

PENNSYLVANIA GAMING CONTROL BOARD

PUBLIC INPUT HEARINGS

OMNI WILLIAM PENN HOTEL  
530 WILLIAM PENN PLACE  
PITTSBURGH, PENNSYLVANIA

APRIL 18, 2006, 8:30 A.M.

BEFORE:

MARY DIGIACOMO COLINS

JEFFREY W. COY

TAD DECKER, CHAIRMAN

JOSEPH "CHIP" MARSHALL, III

KENNETH McCABE

SANFORD RIVERS

WILLIAM SIMMONS, PRESIDING OFFICER

LORRAINE K. TROUTMAN, RPR  
REPORTER - NOTARY PUBLIC

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PRESIDING OFFICER SIMMONS: Good morning. Please take your seats.

I am William T. Simmons, Hearing and Appeals Officer, with the Pennsylvania Gaming Control Board and the Presiding Officer for the Public Input Hearing.

Before we begin, I would like to make a few housekeeping remarks. Please turn off all cell phones, beepers and Blackberries, so as to not disturb the speakers or others in the audience.

I would like to remind you that if you choose, you may make written comments to be included as part of the evidentiary record of these public input hearings.

These written comments are an alternative to live testimony and may be submitted at this hearing or any of our other live hearings, or you may download it from our website and mail it to the Board.

We will be accepting written comments until June 2nd, when the evidentiary record will be closed.

As you may have observed, there are a number of media representatives present for this

1 hearing today. The meeting has been furnished  
2 with our protocols and we expect that they be  
3 observed.

4 No signs on sticks, poles or anything  
5 else that might pose a danger to others is  
6 permitted inside of the hearing room.

7 At this time, would everyone please  
8 rise and join me in the Pledge of Allegiance.

9 (All present complied.)

10 PRESIDING OFFICER SIMMONS: Thank you.

11 Once again, I am William T. Simmons,  
12 the Presiding Officer of this Pennsylvania  
13 Gaming Control Board public input hearing.

14 The April 18th, 2006 public input  
15 hearing at Pittsburgh by the Pennsylvania Gaming  
16 Control Board is now coming to order.

17 This hearing is convened by the  
18 Pennsylvania Gaming Control Board pursuant to  
19 the authority of Act 71 of 2004 and the PCGB  
20 regulations, Section 441.2.

21 The Board is present as a panel  
22 composed of the following members: To my  
23 immediate right is Chairman Tad Decker; to his  
24 right is Mary Collins; and to her right is  
25 Sanford Rivers. To my immediate left is Chip

1 Marshall; and to his immediate left is Kenneth  
2 McCabe.

3 Ex-officio Treasurer, Bob Casey, is  
4 represented at this hearing by J. Terry Kostoff,  
5 who is a Deputy State Treasurer for fiscal  
6 operations.

7 Our stenographer this morning is  
8 Lorraine Herman, and our clerk for the Board is  
9 Mickey Kane.

10 We want to thank the Omni William Penn  
11 Hotel for making this facility available for the  
12 hearing. Their cooperation and hard work has  
13 been essential in the bringing of this public  
14 input hearing to Pittsburgh today and also the  
15 public input hearings planned for tomorrow.

16 This is one of the statewide series of  
17 Pennsylvania Gaming Control Board public input  
18 hearings designed to allow applicants for  
19 operator gaming licenses to simultaneously  
20 present their plans before the Gaming Control  
21 Board and the public.

22 These hearings will allow individual  
23 members of the public, community groups, elected  
24 officials and local government representatives  
25 to express their thoughts and share their

1 concerns with the Board.

2 The hearing will continue until the  
3 conclusion of the last scheduled speaker  
4 registered for today's hearing is heard, but in  
5 no event later than 6 p.m., whichever comes  
6 first.

7 We will be taking a break at  
8 approximately 10:30 a.m. after the applicants  
9 have made their presentations. We will also  
10 break for lunch at approximately 1:00. After  
11 that, we will come back and resume and then take  
12 a mid-afternoon break.

13 The rules and code of conduct for this  
14 public input hearing are posted inside and  
15 outside of the hearing room and on the PCGB  
16 website, and it will be strictly enforced and  
17 adhered to by all participants.

18 The Board expects, and it is my  
19 responsibility to insist, that courtesy prevail  
20 among the audience, presenters and all speakers;  
21 therefore, audience outbursts are not permitted,  
22 and I respectfully ask your assistance in  
23 complying with this courtesy for each speaker.

24 Vocal expressions from the audience  
25 complicate the task of assuring each speaker the

1 use of the time for which he or she has prepared  
2 and will make the stenographer's task much more  
3 difficult. So let's do our best to let the  
4 registered speakers be heard.

5 Much will be said here today and each  
6 of us will expect that we are all interested and  
7 able to hear. Speakers will not be interrupted  
8 and will be permitted to speaker no longer than  
9 their allotted time.

10 If I determine that any behavior is  
11 disruptive to this hearing, I will call a recess  
12 and resume the hearing upon the restoration of  
13 order.

14 Persons who refuse to acknowledge and  
15 obey the authority of the presiding officer may  
16 be asked to leave the room and the area.

17 The order of the presentations today  
18 will be as follows: Category II slot facility  
19 operator license applicants in this order:  
20 Number one, IOC Pittsburgh, Inc., Isle of Capri;  
21 number two, PITG Gaming, LLC, Majestic Star;  
22 number three, Station Square Gaming, LP,  
23 Harrah's Station Square casino.

24 Next will be legislators, including  
25 council persons; number three will be local

1 government entities; number four, community  
2 groups and individual members of the public.

