resident is traffic and
19 congestion.

20 Delaware Avenue, also known as Columbus
21 Boulevard, already experiences significant delays.
22 On the northern end, the site of SugarHouse and
23 Pinnacle facilities, the new Girard Avenue
24 interchange will help alleviate some of these
25 concerns.

1 Unfortunately, this interchange is years
2 from completion, and unless this project is
3 expedited, the neighborhood surrounding these sites
4 will be severely impacted.

5 I would ask that if one of these sites is
6 awarded a license that this Board in conjunction with
7 the city, our state elected officials, and our United
8 States senators and congressman encourage PennDOT and
9 FHA to move forward on the Girard Avenue project as
10 quickly as possible.

11 The traffic concerns surrounding these two
12 sites within the first district are more severe. I
13 question the operators' ability to be able to address
14 these issues.

15 Again, I will submit greater details in
16 writing later on. I have no doubt, however, that you
17 will hear from my constituents in detail about some
18 of these traffic concerns, especially those in the
19 southern part of the district.

20 These concerns weigh so heavily that sites
21 neighboring communities have created a coalition of
22 civic and business associations who are in an
23 outright opposition to these sites.

24 While the leadership of this coalition has
25 not included my office in their plans, I do support

1 would both do that, Councilman Nutter.

2 Do you swear or affirm that the testimony
3 you're about to give shall be the truth, the whole
4 truth, and nothing but the truth, so help you God?

5 THE WITNESSES: I do.

6 PRESIDING OFFICER MILLER: Councilman
7 Miller, you may proceed.

8 MS. REED MILLER: Thank you and good
9 afternoon. Good afternoon, I am Councilwoman Donna
10 Reed Miller. I represent the 8th Councilmanic
11 District of Philadelphia. For those familiar with
12 the city, my district reaches from Chestnut Hill East
13 across Roosevelt Boulevard to Broad Street and
14 encompasses Germantown, Nicetown, Tioga and half of
15 the Allegheny West neighborhood.

16 The real promise of the Trump gaming
17 application is not that it can be used not only for
18 the 82 acre Budd site but also lead to the economic
19 development of approximately another 200 acres of
20 inner city brown fields to the south and east of this
21 proposed locations.

22 Though my councilmanic district does not
23 include the casino itself, I do represent the
24 neighborhoods contiguous to the site and those who
25 will benefit the most from the opportunity this

1 their efforts and will provide them with whatever
2 information or aid I can to help them reach their
3 goals.

4 I only have 50 seconds left. Okay. To
5 ensure that my constituents' quality of life is not
6 devastated, I must maintain an open dialogue with the
7 operators and with the neighborhoods.

8 I can only hope that the state allows the
9 city to maintain some land use, to help assist in
10 this process, and that Speaker Perzel,
11 Representatives Taylor and Keller recognize that by
12 voting to preempt the entirety of the city zoning
13 control not only harms the city as a whole, but will
14 also help to devastate people who they were elected
15 to serve.

16 I wish I had more time. I'll abide by your
17 wishes.

18 PRESIDING OFFICER MILLER: Councilman, we
19 thank you very much.

20 The next legislator speaker will be City
21 Councilman Donna Reed Miller. Councilman Miller, I
22 note you have not been sworn.

23 Councilman Nutter, I note you have not been
24 sworn. I would ask that if you would please raise
25 your hand and we can do that very quickly. If you

1 development will bring.

2 The Tioga and Allegheny West neighbors in
3 particular have been very enthusiastic in their
4 support of this potential economic development
5 engine.

6 The Budd manufacturing site straddles the
7 old Conrail corridor, which was the critical
8 transportation line that connected all of the old
9 manufacturing sites for this Allegheny West/Hunting
10 Park West business corridor.

11 Without exception, all of those
12 manufacturers are gone and struggle to replace them
13 has not gone well. There have been several
14 initiatives from city, state, and Federal government
15 to create Enterprise Zones, Keystone Opportunity
16 Zones, Business in our Sites Zones and Renewal
17 Community Zones.

18 But these have only been modestly
19 successful in relationship to total devastation and
20 need of the area.

21 I firmly believe that the 82 acre Budd site
22 was successfully redeveloped with or without the
23 insertion of this casino. There is no doubt that the
24 presence of TrumpStreet will expedite the development
25 of this location and the surrounding neighbors to the

1 benefit of residents.

2 I'm just going to condense some of my
3 testimony and just submit the full written because
4 it's about nine minutes. I see you're sticking to
5 five.

6 But in a much larger sense, the
7 neighborhoods adjoining this old Conrail corridor in
8 the Hunting Park industrial area need an incredible
9 amount of sustained investment to ever have hope of
10 redeveloping this larger brown field industrial area.

11 There's a real upside of the sustained
12 investment that a casino would bring to this section
13 of the city.

14 Beyond the larger dream of redeveloping
15 inner city North Philadelphia, there stand a number
16 of components, which will impact the good, bad, and
17 ugly on the surround community.

18 First, the good. TrumpStreet is composed
19 of a reliable team of representatives who have been
20 responsive to myself and my constituents. These
21 representatives have been accessible and willing to
22 listen.

23 Second, increase security. The addition of
24 150 to 200 member security force will help reduce
25 crime in the surrounding community.

1 Certainly, crime will be adequately
2 addressed on the casino premise itself, but this
3 additional police presence patrolling in cooperation
4 with the 39th Police District will enable us to make
5 the adjoining neighborhood safer.

6 In addition, new lighting fixtures, street
7 improvements, including pavement, would be completed
8 on the surrounding roadways around the casino.

9 Third, job opportunities. TrumpStreet
10 promises to bring more than 900 new jobs with yearly
11 payroll of 31 million. These will be quality jobs
12 with living wages and benefits.

13 On top of these positions, the
14 entertainment complex planned for the casino,
15 including retail and dining options, will provide an
16 additional 400 jobs. The construction aspect of the
17 proposal promises 1300 jobs.

18 It's my understanding that TrumpStreet will
19 maximize the use of local supplies and vendors
20 including minority and woman-owned businesses in all
21 phases of this development.

22 A fourth positive I see coming is
23 increasing the options in retail, dining and
24 entertainment activities for the neighborhood.

25 It is my experience in all of my years of

1 community involvement that every new development
2 brings with it challenges.

3 A primary concern for our neighborhoods and
4 large developments of this nature is always traffic
5 in an area that is already pretty heavily trafficked,
6 but I am sure that TrumpStreet work the community as
7 they have been doing for many months.

8 Issues with eminent domain are on the minds
9 of many neighbors when new development gets planned.
10 Same is true of my constituents.

11 The fact is no land or homes will be taken
12 by TrumpStreet. I know it's part of their
13 application.

14 We're concerned about an increase in
15 drivers under the influence; and certainly, we're
16 concerned about gambling addiction.

17 I'll end. I see TrumpStreet as a catalyst
18 for neighborhood growth and if we can all work
19 together in the process, I support the Trump's
20 application because I believe the good far outweighs
21 the bad and the balance TrumpStreet --

22 PRESIDING OFFICER MILLER: Councilwoman
23 Miller, your time is up. We truly thank you for your
24 remarks. We do welcome that you submit your written
25 testimony to our court reporter for inclusion into

1 the record.

2 MS. REED MILLER: Okay. Thank you.

3 PRESIDING OFFICER MILLER: Thank you very
4 much, ma'am.

5 Next speaker is Councilman Michael Nutter.

6 MR. NUTTER: Good afternoon. My name is
7 Michael Nutter. I'm a member of the Philadelphia
8 City Council. I represent the 4th Councilmanic
9 District.

10 I'm here to present comments on the
11 proposal by Keystone Redevelopment Partners LLC for a
12 gaming facility at the Budd site.

13 This is generally referred to as the Trump
14 proposal and the site is located within the 4th
15 Councilmanic District.

16 I would like to note that this site is on
17 the border of the 8th Councilmanic District, which is
18 represented by Councilwoman Donna Reed Miller.

19 Many of the adjacent residential
20 communities such as Nicetown, Tioga, and Southwest
21 Germantown, which will be affected by the development
22 of a gaming facility at this location, are within the
23 8th Council District.