3 The operator license applicants are  
4 permitted to speak for up to 40 minutes. At  
5 the conclusion of these presentations, the Board  
6 will recess, as I stated before. Legislative  
7 officials, including counsel persons, will each  
8 have not more than five minutes to speak.

9 The Allegheny County chief executive  
10 and the Pittsburgh Mayor will be speaking for a  
11 combined total of 30 minutes.

12 Spokespersons for community groups may  
13 speak for up to ten minutes, and members of the  
14 general public may speak for up to three  
15 minutes.

16 Each speaker will begin his or her  
17 remarks by stating his or her name, the  
18 municipality and state within which he or she  
19 resides, and the name of the entity on whose  
20 behalf he or she will speak.

21 All speakers will be sworn in at one  
22 time at the conclusion of my remarks.

23 To assist all of us in adhering to the  
24 time limits for each speaker, and to assist us  
25 in having as many speakers heard in the time

1 that we have available today, an electronic  
2 spotlight timer is located on the stage directly  
3 in front of me.

4 The green light indicates the speaker's  
5 time has started. When the light turns yellow,  
6 30 seconds remain of the allotted time and the  
7 speaker should wrap up the presentation. For  
8 the applicants, the yellow light will indicate  
9 three minutes. When the light turns red, a  
10 beeping sound will begin and the speaker must  
11 stop speaking and leave the microphone.

12 If anyone has any questions about the  
13 hearing or future hearings, please see a member  
14 of our staff stationed at the sign-in area at  
15 the back of the room. We welcome and need your  
16 full attention and cooperation throughout this  
17 hearing.

18 Finally, should it be necessary for you  
19 to converse with someone who is also attending  
20 this hearing, please have your conversation out  
21 in the hallway or in the outer room.

22 Thank you for your attention and  
23 cooperation. I now ask those of you who are  
24 registered and signed in to speak today, please  
25 stand and raise your right hand to be sworn.

1 (All present speakers complied.)

2 PRESIDING OFFICER SIMMONS: Do you  
3 solemnly swear or affirm that the evidence and  
4 testimony you are about to present today shall  
5 be the whole truth and nothing but the truth, so  
6 help you God?

7 THE WITNESSES: I do.

8 MR. JACK: You may be seated. Thank  
9 you very much. Will the presenter of the IOC  
10 Pittsburgh, please identify yourself and proceed  
11 with your presentation. I think it is Mr. Tim  
12 Hinkley.

13 MR. HINKLEY: Good morning. My name is  
14 Tim Hinkley. I reside in Ocean Springs,  
15 Mississippi. I am the president and chief  
16 operating officer of the Isle of Capri Casinos,  
17 based out of Biloxi, Mississippi.

18 And I want to thank the Gaming Board  
19 for this opportunity and your time this morning.  
20 We are here today to present one of the largest  
21 economic developments in the history of western  
22 Pennsylvania.

23 Representing the Isle of Capri today in  
24 person is Mr. Bernie Goldstein, our Chairman of  
25 the Board; Allan Solomon, our executive vice

1 president; Les McMackin, who is our Senior Vice  
2 President of Marketing; Robert Boone, Vice  
3 President of Human Resources and Risk  
4 Management; and Dick Meister, who is our Vice  
5 President of Construction and Design.

6 Also representing us today from  
7 Pittsburgh First is the Reverend James Simms,  
8 and from Nationwide Realty Investors, Mr. Brian  
9 Ellis, who is their president.

10 Today we will tell you about the Isle  
11 of Capri Casinos and the Isle Pittsburgh, who we  
12 are, and why we are the best applicant for the  
13 Pittsburgh license and the only applicant with  
14 100% casino ownership.

15 From Pittsburgh First's standpoint,  
16 just to introduce, it is a local community  
17 alliance consisting of the Isle of Capri, the  
18 Pittsburgh Penguins, Nationwide Realty Investors  
19 and the surrounding community. Pittsburgh First  
20 was created to bring \$1 billion of investment  
21 that will revitalize the Lower Hill and Uptown  
22 communities, through the creation of thousands  
23 of jobs, new businesses, millions of dollars in  
24 revenue to the city and the county, a  
25 privately-funded, multi-purpose arena and a

1 world-class gaming facility with the best and  
2 the easiest access.

3 Obviously we are an SCC Company, so we  
4 will show disclosure, but one of the more  
5 important things we want to be able to do right  
6 now is show you a video that depicts everything  
7 we are going to talk about today.

8 (Video was played.)

9 MR. HINKLEY: It's an exciting project.  
10 I think we might have shown Sidney Crosby  
11 scoring his 100th point last night.

12 As far as us, we were founded in 1992  
13 in Biloxi, Mississippi, by Bernie Goldstein, our  
14 Chairman.

15 Since then we have created a work  
16 culture based on fun, customer satisfaction and  
17 a mission to be the best.

18 From an experience standpoint and those  
19 Mississippi roads, the Isle has grown into one  
20 of the top ten gaming companies in the country.  
21 We operate in 14 domestic properties, plus one  
22 in the Bahamas. We are a billion-plus dollar  
23 company that is continually growing.

24 From an experience standpoint, we are  
25 pioneers. Our team began River Boat Gaming in

1 Pittsburgh.

2 And we are active in all of the  
3 communities in which we operate, of which Robert  
4 Boone will touch base on in just a little bit.

5 From the standpoint of experience, we  
6 have been around for quite a while, especially  
7 those of us who started in Iowa in 1990. The  
8 depth of our expertise includes all aspects of  
9 gaming, hotel management, food and beverage,  
10 legal, development, the marketing, as well as  
11 the casino operations.

12 Our approach is pretty simple. Our  
13 brand is all about fun. We want our employees  
14 to have fun. We want the people to come join us  
15 to have a great time.

16 When a customer walks into the Isle of  
17 Capri Casinos, they immediately recognize a  
18 tropical brand, our casual themes, the  
19 high-quality amenities and great service.

20 Our approach -- from a marketing  
21 standpoint, our Isle multiplayer card where all  
22 Isle properties can -- people can use that when  
23 they go to them. It allows our guests to visit  
24 any of our casinos to earn points and access  
25 player incentives.

1 Iowa. We opened the south's first casino in  
2 Biloxi. We were even the first US gaming  
3 company licensed in the United Kingdom.

4 As far as our locations, being a  
5 pioneer, our roots go all of the way along the  
6 Mississippi River to the deep south up in the  
7 gulf coast, from the Rockies all of the way to  
8 the Florida peninsula. We have a map depicting  
9 where our properties are located.

10 Strategically, as I said, our company  
11 is continually growing. We just completed a  
12 \$100 million expansion of our \$300-plus-million  
13 Isle, Black Hawk, in Colorado.

14 We are just under way with a \$150  
15 million project at Pompano Park in Pompano  
16 Beach, Florida. We are in the midst of a \$135  
17 million project in Waterloo, Iowa. Currently we  
18 have about \$700 million worth of capital  
19 projects that are under way.

20 One of the keys to our success, well,  
21 we have a great recognizable brand, something  
22 everyone can relate to, a strong consistent  
23 management team that delivers great services  
24 amenities and we know regional gaming; and that  
25 is exactly what we will be great at here in

1 I talked a lot about service. Why?  
2 Because it is our cornerstone. Our brand has  
3 been very successful with repeat visitation. We  
4 build loyalty. We continue to evaluate our  
5 performance and we actively ensure that our  
6 operating procedures are effective.

7 One of the other benefits -- oops. I  
8 beg your pardon. To talk more about our  
9 company, what we do in our culture, I would like  
10 Robert Boone, our Vice President of Human  
11 Resources and Risks, to come up.

12 MR. BOONE: Good morning. I am Robert  
13 Boone, and I reside in Biloxi, Mississippi.

14 The Isle of Capri is committed to  
15 hiring a local work force. More than 90% of the  
16 people that we hire here in Pittsburgh will be  
17 local residents. We are committed to the belief  
18 that diversity in our work force is essential.

19 Our company has an equally strong  
20 policy and commitment to minority and women on  
21 business development. As we move through the  
22 application process, we continue to develop  
23 specific plans to hiring our work force and  
24 purchasing local materials.

25 We are working closely with Reverend

1 Simms, Pittsburgh First and our other  
2 representatives of the Hill District to develop  
3 programs and procedures to ensure that we have a  
4 diverse work force.

5 Overall, 46% of our team members are  
6 minorities; and then management ranks, 48% are  
7 female and 25% are minorities. And to put that  
8 in perspective, in the aggregate, the  
9 communities in which we operate, minorities are  
10 36% of the population.

11 Once an individual joins the Isle of  
12 Capri, they have a variety of training options  
13 available to them. Some programs are required,  
14 others are optional or by recommendation.

15 We also have required training programs  
16 that cover every aspect of operations, from  
17 gaming requirements to food and beverage  
18 operation.

19 In 2000, Isle of Capri was selected as  
20 one of the top 100 gaming companies in training  
21 by Training Magazine. We were the only  
22 publically-held gaming company selected.

23 The Isle of Capri takes a mutual stance  
24 when it comes to unionization. In Pittsburgh,  
25 the Isle has already signed a mutuality

1 agreement, as we believe this is a decision best  
2 held and made by the work force.

3 The Isle culture revolves around fun.  
4 At the Isle of Capri, we consider our team  
5 members part of our Isle family. We may be  
6 obedient to our company; however, our company  
7 culture definitely has that of a small town  
8 feel. We believe that you never get a second  
9 chance to make a first impression with our guest  
10 or team member.

11 We invest in our people. Our  
12 commitment to team members pays off in  
13 employment stability, which increases our  
14 ability to offer guests consistent and durable  
15 experience.

16 The Isle of Capri operates in an  
17 unusually high turnover situation: 50% is the  
18 industry average, and our average is 38%. We  
19 are pretty proud of that. Consistently, IOC has  
20 the lowest turnover of any of our competitors  
21 and all the markets we operate in.

22 The Isle of Capri is committed to  
23 responsible gaming. At the Isle, we take a  
24 responsible gaming seriously.

25 Tim Hinkley, our COO, is a board member

1 of the Board for Responsible Gaming per the AGA.  
2 Our team members are educated about responsible  
3 gaming and are empowered to act accordingly.

4 Our community commitment was put to the  
5 test this year with the deadly hurricane season.  
6 As a company, we were dedicated and committed to  
7 assisting our team members in three states.

8 The damage in some areas was  
9 devastating. In Biloxi alone, we employed  
10 roughly 1100 people. Of those, 125, including  
11 myself, suddenly found themselves homeless.  
12 Initially, we focused on locating our entire  
13 team and ensuring that the company would be  
14 there to assist them.

15 The Isle established an Isle of Capri  
16 relief fund. We originally seeded it to  
17 \$500,000 and raised over a million dollars to  
18 distribute to our team members. To date we have  
19 distributed \$1.8 million to our team members,  
20 helping them in getting their lives back to  
21 normal.

22 We were the only gaming company that  
23 kept our team members on payroll until they  
24 returned to work. We are extremely proud of the  
25 way our team responded to a once-in-a lifetime

1 experience.