24 These neighborhoods are working together
25 with the Multi-Community Alliance, the Resident

1 Coalition, the Abbottsford Homes Tenant Council, and
2 the East Falls Community Council, which are within
3 the 4th Councilmanic District.

4 Thus, as discussions proceed around the
5 challenges and opportunities of the gaming facility,
6 all day affected communities are working closely
7 together and I am working with my colleague,
8 Councilwoman Miller.

9 Let me begin by also thanking the
10 Pennsylvania Gaming Control Board for this
11 opportunity to speak.

12 I would also reiterate that the 75 acre
13 Budd site and the neighborhood surrounding the site
14 need revitalization.

15 The communities need public and private
16 investment. The residents need job opportunities and
17 neighbors need access to viable goods and services.

18 Many exciting development opportunities are
19 underway at the Budd site through the efforts of
20 preferred real estate and the leadership of Michael
21 O'Neill.

22 The Salvation Army of Greater Philadelphia
23 plans to open an \$80 million community center on the
24 12 acre site at the Budd site.

25 This facility will include a gym, a pool,

1 Residential investments are also being
2 explored. Thus, there is an opportunity for the
3 gaming facility to be a part of a larger
4 comprehensive revitalization strategy.

5 However, this opportunity must be safe and
6 guided by the affected communities in order to ensure
7 that this becomes an economic catalyst for all and
8 not just a financial windfall for a casino operator.

9 Therefore, I'm asking that you, the members
10 of the Gaming Control Board, view your role as a
11 partner with these neighbors and that you make the
12 licensing decisions on the basis of the following
13 factors:

14 The financial viability of the proposal,
15 the management expertise of the operator, and a
16 legitimate commitment to the neighborhood partners,
17 which is embodied in a community benefits agreement.

18 There have been a series of meetings and
19 discussions between Keystone Redevelopment Partners
20 and the surrounding neighborhood associations.

21 There has been a sincere effort by all
22 parties to develop a community benefits agreement but
23 more work needs to be done.

24 All of the parties have worked in good
25 faith to try and reach a reasonable and respectful

1 performance space, and playing fields is made
2 possible by a generous grant from the Kroc
3 Foundation.

4 Temple Hospital is also locating offices at
5 the Budd site. Thus, revitalization is happening but
6 much more needs to occur.

7 The Keystone proposal anticipates the
8 creation of 905 new full-time jobs. Numerous local
9 vendors and suppliers will also be needed to support
10 the operations of a gaming facility.

11 The gaming developer has engaged in
12 discussions with the community and is willing to
13 commit to providing significant opportunities for
14 local residents and minority-owned and woman-owned
15 business enterprises.

16 The proposed gaming facility will utilize
17 only 18 acres of a 75 acre site. Thus, there are
18 tremendous opportunities for additional complimentary
19 development.

20 I have already mentioned the Kroc Center
21 and Temple Hospital. In addition, I am aware of the
22 Preferred Real Estate and Keystone Redevelopment
23 Partners are actively pursuing a supermarket, retail
24 development, and a retail bank branch, as an example
25 of additional proposed development at this site.

1 conclusion. However, opposition remains due to the
2 seriousness and legitimate concerns surrounding
3 traffic, parking, congestion, and crime.

4 I would stress that the traffic issues,
5 congestion, and ingress and egress to this site is a
6 very critical issue, which requires more work.

7 Thus, there are many challenges and
8 opportunities; but if we are serious about this
9 proposal and the underlying commitments, then by
10 working together we can make it work.

11 I am committed to making it work but only
12 if there is a community benefits agreement with the
13 depth and detail and commitment necessary to ensure
14 that this proposed gaming facility stimulates
15 positive growth for the affected neighborhoods.

16 To reiterate, this community does not need
17 gaming to be revitalized, but this community needs to
18 be revitalized and gaming may play a critical role
19 but not the only role.

20 I'm asking that you empower this community
21 to make a stake in its own revitalization. You have
22 the power to ensure that the gaming industry does for
23 Philadelphia and Pennsylvania what has never fully
24 been done in virtually any other city in America,
25 which is to be a true catalyst for neighborhood

1 revitalization, economic empowerment, job growth, and
2 community partnership. Thank you for this.

3 PRESIDING OFFICER MILLER: Councilman,
4 thank you very much.

5 That concludes the legislator part of our
6 presentation. We will now proceed to the community
7 group.

8 I would ask that the first community group
9 speaker, Reverend Jesse Brown, Jr., please proceed to
10 the microphone. You have ten minutes.

11 REPRESENTATIVE BROWN: Thank you, Mr. Chair
12 and to the members of the Board, Gaming Control
13 Board. My name is Reverend Jesse Brown. I have
14 pastored in three churches in the area of North
15 Philadelphia that surrounds the Budd Commerce Center.
16 My comments will be toward the TrumpStreet project.

17 I served at 30th and Diamond Street in
18 Strawberry Mansion area of North Philadelphia for
19 more than ten years.

20 I served at Mediator Lutheran Church at
21 28th and Cambria for another two and a half years,
22 and I've served at Redeemer Lutheran Church in East
23 Falls for another 18 months over my tenure as pastor
24 here in the city.

25 The North Philadelphia Community and

1 neighborhood.

2 To this date, contrary to what I heard from
3 Councilwoman Miller and some of the other
4 representatives, a welcome mat has not been put out
5 for Trump in our neighborhood.

6 I also happen to live in Tioga, Nicetown
7 and have for the last 18 years on 16th Street. So we
8 are in regular contact with all of our neighbors and
9 community members around these and many other issues
10 that directly affect or directly impact the well
11 being and the social issues of our community.

12 We strongly urge the Pennsylvania Gaming
13 Control Board to reject the Budd Commerce Center as a
14 proposed slot parlor.

15 This slot parlor is inconsistent with the
16 development of North Philadelphia as a
17 family-friendly community.

18 We are also well aware that two slot
19 parlors will be forced on us in Philadelphia,
20 disappointing as this may be in a national -- NPCBI
21 will continue to carry out its mission to protect the
22 community against predatory business practices.

23 The Gaming Control legislation was so
24 poorly written that it does next to nothing to
25 protect neighborhoods and communities from the

1 Business Initiative has as part of its mission to
2 promote the transformation of North Philadelphia and
3 to create a strong business -- business community and
4 protect the community against predatory business
5 practices.

6 We think of gambling as being that kind of
7 the predatory business. We serve communities of
8 Hunting Park, Glenwood, Allegheny West,
9 Franklinville, Strawberry Mansion, Francisville,
10 Tioga, Nicetown, Brewerytown, and areas close on the
11 east side of Broad.

12 The members of this organization have
13 participated in more than five community meetings and
14 that number is now much -- actually, higher than
15 that. It's closer to 15 community meetings.

16 They have heard the representatives of
17 Trump and Mr. O'Neill talk to us about the
18 development of the Budd Commerce Center.

19 The membership of the organization numbers
20 somewhere in the range of 75 to 100 depending on
21 which mailing list we happen to use.

22 They regularly participate in a community
23 forum, which takes place once a month to discuss
24 issues within the community and we were doing this
25 long before the TrumpStreet project came to our

1 negative impact of gambling.

2 In closed -- in my remarks is a full list
3 of conditions that we believe that must be in place
4 to help minimize the negative impact of slots parlors
5 in our neighborhoods.

6 A few of these include these, that we
7 establish a code of conduct for the marketing,
8 advertising and promotional practices of gambling.

9 That the indoor facilities should be smoke
10 free to protect the health and well being of both the
11 staff and patrons and issue monthly statements for
12 all those who are enrolled in the player reward-type
13 programs or comp programs. We believe if people know
14 what they're spending that some will choose not to
15 spend and hopefully will choose not to get in trouble
16 with their spending.

17 Provide receipts for all transactions, like
18 any other business does in the state. When
19 installment funds are used for gambling, the casino
20 should be required to return those funds to its
21 rightful owners or the estate and that no research
22 about gambling or effects of gambling should be under
23 the influence or control of the gambling industry.

24 I hope that great weight will be placed on
25 the voices of the community, even if this means that

1 the Pennsylvania Gaming Control Board declines to
2 issue a license to the Budd site.

3 I also have one question that I hope the
4 Chair at some point will be about to ask, if you were
5 me and you wanted to stop this from coming, what
6 would be the requirements to stop a casino from
7 coming into my neighborhood? Thank you.

8 PRESIDING OFFICER MILLER: Thank you for
9 your remarks, Reverend.

10 The next speaker will be Irv Ackelsberg
11 representing Southwest Germantown Neighbors'
12 Association.

13 MR. ACKELSBURG: Good afternoon. My name
14 is Irv Ackelsberg. I'm a co-chair of the Southwest
15 Germantown Neighbors' Association, 1 of the 25 or so
16 community groups comprising the Multi-Community
17 Alliance that was referenced before, the MCA.

18 I'm here to tell you why my neighbors and I
19 are opposed to the TrumpStreet Casino development,
20 which is actually located on Henry and Roberts
21 Avenue, not on the Hunting Park of the Budd site as
22 was represented in the Trump video this morning.

23 Our corner of Lower Germantown is bordered
24 by Wissahickon Avenue on one side and FernHill Park
25 and the Route 1 expressway on the other.

1 cannot forget our experience recently with a
2 nightclub that operated for about a year on
3 Wissahickon Avenue.

4 We dread the thought of all-night partying,
5 carloads of gamblers nursing their losses and heading
6 home through our neighborhood in search of an
7 expressway entrance or a lawn in which to throw a
8 beer can.

9 We were eager to join groups from North
10 Philadelphia and East Falls, when the MCA first came
11 together this past fall.

12 We followed closely their successful fight
13 last year to prevent a portion of the Budd site on
14 Wissahickon Avenue from beginning a school bus depot
15 for Lower Marion Township.

16 When Ralph Wynder, the leader of that
17 effort, came to one of our monthly meetings in
18 Germantown and described the possibility of a slots
19 parlor just a few blocks away, we were eager to get
20 involved.

21 Over the last several months, this
22 involvement with MCA has been a source of tremendous
23 satisfaction.

24 I now realize that the casino proposal has
25 produced one very surprising and hopefully lasting

1 We are a quiet residential community of row
2 houses and twins. We're integrated both racially and
3 economically.

4 We enjoy affordable homes, a beautiful and
5 historic park. We enjoy the convenience of a quick
6 trip down to Center City of our Route 1.

7 We love our neighborhood, and through our
8 community association we have worked hard to maintain
9 a sense of unity and pride.

10 The slots parlor site is just a few blocks
11 from the Roberts Avenue side of FernHill Park. From
12 Wissahickon and Manheim, even from my own third
13 floor, we now can see Center City. It's a beautiful
14 view.

15 The proposed lit smoke stack structures of
16 TrumpStreet would be superimposed on that view.
17 Arriving and departing gamblers would inevitably use
18 the already congested Route 1 and as an alternative
19 route Wissahickon Avenue.

20 On the weekends, the Roberts and
21 Wissahickon intersection becomes a virtual parking
22 lot for softball players, picnickers, and their
23 families.

24 The additional traffic from the casinos
25 will indeed be difficult; but most important, we

1 effect, an awareness of our common destiny and
2 interconnectedness.

3 Communities that once regarded the Budd
4 site as a dividing line have started meeting with
5 each other frequently in our respective schools,
6 churches, and living rooms.

7 Miraculously, we have started dreaming
8 together what those abandoned factory buildings and
9 train tracks might actually become. We have
10 discovered unity across borders and we like the
11 feeling.

12 When the Trump Organization started making
13 presentations to the MCA, they seemed to acknowledge
14 this unity and challenged us to listen to their plans
15 with an open mind and I think we did so.

16 We studied their proposal. We did some
17 research of our own. We even began to negotiate with
18 Trump over a possible community benefits agreement in
19 the event they were granted but we remain skeptical.

20 As we refuse to jump on the casino
21 bandwagon, as we rejected versions of a community
22 benefits agreement that were contingent of us
23 appearing here at this hearing and embracing the
24 project, Trump shifted gears.

25 Now, it's precisely our unity that they

1 have started to attack. Despite acknowledging in
2 their application that the MCA is the relevant
3 community, they have begun to search different, more
4 malleable community partners.

5 They have been paying people to take around
6 pro-Trump petitions. They're courting member groups
7 of our coalition.

8 They have staged meetings for the purpose
9 of creating the perception of wide support. Last
10 week, they canceled the scheduled negotiating session
11 with the MCA.

12 After stating in a public meeting last
13 September that they don't want to be in a community
14 that doesn't want them, they have apparently set out
15 to create a community that will accept them.

16 Now, we don't blame Trump or any of the
17 other applicants for trying to make money. That's
18 what they are. They're profit seeking enterprises,
19 nothing more, nothing less; but this Board has a duty
20 to protect the public by considering the facts, not
21 the hype.

22 Over the course of these hearings, you'll
23 hear from various groups and individuals associated
24 with the MCA explaining to you our concerns for
25 Southwest Germantown, North Philadelphia and East

1 acknowledge that. We need the jobs.

2 Assuming those who need the jobs the most
3 actually get the jobs, and that's not something that
4 will happen without an enforceable agreement with the
5 community, you have to balance the positive effects
6 on the households getting those jobs against the
7 negative effects in the other households in the
8 community that will suffer the consequences of having
9 convenient gambling only five minutes away.

10 As Donald Trump himself admitted in a Miami
11 Herald interview 12 years ago, and I quote, people
12 will spend a tremendous amount of money at the
13 casinos, money they normally spend on buying a
14 refrigerator or a new car. Local businesses will
15 suffer because they will lose customer dollars to the
16 casino, end quote.

17 Our second point regarding the argument
18 that the project will stimulate other development,
19 here, too, we're skeptical.

20 There is no tourist or entertainment going
21 on around the Budd site. We doubt that a company
22 that has been in bankruptcy twice in the last decade
23 will have the means to create such an economy all by
24 itself.

25 On the other hand, as you heard from

Falls.

2 This casino presents more risk than it does
3 promise. Among others, we will be making these four
4 essential points.

5 First, that in weighing the costs and
6 benefits of putting a casino in a residential area,
7 the dangers of gambling as an activity outweigh the
8 benefits of gambling as a source of employment.

9 Two, that viewing the TrumpStreet project
10 as a positive economic engine for future development
11 makes little sense in a residential area with no
12 tourism assets and with existing development plans
13 going in a different direction.

14 Three, that transforming our neighborhood
15 into the home of a gambling and entertainment
16 district, even if successful from a revenue
17 standpoint, would have substantial quality of life
18 costs that will require carefully planned safeguards.

19 Fourth, that a community benefits agreement
20 should not be used as an additional trinket dangled
21 by a casino operator as a means to buy community
22 support, rather it should be a required component of
23 each and every license.

24 On the first point, the main community
25 benefit argument is the creation of 905 jobs. We

1 Councilman Nutter, there are very promising signs of
2 investment on the Budd site that has already started.

3 You heard the Temple Healthcare Center, the
4 state-of-the-art Salvation Army Rec Complex. We've
5 recently heard there's a condo and supermarket deal
6 around the corner.

7 None of these exciting commitments will
8 create any synergies whatsoever with the TrumpStreet
9 proposal, and we believe they'll stimulate further
10 investments of a far more positive variety.

11 Moreover, there are undoubtedly developers
12 out there, who unlike the Trump organization will see
13 the unifying energy as the MCA as an asset to be
14 partnered with, not an obstacle that needs to be
15 broken down.

16 Our third point that we've been skeptical
17 about, the assumption that this will become a
18 destination. That north -- that affluent gamblers
19 from the suburbs will travel to our community.

20 We're skeptical. Our fear is that our
21 community will supply not just the workers but the
22 gamblers.

23 Even if a destination gambling
24 entertainment district would emerge in our
25 neighborhood, what would that do to our neighborhood?