2 Our community committee goes beyond  
3 hurricane help. Since we have opened our casino  
4 in 1992, our team members have donated over  
5 196,000 volunteer hours. We are expecting that  
6 same level of commitment here in Pittsburgh.

7 I would like to now introduce Reverend  
8 James Simms, a long-time hill district resident  
9 leading the Pittsburgh First efforts. Reverend  
10 Simms.

11 REV. SIMMS: Thank you.

12 Pittsburgh First is an alliance. It's  
13 an alliance made up of the Isle of Capri, the  
14 Pittsburgh Penguins, Nationwide Realty  
15 Development and, of course, a fourth side of an  
16 alliance is the community.

17 I am a long-time hill resident, and as  
18 a 30-year public administrator, this is both a  
19 providential moment in the history of the city,  
20 in particular the history of the Hill District.

21 As you know, Pittsburgh has made  
22 significant reinvestment in communities adjacent  
23 or at least across the River Bridge from  
24 downtown. Both the north shore, Station Square,  
25 Carson City on the South Side, significant

1 reinvestment has occurred.

2       The communities most contiguous to  
3 downtown have not had the benefit of that  
4 reinvestment. Neither Uptown nor the Hill can  
5 say that it has become more valuable as a result  
6 of reinvestment.

7       This is an opportunity to redo a wrong  
8 that was inflicted on this community 50 years  
9 ago. When 50 years ago we devastated the  
10 community to build an arena, we now have the  
11 opportunity to demolish an arena and rebuild a  
12 community.

13       The plan we are presenting is an  
14 opportunity to create synergy of effort, a  
15 synergy of investment, by the partners in  
16 Pittsburgh First, the Isle, Nationwide, the  
17 Penguins and the community; to create an  
18 impetus, a development of juggernaut, that will  
19 begin to provide an opportunity for  
20 reinvestment, not only as we build a new arena.

21       And as you know, the plan is to deed  
22 that arena as a sports exhibition authority and  
23 present the citizens of Pittsburgh with a public  
24 auditorium, but also to build a world-class  
25 casino, put the arena and casino on the site

1 the Isle of Capri, a million dollars a year  
2 toward reinvestment and community development in  
3 the Hill, particularly focused on business  
4 startup and business retention. That million  
5 dollars is not a one-time injection; but that  
6 million dollars is pledged for the life of this  
7 project. So we look forward to being able to do  
8 that.

9       That reinvestment fund will be  
10 monitored and will be a community-based fund,  
11 with community representatives steering it and  
12 giving it direction.

13       In addition, the Advisory Board of the  
14 Pittsburgh First represents a broad cross  
15 section of community leaders from the civic,  
16 political arena. Also stakeholders from the  
17 Hill District community and Uptown make up that  
18 Board, which give us good direction and good  
19 guidance as we move forward with this most  
20 important project.

21       It is also important to note that  
22 Pittsburgh First is committed to a  
23 community-based recruitment and job training  
24 component.

25       As you heard, the Isle of Capri has an

1 that now is a footprint for the mall arena.

2       On that site, to re-establish the  
3 street bridge that once were the proud streets  
4 of the Lower Hill, and on that site build a  
5 mixed-use, mixed-income development, business  
6 and residential, connect that development with a  
7 green space park -- a passive park will connect  
8 the development to downtown.

9       We believe that that reinvestment will  
10 provide significant revenue, not only for the  
11 city in terms of tax revenues, but also will add  
12 to the synergy of what is happening downtown to  
13 begin to build the fifth and fourth corridor,  
14 connect the Lower Hill and begin to energize  
15 reinvestment from that point into Centre Avenue,  
16 pushing towards what is already happening in  
17 Oakland.

18       We believe in the long run, that this  
19 is the most significant development we will see  
20 in this area in the past 50 years.

21       In my life as administrator, I have not  
22 seen the opportunity to have private investment  
23 in the Hill District in 50 years.

24       Part of our plan is to create a  
25 reinvestment fund, a fund that will be seeded by

1 outstanding record of retaining and nurturing  
2 its workforce. We believe that in the Hill  
3 District is a great place to recruit and train  
4 folks with solid work ethic and a background,  
5 people who want to be trained and want to go to  
6 work.

7       The location is ideal for Uptown and  
8 hill district residents, and those around the  
9 area. It is an area that if you work there, it  
10 is easy to get to. So we are interested in this  
11 opportunity, and we believe we have forged an  
12 alliance that will serve the people of  
13 Pittsburgh and the Commonwealth very well.

14       Pittsburgh First will lead a  
15 development of \$290 million to build a new  
16 arena, without debt service, without a burden on  
17 the taxpayers.

18       Pittsburgh First will build a  
19 world-class casino adjacent to the arena,  
20 creating an opportunity for people to stay in  
21 the area and provide a catalyst for other  
22 businesses to development around that facility.

23       Pittsburgh First will create a  
24 reinvestment fund that will leave the investment  
25 in the hills district to stir business

1 stimulation and revenue.

2 Pittsburgh First will develop a  
3 community-based recruitment and a job training  
4 component. We believe it is extremely important  
5 to developing a labor force that meets the needs  
6 of all of this extensive development.

7 And most importantly, Pittsburgh First  
8 will lead the way in healing a community and  
9 healing a city that has been disjointed. So  
10 many people, thousands in our community, feel  
11 left out and left behind.

12 We believe that Pittsburgh First  
13 provides an opportunity to create that kind of  
14 entity, that kind of hope, and to rebuild a  
15 community that has been devastated the last 50  
16 years, but now has a chance to be reborn as we  
17 move forward with this plan.