1 Would the transformation of the
2 neighborhood that Donald Trump promised in that video
3 this morning be good for us?

4 We ask you to find another example around
5 the country where a casino has been plunked down
6 right in the middle of a residential urban community
7 and where that community thrived rather than decayed?

8 Don't just rely on the investors to tell
9 you what will happen to our quality of life. Search
10 out existing research. If there are safeguards that
11 would be necessary to preserve our neighborhoods,
12 then please make sure those safeguards are
13 instituted.

14 There is simply too much at stake here to
15 turn our neighborhoods into guinea pigs for the
16 Commonwealth's gambling experience.

17 Lastly, if you're going to place a casino
18 in our neighborhood despite our concerns, you must
19 empower us to get the best deal we can from the
20 developers.

21 A community benefits agreement should not
22 be treated as a quid pro quo for our support. It
23 should be a prerequisite imposed by this Board on all
24 licensees.

25 You should make sure that all applicants

1 Pennsylvania Synod of the Evangelical Lutheran Church
2 in America.

3 I am here today to speak to you against the
4 proposed slot parlor by TrumpStreet Casino and
5 Entertainment Complex and Keystone Redevelopment
6 Partnership, LLC.

7 Fortunately, most of my remarks were just
8 spoken, so I will bear you the repeating. The people
9 of Redeemer and Epiphany, the Southeastern
10 Pennsylvania Synod and the Evangelical Lutheran
11 Church in America are people committed to peace.

12 We are committed to peace in our world,
13 peace in our city, peace on our streets, and peace in
14 our homes.

15 We are people committed to end violence in
16 all forms. Human to human violence has been in
17 existence since humans have lived together.

18 People who are poor and vulnerable have
19 long experienced life as nasty, brutish, and short.
20 Now, those who thought they were privileged and
21 protected are also haunted by violence.

22 Many of the young who were previously
23 sheltered from exposure to violence are not only
24 entertained by violence but are increasingly both its
25 victims and its perpetrators.

1 include a community's benefit agreement as a
2 condition of obtaining a license, making sure that
3 the community partner in this process is a
4 broad-based, independent community representative,
5 not a show piece created by a gaming company or a
6 local political machine.

7 Having already begun to engage a licensed
8 applicant in this process, we at MCA and Southwest
9 Germantown would be glad to offer our experience to
10 the Board concerning what these agreements might
11 cover.

12 I thank you for the opportunity to comment.
13 PRESIDING OFFICER MILLER: Thank you very
14 much for those remarks.

15 Our next speaker will be Reverend Timothy
16 Muse. I ask that the Reverend please approach the
17 microphone.

18 MR. MUSE: Good day. Members of the
19 Pennsylvania Gaming Commission Board and people of
20 the region, I thank you for the opportunity to speak
21 with you today pertaining to the issue at hand.

22 I am the Reverend Timothy Muse, pastor of
23 Redeemer and Epiphany Lutheran Church in the East
24 Falls neighborhood of Philadelphia.

25 We are congregations of the Southeastern

1 People who are poor, people who are of
2 color, and who live in Center City areas and inner
3 city areas are typically the most pervasively and
4 deeply affected by violence.

5 However, the disintegrating social
6 structures and values have occasioned turbulence that
7 affects people of every class, of every color and
8 every locality.

9 Violence is everybody's problem, and we are
10 working very hard in the East Falls community to help
11 preserve it from excessive violence. We need your
12 help.

13 The City of Philadelphia is a city that is
14 saturated with violence. Everyday murders,
15 shootings, and other forms of violence are discussed
16 on the news.

17 Even now only three months into 2006, the
18 murder rate is projected to be higher than it was
19 last year.

20 Our citizens are killing each other and the
21 Government is struggling to keep up. Strategy and
22 directions have not come forth from those who should
23 be pouring massive resources into dealing with the
24 saturation of violence.

25 The placement of slot parlors will not be

1 an avenue to curb the violence that perpetuates our
2 streets.

3 Slot parlors are not the answer to dealing
4 with the violence we are facing within our cities and
5 in our neighborhoods.

6 At best, the slot parlors will maintain the
7 status quo and \$300 million investment in the East
8 Falls neighborhood and in Northwest Philadelphia to
9 maintain the status quo is a poor investment in the
10 future of our city.

11 Massive resources need to be refocused to
12 deal with the issues of violence, issues of jobs,
13 issues of securities, issues of taxes have all been
14 discussed. I will save you from hearing them again.

15 We do know that gambling does have the
16 negative impacts on the human family, the human
17 community. Love for the next jackpot, love for the
18 next big hit, love for better odds can replace love
19 for family, love for children, and love for brothers
20 and sisters and the lives of those who have problems,
21 problems that are very difficult.

22 Many people have problems and neighborhoods
23 begin to collapse through foreclosure of homes and
24 compulsive gambling, the issues that need to be
25 addressed and have not been adequately put forward

1 the neighborhood. They will take the revenues
2 elsewhere, the revenues promised for the people of
3 the neighborhood.

4 East Falls and Northeast Philadelphia is
5 not a natural tourist destination. There are
6 establishments to support its local residents. It is
7 not suited to deal with an overflow of people and
8 traffic.

9 East Falls is not the place to build an
10 establishment such as this. Northwest Philadelphia
11 does not need this influence to affect its economic
12 or its moral future.

13 The job of Government is to do what is best
14 for the people it serves. Sometimes that means
15 Government makes decisions that people agree with.
16 Sometimes that means Government makes decisions that
17 people don't agree with but are clearly best for the
18 people.

19 Sometimes it means the Government must
20 refrain from making decisions that may look good and
21 benefit Government but will not benefit the people it
22 serves.

23 Gambling has been approved in this state by
24 the Government against what is best for all people.
25 Now, it is time for you to make at least a good

1 particularly by TrumpStreet as they prepare to enter
2 into the neighborhood.

3 Thus, it brings me to say that East Falls
4 and Northwest Philadelphia is unable to support a
5 slot parlor and all that a slot parlor brings.

6 East Falls is a residential neighborhood.
7 Its streets, as it had been said before, were not
8 designed to handle the amount of traffic that is
9 anticipated.

10 Henry Avenue and the other side streets are
11 already overflowing with cars. Homes and streets in
12 this area were not designed for the high traffic
13 volume either.

14 They will receive negative sound and wear,
15 property values will decrease. Those who have
16 invested their lives in this neighborhood will not
17 have their lives enhanced by TrumpStreet locating a
18 slot parlor at Roberts and Henry.

19 The neighborhood being residential does not
20 have adequate support for this endeavor, the gas
21 stations, restaurants, shopping areas, and other
22 retail centers that will serve those who come to the
23 slot parlor.

24 Once those attending the slot parlor leave
25 the parking lot, they will take the revenues out of

1 decision and make sure that the slot parlors are
2 placed where they will be utmost beneficial.

3 May the creator of the universe guide you
4 as you struggle with this decision. Thank you for
5 the opportunity to speak today.

6 PRESIDING OFFICER MILLER: Thank you very
7 much for your remarks. Our next speaker will be
8 Robert C. Blackburn, representing the Whitman
9 Council.

10 MR. BLACKBURN: Good afternoon,
11 Mr. Chairman, Pennsylvania Gaming Control Board
12 members. My name is Robert Blackburn. I'm the
13 president of Whitman Council Neighborhood Group and a
14 member of the Riverfront Communities United, a
15 coalition representing eight neighborhood groups and
16 one business association in Center City and South
17 Philadelphia.

18 Whitman is a neighborhood advisory council
19 that contracts with the Philadelphia Office of
20 Housing and Community Development to provide housing
21 and quality of life services to residents of
22 Philadelphia living south of Snyder Avenue and East
23 of 6th Street.

24 I'm here to offer testimony on the proposed
25 Foxwoods slot parlor to be located at Delaware Avenue

1 and Reed Street in South Philadelphia.

2 Of the five applicants for the two stand
3 alone gaming licenses that will be awarded, I have no
4 doubt that you, the members of the Pennsylvania
5 Gaming Control Board, the fulfillment of your duties
6 as Board member in the pursuit of your obligation to
7 the taxpayers of Pennsylvania will easily conclude
8 that this site is, by far, the least desirable of the
9 five sites proposed.

10 A comparison of the five proposals
11 published in yesterday's Philadelphia Inquirer was
12 quite clear.

13 The Foxwoods site would cost \$10 million
14 more to develop at \$410 million than the next most
15 extensive site, \$110 million more to develop than two
16 other sites and more than \$170 million more than the
17 least extensive site plan.

18 With all of that money being spent, one
19 might think that the tax dollars generated by
20 Foxwoods would be more substantial than the tax
21 dollars generated at the other sites.

22 After all, that is what legalized gaming in
23 Pennsylvania is supposed to be all about, isn't it?
24 Generating revenue to ease the burden of Pennsylvania
25 taxpayers.

1 Well, if a person made that assumption in
2 the case of Foxwoods, they would be wrong. Foxwoods
3 would generate less tax revenue than three of the
4 four other applicants.

5 The only applicant that they would surpass
6 in tax revenue generated, they do so barely, 200
7 million to 194 million in combined state and city
8 taxes in the initial phase.

9 An additional cost to be calculated is the
10 social cost of the neighborhoods around each of the
11 sites that will be brought to bear through a
12 reduction in our quality of life.

13 Few things are more central to a person's
14 quality of life than their home. Ed Goppelt on the
15 well-known Philadelphia website Hallwatch.org cites a
16 1998 study conducted by the University of Nevada.
17 Las Vegas have found that nearby homes experience a
18 4.6 percent drop in value when a casino moved into
19 the neighborhood.

20 Using sales data from 2005, Hallwatch noted
21 that the population living within one mile of
22 Foxwoods is 8 percent larger than the next most
23 densely populated site area and over 75 percent
24 larger than each of the other three site areas.

25 There are more homes within one mile of

1 Foxwoods than any of the other four sites. There is
2 more square footage of residential property within a
3 mile of Foxwoods than any other site.

4 Applying the Nevada findings, Hallwatch
5 concludes that the potential total loss in property
6 value to the communities around Foxwoods amounted to
7 over \$109 million, more than double the loss that
8 would be suffered in any other community now being
9 considered for a gaming site. It's not even close.

10 I first met representatives of Foxwoods in
11 a meeting they held in South Philadelphia on February
12 28th, 2006.

13 When the initial invitations for this
14 meeting were sent, although Whitman would be one of
15 the areas to be affected mostly, strangely enough, we
16 didn't get an invitation.

17 When I found out about the meeting and
18 decided to show up anyway, I found out why. It seems
19 that Foxwoods' solutions to the numerous profound
20 traffic problems presented by this project were to
21 reroute the majority of traffic coming to and leaving
22 from the site through our neighborhood.

23 The representative of Foxwoods explained
24 that they were going to reeducate their customers
25 that use I-95. They were going to discourage them

1 from exiting near Washington Avenue and would
2 encourage them instead to use the off ramps in the
3 Whitman community.

4 As for the customers coming from New
5 Jersey, they would discourage them from using the
6 Benjamin Franklin Bridge and would instead encourage
7 them to use the Walt Whitman Bridge bringing more
8 traffic through our already congested streets.

9 When Foxwoods finally released their
10 traffic study on March 3rd, 2006, their traffic map
11 included designations for the neighborhoods of Old
12 City, Society Hill, Queens Village, Pennsport. There
13 was no designation for the Whitman community.

14 It seems in the eyes of Foxwoods, all our
15 neighborhood was good for was the routing of I-95 and
16 bridge traffic.

17 Contrary to what Foxwoods' traffic
18 engineers may think, Whitman is a thriving
19 neighborhood of middle and working class families in
20 thousands of neat row homes.

21 We have had to endure more than our fair
22 share of commercial development on our eastern
23 perimeter, developments like big box realtors and
24 adult entertainment facilities that attract customers
25 that access these sites by using an addition to I-95

1 and the Walt Whitman Bridge, our neighborhood
2 streets.

3 I ask the Gaming Board to not forget, as
4 Foxwoods' traffic engineers did, that South
5 Philadelphia between the Delaware and Schuylkill
6 Rivers is one of the most densely populated areas in
7 the city filled with senior citizens, housewives, and
8 blue collar workers. These are the types of people
9 who go to slot parlors, not the high rollers and
10 resort destination types Foxwoods would have you
11 believe are going to be attracted to their
12 illusionary 500 room hotel, spa, and conference
13 center.

14 Foxwoods knows better than anyone who is
15 going to be attracted to a slot parlor. They know a
16 large number of them will not be using I-95 or the
17 Walt Whitman. They will be using Oregon Avenue and
18 Porter Street, Wolf Street, and Snyder Avenue;
19 streets that are already choking on the big box
20 outlet and strip club bound traffic.

21 Once they finally do get to Delaware
22 Avenue, they'll be joining thousands of cars and
23 trucks already there, traffic that oftentimes now
24 result in gridlock.

25 The only other solutions to traffic

1 problems on Delaware Avenue offered by Foxwoods is in
2 addition to their plan to reroute traffic through
3 Whitman is to lobby to have an additional I-95 ramp
4 constructed in Pennsport, the community to the north
5 of Whitman.

6 Anyone who lives near 95 in South
7 Philadelphia and remembers the construction of the
8 existing ramps knows that the best case scenario from
9 ramp construction would be five to six years. What
10 are we to do in the meantime with all the traffic
11 generated by Foxwoods?

12 What about the substantial pedestrian
13 traffic that must cross Delaware Avenue to access the
14 retail outlets on the east side?

15 What about the delays in the truck and rail
16 to and from the several thriving port facilities
17 within one mile of Foxwoods that are so vital to the
18 thousands of longshoreman who live in the Whitman
19 community?

20 What about the relays that this gridlock
21 will cause for emergency vehicles, such as police,
22 fire, ambulance, and other special emergency
23 vehicles?

24 Finally, just a word about good corporate
25 citizenry. I have read accounts in the local

1 newspapers over the past several weeks about detailed
2 proposals from community -- for community development
3 made by four of the five gaming licensed applicants.

4 Don't take my word for it. Go online.

5 Search the archives of the Inquirer and the Daily
6 News, and you will find stories on proposals made to
7 affect communities by every potential slot parlor
8 operator but one, Foxwoods.

9 All we have from Foxwoods is a vague
10 commitment that 42 percent of the slot parlors'
11 profits will go to charity, charities controlled by
12 the principal owners of the project.

13 They propose nothing for the community, and
14 even the 42 percent of the profits pledge is dubious
15 in that Foxwoods is the only one of the applications
16 who according to yesterday's Inquirer refused to
17 estimate the revenue that they would generate when
18 they submitted their application.

19 Delaware and Reed is the wrong place for
20 the slot parlor but the esteemed members of the
21 Gaming Control Board don't need me to tell them that.
22 The facts speak for themselves. Thank you.

23 PRESIDING OFFICER MILLER: Thank you very
24 much for that presentation. We're going to take a
25 short 15-minute recess at this point, at which time

1 we will reconvene and begin the individual speakers.
2 Thank you.

3 (Break.)

4 PRESIDING OFFICER MILLER: This hearing is
5 now reconvened. Please take your seats. We are
6 ready now for the individual speakers who will speak
7 for three minutes each. Please be quiet and take
8 your seats. Thank you. Thank you.

9 Our first individual speaker is Reverend
10 Judith T. Beck. I ask Reverend Beck to please step
11 to the microphone.

12 MR. BECK: I'm the Reverend Judith T. Beck.
13 I'm the associate director of St. Peter's Episcopal
14 Church, Third and Pine Street for Family Life. I
15 live in East Falls. I live on Henry Avenue, less
16 than half a mile from the proposed Budd site.

17 What I wish to speak to very quickly are
18 those who have not been mentioned in these interviews
19 so far today, and that is the children and the youth
20 that live in our neighborhood.

21 I wish to leave you with some statistics,
22 and I submitted the full compliment of them that to
23 me make it not only inappropriate but unconscionable
24 to think about having a slots casino at its proposed
25 site in East Falls.