18 I thank you for your time. And I will  
19 now introduce Allan Solomon from the Isle of  
20 Capri.

21 MR. SOLOMON: Good morning.

22 Let me tell you more about our project.  
23 The economic impact analysis for casino  
24 operations alone will bring over 2500  
25 construction jobs for the permanent facility and

1 over 9,000 jobs for the entire project.

2 The permanent facility will attract  
3 approximately 6.4 visitors annually and will  
4 generate over \$400 million in gaming revenue.

5 This will generate substantial tax  
6 revenue for the state, the city and property tax  
7 relief for property owners. The Innovation  
8 Group, which did the study for the legislature,  
9 has validated our numbers.

10 The permanent facility will employ  
11 4,000 full-time employees with competitive wages  
12 and benefits. We also propose a temporary  
13 casino with up to 1500 slots and over 500 jobs.

14 This would be built and opened within  
15 nine months after award of the license, thus  
16 generating revenues and taxes at the earliest  
17 possible moment.

18 Our permanent casino will cost  
19 approximately \$450 million, plus a new  
20 multi-purpose arena, constructed with \$290  
21 million in private funds, which we are committed  
22 to provide within 90 days of the award of the  
23 license, and redeveloping the Hill and Uptown  
24 districts as Reverend Simms has explained.

25 Isle of Capri is committed to all of

1 the jurisdictions where we operate, and that  
2 commitment would include Pennsylvania.

3 As we have at all of our properties,  
4 our plans call for using local construction  
5 contractors, hiring a local work force, and  
6 establishing job training programs for team  
7 members prior to employment, as well as on the  
8 job.

9 In other jurisdictions, we have  
10 established purchasing programs to include  
11 minority vendors, and this policy will be  
12 implemented in Pittsburgh. We believe vendor  
13 diversity is as important as work force  
14 diversity.

15 As the Reverend stated, we have set up  
16 a non-profit foundation to be administered by  
17 the public advisors of Pittsburgh First, and we  
18 are committed to pay an annual contribution of  
19 \$1 million to the fund each year.

20 The Isle of Capri and Pittsburgh  
21 Penguins also will be making profit from the  
22 development of the 28 acres, and we have  
23 committed that any profits that we make will  
24 also be paid into that fund.

25 We are sharing our profits with the

1 community, thereby hoping to create community  
2 wealth. Our support continues to grow as each  
3 aspect of our proposal is unveiled.

4 The list has grown since we submitted  
5 it back in March to include additional local  
6 legislative support, state support and community  
7 support. In addition to these names, we have  
8 the support of the Carpenter Union, over 50  
9 local municipal officials and significant  
10 support of other locally-elected and public  
11 leaders.

12 These leaders are supporting our  
13 project purely on the merits of our proposal. I  
14 am sure that you will hear from some of these  
15 individuals later in the hearing.

16 When it comes to regional gaming,  
17 customers demand convenience and location, as  
18 will be the case in Pittsburgh. Isle has the  
19 experience and is a leader in regional gaming  
20 markets.

21 Our location in downtown Pittsburgh is  
22 easily accessible through existing roadways. We  
23 are well-served by public transportation and  
24 within easy walking distance from downtown and  
25 the convention center.

1 Our plan includes parking for almost  
2 10,000 vehicles on site, including 4300 spaces  
3 in the casino garage. The projected parking  
4 demand of just over 9200 spaces will easily be  
5 accommodated. You will hear more specific  
6 details later in this presentation.

7 We have the best location. We have the  
8 best access. And in combination with the  
9 synergy of joining the arena and the convention  
10 center, we believe we will generate the most  
11 revenues and thus the most taxes for the state.

12 The study commissioned by Pittsburgh  
13 Gaming Task Force, determined that the Isle site  
14 has the best access from a transportation  
15 standpoint.

16 Funding. Isle of Capri has secured  
17 committed funding for this project. It has  
18 secured committed funding for the project  
19 with -- including the \$290 million for the  
20 arena, which will be payable within 90 days of  
21 receiving the gaming license.

22 We have a firm commitment from Canadian  
23 Imperial Bank Corporation to provide us up to  
24 \$600 million of financing, and together with  
25 cash that we have, will be more than enough to

1 provide the moneys necessary for this project.

2 We have also secured options on all of  
3 the private land required to build a casino.  
4 The Urban Redevelopment Authority has committed  
5 to negotiating on any additional land that we  
6 may require, and these notifications are  
7 ongoing.

8 Now I would like to turn the  
9 presentation over to Dick Meister with Isle of  
10 Capri and Brian Ellis with Nationwide Realty.

11 MR. MEISTER: Good morning. Dick  
12 Meister, Pass Christian, Mississippi.

13 Brian and I are going to talk about the  
14 exciting opportunities offered by this project,  
15 which you saw at the beginning of this morning's  
16 presentation.

17 The renowned Pittsburgh firm, Urban  
18 Design Associates, assisted the Isle in creation  
19 of a comprehensive master development plan to  
20 guide the development of the casino, new arena  
21 and adjacent site.

22 In 1999, the Penguins commissioned  
23 Urban Design Associates to explore alternatives  
24 for the location of the new arena and reuse of  
25 the current arena site.

1 After a number of working sessions for  
2 the stakeholders from the Hill District, Uptown  
3 and the City of Pittsburgh and the Penguins, an  
4 illustrative master plan was developed.

5 This plan is the basis for the  
6 development of the Isle of Capri casino and the  
7 multi-purpose arena, which will be woven into  
8 the urban fabric of the City of Pittsburgh.

9 The plan is laid out over -- is the  
10 closest drawing to you.

11 The new arena will be constructed at  
12 the intersection of 5th Avenue and Washington  
13 Place, The Isle of Capri's casino located next  
14 to the arena, between Centre and Fifth Avenue.

15 The new mixed-used development will  
16 replace the acres of parking and the Mellon  
17 arena with housing, offices, retail, reuniting  
18 the Hill District neighborhood with downtown  
19 Pittsburgh.

20 The plan sets into motion the  
21 rebuilding of a once vibrant neighborhood that  
22 was destroyed to create the current Mellon  
23 arena, and expands upon the rich context of the  
24 Hill District.

25 The main urban design goals of the

1 plans are to ease the transition from downtown  
2 to the residential neighborhoods, to provide  
3 multi-purpose parking for commuters, the arena  
4 and new development, construct -- excuse me --  
5 to reconnect the Hill District downtown and  
6 fifth and fourth corridor and Uptown, to respect  
7 and celebrate the history of the Lower Hill  
8 District and Uptown, revitalize the adjacent  
9 residential neighborhoods by extending the  
10 neighborhood fabric onto the site, to develop  
11 open space and pedestrian areas, to use the new  
12 arena and casino as the catalyst for economic  
13 development.

14 Access to the site. The site is  
15 optimally located for easy access. The existing  
16 networks of streets/highways, easily connect the  
17 site and city to the surrounding suburbs and the  
18 region in general. The site is well-served by  
19 public transportation. There are 17 bus routes  
20 adjacent to the site and the Port Authority's  
21 light rail transit system located within walking  
22 distance.

23 The project's location readily allows  
24 us to strike a balance between the need to  
25 accommodate the heavy traffic demands of the

1 development, and the desire to create a  
2 walkable, pedestrian scale development  
3 integrated into the surrounding community.

4 Traffic pattern and roadway  
5 improvements have been designed to minimize the  
6 impact of the development on the adjacent  
7 residential neighborhoods.

8 Our temporary facility. The Isle plans  
9 to construct a temporary casino of up to 1500  
10 slot machines and two restaurants. Construction  
11 will commence upon issuance of the license,  
12 producing immediate construction-related jobs  
13 and employment.

14 We will be operational within nine  
15 months, which will, again, generate additional  
16 jobs of a permanent nature until the permanent  
17 casino is completed.

18 Our permanent facility takes advantage  
19 of the unique urban topography of the area. The  
20 site allows for creative elevation of the  
21 building, with three stories to front on Centre  
22 Avenue, growing to 12 stories along Fifth,  
23 fitting within the pyramid created by the city's  
24 urban design plan.

25 A new public park is planned across

1 Centre Avenue from the entrance of the casino  
2 and arena. Another larger park will bridge the  
3 cross-town expressway, creating a  
4 pedestrian-friendly gateway, reconnecting  
5 downtown to the Hill District. These parks  
6 contribute to the city's stated goal of  
7 increasing public green space in the downtown.

8 As seen from Centre Avenue, the glass  
9 and metal canopy of the porte cochere, with its  
10 lush landscape, creates a welcoming entry, which  
11 relates to the nearby businesses and civic  
12 buildings, as well as the newly-created park  
13 across the street.

14 The Isle's tropical theme introduced in  
15 three-story glass entry, with cascading  
16 waterfalls, tropical plantings, abundant use of  
17 glass, exposed steel framework and stonework,  
18 showcase activities from within, creating a  
19 dramatic streetscape.

20 That tropical theme continues  
21 throughout the facility, with water and tropical  
22 plantings being predominant elements of the  
23 interior design.

24 The gaming floor will extend over  
25 90,000 square feet, accommodating 3,000 slot

1 machines. The casino will offer beverage and  
2 dining at its five signature restaurants and two  
3 bars. A 1200-seat events center will be  
4 available for meetings and entertainment venue.

5 Although the casino will be 12 stories  
6 high along Fifth Avenue, the building is stepped  
7 back 30 feet at the fourth level, and keeping  
8 with the scale of the surrounding urban  
9 neighborhoods.

10 Numerous retail sites are proposed,  
11 allowing for local development of restaurants,  
12 art galleries, public art exhibition areas and  
13 boutiques. Wrapped in brick, glass-front  
14 display areas and rich building materials, the  
15 stores become illuminating jewel boxes,  
16 revitalizing the area. The street-front  
17 businesses also serve to conceal all of the  
18 internal services and loading areas, along with  
19 the ten stories of the setback parking, for more  
20 than 2900 vehicles in the first phase.

21 In the second phase, as demand  
22 requires, we will extend the facility along  
23 Fifth Avenue to High Street. The expansion will  
24 contain additional street-level retail space,  
25 52,000 additional square feet of gaming space,

1 with up to 2,000 additional slots.

2 Parking capacity will increase by  
3 roughly 2,000 vehicles, bringing the total  
4 parking to roughly 4900 vehicles.

5 Phase two will also include a 400-room  
6 hotel, health spa and rooftop deck offering  
7 spectacular views of the Pittsburgh skyline.

8 The new multi-purpose arena provides  
9 another exciting opportunity for the city. A  
10 glass and steel concourse angles the western  
11 edge of the arena, providing views to the  
12 downtown. This concourse links the entrance at  
13 Fifth and Pride with a park and entrance on  
14 Centre Street.

15 The arena will seat approximately  
16 18,000, with club seating, private suites,  
17 boxes. In addition to adjudicate traditional  
18 vendors, upscale dining is planned to take  
19 advantage of the expansive views.

20 The arena will provide patrons with the  
21 highest level of amenities in a state-of-the-art  
22 facility required for professional sports and  
23 will be a first-class facility the city needs to  
24 attract major entertainment acts.