1 That is that the casinos will fall in the
2 middle -- right in the middle of eight residential
3 neighborhoods, 25,000 residents, 10,000 households,
4 approximately 5,000 children and youth under the age
5 of 18, and 22 percent of the population is below the
6 poverty line.

7 What is even more important to take into
8 consideration is the fact that there are three high
9 schools within five blocks of this proposed site, the
10 Randolph Career Center, 408 students right next to
11 the casino if it isn't moved by the casino itself,
12 the Mercy Vocational High School, 415 students two
13 blocks away on Henry Avenue, Rhodes High School and
14 Middle School, 6 through 11 to B-12, there are 652
15 students five blocks away.

16 That is a total of 1475 young people going
17 back and forth and having to negotiate the traffic,
18 the casino gambling, all the effects of that industry
19 on a very much at-risk population.

20 I have -- you know, I have many statistics,
21 you've heard them today, of the effects of alcohol
22 and gambling on families.

23 I work with families. I know that the
24 effect of gambling is a rising concern nationally on
25 youth. It was a subject of the Early Show, January

1 the money, power the drinks, wash the laundry, and
2 clean the house, among other jobs.

3 We appreciate the opportunity to speak to
4 the issue of job quality in the gaming industry and
5 the need for the Board to be vigorous in assessing
6 the plan of each applicant to create quality, living
7 wage jobs and the central role that unionization will
8 play in achieving quality jobs in Philadelphia's
9 casino.

10 Unite Here in partnership with many gaming
11 companies across the US has created a standard of
12 living for gaming workers that is unparalleled to the
13 service sector.

14 Over the years, we have spent some time
15 studying most notably in the context of the National
16 Gambling Impact Study Commission the kind of jobs
17 communities can expect unionized gaming facilities
18 are present.

19 The unmistakable conclusion is that where
20 gaming jobs are union, they are lifting people into
21 the middle class, providing for healthcare for
22 families and a secure retirement.

23 In healthcare, our members enjoy full
24 family healthcare coverage entirely paid for by the
25 casino employer. Less than 10 percent of service

16th, CBS.

2 There are countless documents but one
3 study, Delaware found, quote, 8th graders who gamble
4 three times more likely than non-gamblers to have
5 stolen money, beer, be involved in a fight,
6 shoplifting, and gotten into trouble.

7 Then there is the Naomi Post, the
8 children's report this week and I have the details of
9 that. These are at-risk, gunshot wounds, homicides
10 in our neighborhoods with children.

11 We do not need the casinos further -- for
12 further deterioration of our neighborhoods. I live
13 there as well.

14 PRESIDING OFFICER MILLER: Thank you very
15 much for your comments.

16 The next speaker is Lynne Pava Fox.

17 MS. PAVA FOX: Good afternoon. My name is
18 Lynne Fox. I'm a manager of the Philadelphia Joint
19 Board of Unite Here.

20 We represent 10,000 workers in
21 Philadelphia. Unite Here also represents 100,000
22 gaming workers across the country from Las Vegas to
23 Atlantic City, Detroit, Mississippi and riverboats
24 throughout the midwest.

25 Our members cook and serve the food, change

1 workers in this country have comparable health
2 insurance.

3 Our retirement benefits, our members
4 covered by a defined benefit pension plan that is,
5 again, entirely paid for by employer contributions.

6 With the wages from the unionized casinos,
7 gaming workers can buy homes and cars and send their
8 children to college and meaningfully participate in
9 their communities.

10 I also point out that we have
11 state-of-the-art training programs and other
12 initiatives that we jointly pursue with gaming
13 industry employers.

14 Our political leaders and this Board have
15 required each applicant to submit a plan detailing
16 how its proposal will lead to quality, permanent jobs
17 among other employment related information.

18 There are very few criteria on which to
19 assess applicants that will impact the city more than
20 the quality of these permanent jobs, and Unite Here
21 is the mechanism for ensuring good job quality in the
22 casinos.

23 I did want to mention in particular the
24 Trump proposal and the Riverwalk Planet Hollywood
25 proposal.

1 Unite Here has had a very successful and
2 cooperative partnership with both companies for
3 years.

4 We represent the workers at all of their
5 casinos, and their unionized employees enjoy the
6 wages and benefits I mentioned earlier.

7 Thank you for the opportunity to address
8 the Board on this critical, economic development
9 component. We have had a chance to talk
10 substantively and we will provide the Board --

11 PRESIDING OFFICER MILLER: Thank you very
12 much for those remarks.

13 MS. PAVA FOX: -- with a written update on
14 that. Thank you very much.

15 PRESIDING OFFICER MILLER: Once again, the
16 Board invites written comments to be included in the
17 evidentiary record up until June 2nd.

18 The next speaker is Ron Gatewood. I'm
19 sorry. I'm sorry. Charles Baker.

20 MR. BAKER: Good afternoon. My name is
21 Charles Baker. I'm a relief cook at Trump Taj Mahal
22 in Atlantic City. I'm a proud member of Unite Here.
23 Thank you for the opportunity to tell you a little
24 bit about my employment at Trump Hotel and Casino and
25 what it has meant for me and my children.

1 myself because I'm sick. I have asthma.

2 Without all of this and casinos, that
3 wouldn't exist. I would have to be on welfare. My
4 family would be on welfare. Thank you for the
5 opportunity to speak before you now.

6 PRESIDING OFFICER MILLER: Thank you,
7 Mr. Baker. We would ask that the demonstrations be
8 please be kept to a minimum.

9 Next speaker is Mr. Ron Gatewood.

10 MR. GATEWOOD: Good afternoon, everyone.
11 My name is Ron Gatewood. I'm currently employed at
12 Trump Plaza and Taj Mahal Casino industry. I also
13 sit on the Executive Board for Unite Here as an
14 executive trustee.

15 For myself, I've been employed for 20 years
16 with Trump Organization. It's been very fruitful for
17 myself and my family, venturing to Atlantic City to
18 work with the industry and finding there has been
19 jobs with no healthcare and no benefits and little
20 pay, that I have been very successful in the ventures
21 that has been in front of me.

22 I have been able to purchase two homes and
23 the adventure of being employed with the Trump
24 Companies within the last 20 years, one in the
25 Atlantic City area, also one in the Camden area.

1 Excuse me. I'm a little nervous. I think
2 it would be useful -- I think it will be useful to
3 tell you and look at the track record of Trump Hotel
4 and Casino as it's petitioning for a license in
5 Philadelphia.

6 Trump Taj Mahal and my union, Unite Here,
7 have a real partnership in Atlantic City, which for
8 me and my co-workers has meant a good quality of life
9 and plenty of opportunities.

10 I was born and raised in Atlantic City
11 before casinos came to Atlantic City in 1970. There
12 were very few jobs around. They did exist with low
13 wages, no benefits, part-time, dead-end jobs. I
14 should know because I did enough of them.

15 After leaving Atlantic City and go to the
16 New Jersey Job Corps, I came back to Atlantic City
17 and joined a hotel and casino where I learned a JD
18 and a trade.

19 I started out as a food runner on the
20 bottom of the scale, worked my way up to pantry, cook
21 and relief, I'm presently employed at Taj Mahal after
22 16 years.

23 And together with Taj Mahal, I have
24 excellent benefits, retirement, pension plan. I can
25 take care of my family, healthcare coverage for

1 Other avenues that had opened up to be able
2 to give back to the community as I have been involved
3 with mentoring high school students, a culinary
4 program in teaching, apprenticeship program, which is
5 a two-year program to allow students to come in at
6 above the entry level of benefits and the minimum
7 wage.

8 Also, I've been involved with the Juvenile
9 Justice Commission for the state of New Jersey to
10 allow the high-risk young people to be trained by the
11 Trump Organization to have better jobs and also
12 benefits for the family.

13 I'm a prime example of fruitful entity of
14 what has happened here with the organization coming
15 into Atlantic City and also you allowed them to come
16 into Philadelphia for your community. Thank you.