25 I would like to now introduce Brian

1 Ellis, who will discuss what I believe is yet  
2 another exciting part of the project, the  
3 redevelop of the existing Mellon arena site and  
4 the mixed-use development reconnecting the Hill  
5 District to the downtown. Brian?

6 MR. ELLIS: Hello. I am Brian Ellis.  
7 I reside in Westerville, Ohio, and I am the  
8 president of Nationwide Realty Investors. We  
9 are the real estate development subsidiary of  
10 Nationwide and one of the largest insurance and  
11 financial organizations in the world. With more  
12 than \$157,000 billion in assets, Nationwide  
13 ranks 98th on the Fortune 500 list.

14 Nationwide realty investors current  
15 real estate portfolio is valued in excess of  
16 \$1.3 billion. We have been and continue to be  
17 an active real estate investor in Pittsburgh,  
18 with significant investments at the waterfront  
19 and on the north shore.

20 In addition, our portfolio includes  
21 multiple local apartment communities. In total,  
22 Nationwide has approximately \$650 million  
23 invested in the Pittsburgh real estate market  
24 today. We look forward to deepening our  
25 commitment to Pittsburgh through the Pittsburgh

1 the construction of a new 10,000-seat ballpark  
2 for the Columbus Clippers, the top minor league  
3 affiliate of the New York Yankees.

4 Many have called the Columbus Arena  
5 District the nation's leading sports and  
6 entertainment destination. In fact, ESPN  
7 Magazine ranked the Nationwide Arena No. 1 out  
8 of 120 arena and stadium experience.

9 I am truly confident our partnership  
10 with the Penguins and Isle of Capri will result  
11 in a similar advancement for the City of  
12 Pittsburgh. Our strategy for the 28-acre  
13 Pittsburgh arena district capitalizes on our  
14 company's proven strength.

15 Specifically, we develop high-quality,  
16 market-driven projects with a long-term plan in  
17 mind. Our local plans call for an investment of  
18 at least \$350 million to develop retail,  
19 restaurants, office and mixed-income homes.

20 Much of this development is made  
21 possible by 6 and a half million visitors to the  
22 casino next door. Our efforts will generate  
23 significant tax revenues for the City of  
24 Pittsburgh, numerous construction jobs, and  
25 long-term employment opportunities for local

1 First team.

2 For this discussion, I would like to  
3 highlight the arena district in downtown  
4 Columbus, Ohio. The images you are viewing are  
5 taken from this development. In 1997, we  
6 promised the people of Columbus we would turn  
7 this once blighted neighborhood into a \$500  
8 million mixed-use development.

9 With over \$750 already invested or  
10 committed, we have truly overdelivered in our  
11 original promise in Columbus. Completed in the  
12 fall of 2000, the Nationwide arena, home of the  
13 Columbus Blue Jackets, was the catalyst for this  
14 ambitious addition to the Columbus urban core.

15 While I am extremely proud of the  
16 Nationwide Arena, I am most proud of the urban  
17 neighborhood we have created around the arena.  
18 In addition to the arena, the 75-acre district  
19 features green space, pedestrian-friendly  
20 streetscapes, 1.5 million square feet of  
21 commercial space, 600 homes and other  
22 entertainment facilities, including a movie  
23 theater and concert hall.

24 Our commitment continues as we turn our  
25 efforts to another milestone for the district,

1 citizens.

2 Through diligent planning, hard work  
3 and coordination with local community, we will  
4 reconnect the Hill District with downtown, in a  
5 manner that creates opportunity for all walks of  
6 life in Pittsburgh.

7 Ultimately, the Pittsburgh First plan  
8 is about what is best for the people of  
9 Pittsburgh. Nationwide Realty Investors is  
10 absolutely committed to developing this  
11 prominent downtown location into a neighborhood  
12 that generations to come will be proud to call  
13 home. Thank you.

14 MR. HINKLEY: Good job, Brian. Thank  
15 you.

16 So the benefits, we create an awful lot  
17 of leverage, the most jobs, a well-trained work  
18 force and lots of synergy.

19 Above all, our plan reunites a  
20 community. As Reverend Simms and so many others  
21 have said, this proposal is a win/win for  
22 everyone.

23 Our project is the best for Pittsburgh.  
24 We have the best location, the best access,  
25 plenty of parking and proximity to downtown, a

1 synergy created by a casino and arena side by  
2 side. It generates the fastest revenues.

3 Our project will be the catalyst for  
4 the rebirth of the Hill community and downtown  
5 Pittsburgh. We have seen this happen in other  
6 communities, and we believe our location and our  
7 project, a world-class casino, a state of the  
8 art multi-purpose arena and a mixed use  
9 development area, can do this for Pittsburgh and  
10 the entire State of Pennsylvania.

11 We enjoyed today. We certainly  
12 appreciate your time. Thank you very much.

13 PRESIDING OFFICER SIMMONS: Thank you.  
14 We have been joined by Commissioner Jeffrey Coy.  
15 Welcome, Mr. Coy.

16 PITG Gaming is next. I think they are  
17 being represented by Mr. Don Barden.

18 It's not Mr. Barden. Mr. Robinson.

19 MR. ROBINSON: Good morning, Chairman  
20 Simmons and other distinguished members of the  
21 panel. I appreciate the opportunity to be here  
22 this morning to speak to you.

23 My name is Smokey Robinson. I am here  
24 on behalf of my good friend, Mr. Don Barden, and  
25 the entire PITG gaming project team.

1 who started the company. Wherever he goes, Don  
2 Barden impresses state and local with his  
3 honesty, his integrity and his personal  
4 commitment to the people and businesses of those  
5 communities.