17 PRESIDING OFFICER MILLER: Thank you very
18 much.

19 Our next speaker is Mr. Gordon Linton.
20 Is Richard Boles here?

21 Mr. Linton, you may proceed to the
22 microphone.

23 MR. LINTON: Thank you very much,
24 Mr. Chairman and members of the Board. My name is
25 Gordon Linton. I'm currently a senior advisor and

1 vice president at WageWorks Incorporated, the
2 nation's largest provider of commuter benefits.

3 I previously served for seven years as the
4 Federal Transit Administrator, the President's top
5 official for the National Public Transportation
6 Policy in the Clinton Administration.

7 Prior to that, I served for close to seven
8 terms -- six terms in the Pennsylvania House of
9 Representatives. I have the distinction of having
10 served on two Board of Directors of Transit
11 Authorities, the Southeastern Pennsylvania Transit
12 Authority and currently the Washington Metropolitan
13 Transit Authority.

14 I was asked by the operators of the
15 Riverwalk Casino to examine the potential uses of
16 public transportation as a traffic mitigation
17 strategy.

18 This review attempts to examine the
19 regional public transportation services available to
20 the Riverwalk Casino, Delaware waterfront location,
21 opportunities to utilize the expanded and existing
22 public transportation services and to develop public
23 transportation demand side strategies to mitigate
24 increased vehicular traffic.

25 The proposed Riverwalk Casino, which is to

1 be established as a slots only gaming facility, will
2 be located on the Delaware waterfront on Pier 27,
3 31, 32, 33, 34, and 35 in the City of Philadelphia.

4 The proposed development will consist in
5 its entirety of 5,000 gaming units with 3,000
6 deployed in Phase I and an additional 2,000 in Phase
7 II.

8 The proposed facility will include a
9 multi-story parking structure for 3,200 cars. The
10 parking structure will be utilized for VIP gamers,
11 self park, charter buses, and services for the
12 disabled.

13 The proposed site located along the
14 Delaware waterfront at the terminus of Spring Garden
15 Street north of the Ben Franklin Bridge will provide
16 excellent highway access via I-95 in the northeast
17 and southwest and on and off ramps of 95 relatively
18 nearby.

19 Bridges to New Jersey are located to the
20 north and south of the location as well. The
21 proposed site of the Riverwalk Casino has access to a
22 vast regional transit infrastructure, which includes
23 SEPTA, PATCO, and New Jersey Transit.

24 In addition, RiverLink ferries operated by
25 the Delaware River Port Authority provide waterborne

1 linkage to New Jersey with access to PATCO and New
2 Jersey Transit as well.

3 In conclusion, I would like to summarize,
4 since I don't have as much time to go through my
5 entire statement, that the Riverwalk Casino provides
6 access to a comprehensive transportation network,
7 which can be accessed at the Frankford Market
8 Elevated Station at Second Street --

9 PRESIDING OFFICER MILLER: Mr. Linton,
10 unfortunately, your time is up but we do welcome your
11 written remarks to be included in the record, and you
12 can hand them to the court stenographer for that
13 inclusion.

14 MR. LINTON: Three minutes comes pretty
15 quickly.

16 PRESIDING OFFICER MILLER: It does.

17 MR. LINTON: Thank you.

18 PRESIDING OFFICER MILLER: Is Mr. Richard
19 Boles here?

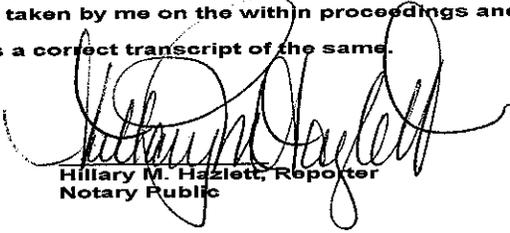
20 Not having heard from Mr. Boles, I will say
21 that the Gaming Control Boards continues to desire
22 written comments from members of the public and
23 community groups. We will accept those comments up
24 until June 2nd.

25 The public speakers and community group

1 speakers registered for today have been concluded.
2 This hearing is now in recess. We'll reconvene at
3 8:30 a.m. tomorrow morning, April 11th. Thank you
4 all very much.

5 (The hearing concluded at 3:25 p.m.)
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1 I hereby certify that the proceedings and
2 evidence are contained fully and accurately in the
3 notes taken by me on the within proceedings and that
4 this is a correct transcript of the same.



Hillary M. Hazlett, Reporter
Notary Public

11 COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Hillary M. Hazlett, Notary Public
City Of Harrisburg, Dauphin County
My Commission Expires Sept. 29, 2007
15 Member, Pennsylvania Association Of Notaries

<p>\$</p> <p>\$1</p> <p>[3] 15:15 66:14 120:25</p> <p>\$1.2</p> <p>[1] 36:2</p> <p>5</p> <p>152:7</p> <p>0</p> <p>[1] 217:13</p> <p>\$100</p> <p>[2] 50:10 50:18</p> <p>\$109</p> <p>[1] 219:7</p> <p>\$110</p> <p>[1] 217:15</p> <p>\$130</p> <p>[1] 66:14</p> <p>\$133</p> <p>[1] 35:7</p> <p>\$170</p> <p>[2] 119:17 217:16</p> <p>\$2</p> <p>[3] 68:22 119:19 131:5</p> <p>\$2.3</p> <p>[1] 152:12</p> <p>\$20</p> <p>[1] 93:16</p> <p>\$200</p> <p>[1] 14:9</p> <p>\$220</p> <p>[1] 105:9</p> <p>\$246</p> <p>[1] 35:6</p> <p>\$25,000</p> <p>[1] 12:20</p> <p>\$250</p> <p>[1] 50:21</p> <p>\$254</p> <p>[1] 35:23</p> <p>\$27,000</p> <p>[1] 12:20</p> <p>10:8</p> <p>JO</p> <p>[2] 92:4 213:7</p> <p>\$4,500</p> <p>[1] 44:20</p> <p>\$40,000</p> <p>[1] 36:17</p> <p>\$410</p> <p>[1] 217:14</p> <p>\$420</p> <p>[1] 35:23</p> <p>\$450</p> <p>[2] 33:16 34:8</p> <p>\$5</p> <p>[2] 62:4 66:17</p> <p>\$50</p> <p>[1] 93:22</p> <p>\$500</p> <p>[1] 50:19</p> <p>\$500,000</p> <p>[1] 68:23</p> <p>\$53</p> <p>[1] 36:15</p> <p>\$6</p> <p>[1] 14:2</p> <p>\$60</p> <p>[1] 115:7</p> <p>\$660</p> <p>[1] 68:18</p> <p>\$7</p> <p>[1] 18:18</p> <p>\$70</p> <p>[2] 65:23 107:4</p> <p>\$700</p> <p>[1] 155:16</p> <p>5</p> <p>4:15</p> <p>[1] 193:23</p>	<p>\$800</p> <p>[2] 84:10 155:18</p> <p>\$900</p> <p>[1] 124:18</p> <p>0</p> <p>051028-AA</p> <p>[1] 167:13</p> <p>1</p> <p>1</p> <p>[16] 16:1 43:24 44:1 44:18 45:24 46:7 57:8 65:25 66:7 153:4 177:3</p> <p>184:18 201:15 201:25</p> <p>202:6 202:18</p> <p>1,000</p> <p>[2] 26:16 107:5</p> <p>1,340</p> <p>[1] 36:6</p> <p>1.3</p> <p>[1] 116:6</p> <p>1.8</p> <p>[1] 116:7</p> <p>10</p> <p>[4] 1:8 2:3 168:16 227:25</p> <p>10,000</p> <p>[4] 132:7 156:2 225:3 226:20</p> <p>100</p> <p>[6] 44:15 44:25 59:25 73:19 99:15 198:20</p> <p>100,000</p> <p>[2] 131:18 226:21</p> <p>106</p> <p>[1] 2:22</p> <p>109</p> <p>[1] 2:23</p> <p>10:30</p> <p>[1] 8:6</p> <p>10th</p> <p>[1] 5:11</p> <p>11</p> <p>[5] 20:1 122:18 126:1 128:23 225:14</p> <p>112</p> <p>[1] 2:24</p> <p>117</p> <p>[1] 2:25</p> <p>11th</p> <p>[1] 236:3</p> <p>12</p> <p>[10] 20:19 34:12 34:23 97:1 102:12 103:22 104:25 105:5 193:24 207:11</p> <p>120</p> <p>[1] 55:12</p> <p>1200</p> <p>[2] 23:25 105:16</p> <p>121</p> <p>[1] 3:3</p> <p>1250</p> <p>[1] 26:5</p> <p>127</p> <p>[1] 3:4</p> <p>12:30</p> <p>[1] 8:8</p> <p>1300</p> <p>[3] 67:3 105:16 190:17 135</p> <p>[1] 3:5</p> <p>139</p> <p>[1] 3:6</p> <p>14</p> <p>[5] 97:1 102:12 103:22 111:19 153:11</p> <p>140</p> <p>[1] 55:11</p> <p>1475</p> <p>[1] 225:16</p> <p>15</p>	<p>[7] 95:7 110:18 153:13 153:22 155:22 180:16 198:15</p> <p>15-minute</p> <p>[1] 223:25</p> <p>150</p> <p>[2] 15:10 189:24</p> <p>1500</p> <p>[6] 15:12 26:4 29:13 34:12 83:22 102:3</p> <p>153</p> <p>[1] 3:7</p> <p>155</p> <p>[1] 153:12</p> <p>16</p> <p>[1] 230:22</p> <p>1600</p> <p>[1] 30:11</p> <p>164</p> <p>[1] 3:8</p> <p>1650</p> <p>[1] 14:12</p> <p>16th</p> <p>[2] 199:7 226:1</p> <p>17</p> <p>[3] 18:22 26:15 147:1</p> <p>1700</p> <p>[1] 16:9</p> <p>177</p> <p>[1] 3:9</p> <p>18</p> <p>[7] 2:4 27:12 123:10 194:17 197:23 199:7</p> <p>225:5</p> <p>182</p> <p>[1] 3:10</p> <p>186th</p> <p>[1] 177:22</p> <p>187</p> <p>[1] 3:11</p> <p>192</p> <p>[2] 3:12 3:13</p> <p>194</p> <p>[1] 218:7</p> <p>1950s</p> <p>[1] 145:8</p> <p>1970</p> <p>[2] 12:17 230:11</p> <p>1970s</p> <p>[1] 145:9</p> <p>1976</p> <p>[1] 18:17</p> <p>1978</p> <p>[2] 78:13 79:24</p> <p>1990</p> <p>[1] 117:23</p> <p>1992</p> <p>[1] 74:25</p> <p>1996</p> <p>[1] 14:1</p> <p>1998</p> <p>[2] 16:6 218:16</p> <p>1999</p> <p>[2] 62:25 140:23</p> <p>1:15</p> <p>[2] 138:20 138:21</p> <p>1:30</p> <p>[1] 8:8</p> <p>2</p> <p>2</p> <p>[5] 7:21 15:7 40:8 48:25 93:21</p> <p>2,000</p> <p>[5] 24:3 26:12 28:17 83:19 234:6</p> <p>2,500</p> <p>[1] 83:8</p> <p>2.2</p> <p>[1] 20:13</p> <p>2.5</p> <p>[2] 137:13 138:5</p> <p>20</p>	<p>[7] 51:6 89:16 129:19 137:9 138:5 231:15 231:24</p> <p>20,000</p> <p>[1] 59:23</p> <p>200</p> <p>[5] 16:13 55:8 187:19 189:24 218:6</p> <p>200,000</p> <p>[1] 15:8</p> <p>2001</p> <p>[1] 119:9</p> <p>2003</p> <p>[3] 19:23 65:2 120:14 2004</p> <p>[3] 5:17 154:17 179:3</p> <p>2005</p> <p>[4] 76:5 118:4 147:1 218:20</p> <p>2006</p> <p>[6] 1:8 4:18 5:11 212:17 219:12 220:10</p> <p>2009</p> <p>[1] 143:7</p> <p>201</p> <p>[1] 3:14</p> <p>216</p> <p>[1] 3:15</p> <p>22</p> <p>[4] 20:8 27:12 55:18 225:5</p> <p>224</p> <p>[1] 3:16</p> <p>226</p> <p>[1] 3:17</p> <p>229</p> <p>[1] 3:18</p> <p>23</p> <p>[4] 2:5 13:9 15:6 32:18</p> <p>231</p> <p>[1] 3:19</p> <p>234</p> <p>[1] 3:20</p> <p>24</p> <p>[1] 59:21</p> <p>24-hour</p> <p>[1] 151:6</p> <p>24/7</p> <p>[1] 104:24</p> <p>240</p> <p>[1] 50:13</p> <p>25</p> <p>[5] 13:1 51:4 127:6 156:4 201:15</p> <p>25,000</p> <p>[2] 156:3 225:3</p> <p>250</p> <p>[1] 165:13</p> <p>2500</p> <p>[1] 16:4</p> <p>27</p> <p>[2] 99:8 234:2</p> <p>275</p> <p>[1] 55:13</p> <p>2800</p> <p>[1] 26:10</p> <p>28th</p> <p>[2] 197:21 219:12</p> <p>29</p> <p>[1] 64:21</p> <p>2nd</p> <p>[3] 4:18 229:17 235:24</p> <p>3</p> <p>3</p> <p>[3] 7:22 159:24 159:25 3,000</p> <p>[13] 15:8 17:7 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<p>400,000</p> <p>[1] 165:14</p> <p>408</p> <p>[1] 225:10</p> <p>415</p> <p>[1] 225:12</p> <p>42</p> <p>[6] 2:8 73:15 91:20 92:2 223:10 223:14</p> <p>43</p> <p>[2] 2:9 180:22</p> <p>44</p> <p>[1] 65:3</p> <p>441.2</p> <p>[1] 5:18</p> <p>45</p> <p>[2] 60:7 155:25</p> <p>46</p> <p>[1] 2:10</p> <p>4700</p> <p>[1] 16:12</p> <p>48</p> <p>[1] 18:20</p>	<p>49</p> <p>[1] 2:11</p> <p>4th</p> <p>[3] 192:8 192:14 193:3</p> <p>5</p> <p>5</p> <p>[5] 7:24 35:22 155:21 155:23 165:14</p> <p>5,000</p> <p>[6] 13:24 120:25 122:25 130:14 225:4 234:5</p> <p>50</p> <p>[5] 68:24 108:5 140:19 158:3 186:4</p> <p>50,000</p> <p>[1] 156:1</p> <p>500</p> <p>[3] 18:18 26:15 221:12</p> <p>501(c)3</p> <p>[1] 40:10</p> <p>51</p> <p>[1] 2:12</p> <p>52</p> <p>[1] 111:20</p> <p>53</p> <p>[1] 107:6</p> <p>54</p> <p>[2] 33:25 121:25</p> <p>55</p> <p>[1] 158:25</p> <p>58</p> <p>[1] 65:2</p> <p>6</p> <p>6</p> <p>[4] 28:4 90:9 155:24 225:14</p> <p>60</p> <p>[5] 8:14 16:9 55:9 65:23 155:13</p> <p>600</p> <p>[1] 155:18</p> <p>65,000</p> <p>[1] 30:5</p> <p>652</p> <p>[1] 225:14</p> <p>67</p> <p>[1] 18:20</p> <p>68</p> <p>[1] 83:20</p> <p>69</p> <p>[1] 65:3</p> <p>6:00</p> <p>[1] 6:13</p> <p>6th</p> <p>[1] 216:23</p> <p>7</p> <p>7,000</p> <p>[1] 13:24</p> <p>70</p> <p>[3] 2:13 72:6 73:2</p> <p>700</p> <p>[2] 119:20 157:18</p> <p>71</p> <p>[2] 5:17 179:4</p> <p>72</p> <p>[1] 2:14</p> <p>74</p> <p>[1] 2:15</p> <p>75</p> <p>[8] 60:6 60:11 69:1 151:1 193:12 194:17 198:20 218:23</p> <p>7500</p> <p>[1] 60:12</p> <p>76'ers</p> <p>[2] 47:22 109:20</p> <p>78</p> <p>[1] 2:16</p>
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