6 Unlike too many other casino companies,  
7 where you seldom see the owner in the community,  
8 Barden Gaming and the Majestic Star is a company  
9 where you don't get corporate lieutenants, you  
10 get Don Barden, a man who understands that the  
11 buck stops with him, and you can trust to do  
12 what he says and make good on his commitments to  
13 the community.

14 Mr. Barden is a man who was born in  
15 Michigan and has repeatedly had to overcome  
16 adversity to become one of the most successful  
17 and admired business leaders in America.

18 He started working in the mail room of  
19 a ship building company in Cleveland right out  
20 of college, but his confidence and hard work and  
21 ethics enabled him to open a small record store  
22 in Ohio, that soon led to a career in real  
23 estate, and then to a cable television business.  
24 Now more than 40 years later, he is the leader  
25 and chief executive of a half billion dollar

1 We are delighted to have this  
2 opportunity to appear before you this morning  
3 and to present our proposal for the Majestic  
4 Star Casino, and to describe to you why our  
5 project offers the most and the best possible  
6 solution for Pittsburgh and should be granted  
7 the casino license in this great city.

8 I would like to just take a minute to  
9 tell you and the Pittsburgh community about Don  
10 Barden and his organization. The Majestic Star  
11 Casino is an organization comprised of five  
12 casinos across the United States, which together  
13 employs more than 4,000 people and makes more  
14 than \$500 million in annual revenue and has  
15 shown a very healthy cash flow in each year of  
16 operations.

17 Barden Gaming, which is the company  
18 headed by Mr. Don Barden, and which owns the  
19 Majestic Star, operates five very successful  
20 gaming facilities across the country.

21 These facilities are all world-class  
22 gaming and entertainment complexes which are  
23 true assets in their communities.

24 Perhaps the best measure of Barden  
25 Gaming can be found in the character of the man

1 company that he has built from scratch.

2 I go around and I speak to young people  
3 all over the country, and I always cite Don  
4 Barden in my talks because I think that our  
5 young people see entertainers and sports figures  
6 as the people that they want to emulate because  
7 they see the ones who are successful.

8 I try to make them understand that for  
9 every sports figure or entertainer that they see  
10 who are successful, there are millions -- I am  
11 not exaggerating that number -- who are not; and  
12 they can't be entrepreneurs.

13 So I talked about Don Barden and I cite  
14 his story, a man who started from scratch and  
15 became who he is today, and I think guys like  
16 him should be on billboards and television and  
17 what have you, so that our kids can see that  
18 they can become entrepreneurs and be successful  
19 at however they really are.

20 Mr. Barden enjoys an excellent  
21 reputation in the business world and on Wall  
22 Street and in the community. He has proven in  
23 his track record that his integrity and the  
24 manner in which he invests in the communities  
25 and his standing as an active and responsible

1 member of those communities make him the kind of  
2 corporate neighbor that any city would be  
3 fortunate to have.

4 So without further delay, I would like  
5 to introduce my good friend, Mr. Don H. Barden,  
6 who will lead a presentation and discussion of  
7 PITG gaming proposal for the Majestic Star  
8 Casino. Thank you.

9 Mr. Don Barden.

10 MR. BARDEN: Thank you, Smokey. Good  
11 morning, Mr. Chairman and members of the Board  
12 and staff of the Gaming Commission. I want to  
13 start by commending you on the meticulous and  
14 deliberate process that you've established for  
15 awarding licenses in Pennsylvania. I think that  
16 after my experience in the five jurisdictions I  
17 have been fortunate to be licensed in, that your  
18 process represents a very deliberate, fair  
19 process beyond reproach, and I think you are  
20 doing an excellent job, and I want to commend  
21 you for that.

22 On behalf of our company, our entire  
23 company and project team, I am pleased to be  
24 with you this morning to share with you and with  
25 the people of Pittsburgh our proposal for the

1 development and operation for the Majestic Star  
2 Casino.

3 It is a proposal that not only offers  
4 the best possible location for a casino, but one  
5 whose location actually provides a number of  
6 important benefits to the community.

7 Our project doesn't create traffic  
8 congestion. It will help relieve it. It  
9 provides people of this region with a  
10 world-class casino that will generate the  
11 optimum tax revenues for the Commonwealth, for  
12 the City of Pittsburgh and the county, and will  
13 create well over 7,000 new jobs.

14 We are going to be taking one of the  
15 best pieces of riverfront properties in western  
16 Pennsylvania and transform it into a sustainable  
17 engine of economic opportunity and growth. An  
18 age-old problem of traffic congestion and  
19 parking shortages on the north side will be  
20 forever alleviated.

21 Our proposal also includes the  
22 single-largest capital investment in Pittsburgh  
23 history, one that will bring new life to a  
24 community that has struggled for 50 years  
25 because of a forgotten promise. It is one that

1 will achieve the widely-shared goal of not only  
2 keeping professional hockey in Pittsburgh, but  
3 will help this region attract new and bigger  
4 events for years to come.

5 There are a number of compelling  
6 reasons why we are so confident that the  
7 Majestic Star poses the best proposal for  
8 Pittsburgh.

9 First, as I mentioned, and I am  
10 absolutely convinced, we have secured the best  
11 possible site location for a casino in  
12 Pittsburgh. Our project team has already  
13 secured control of its property, and we can  
14 begin site preparation immediately upon  
15 licensing.

16 As you will no doubt hear throughout  
17 the course of these hearings, the location of a  
18 Pittsburgh casino is absolutely critical. In  
19 fact, I believe it is the most critical factor  
20 that clearly distinguishes the three Pittsburgh  
21 proposals.

22 No casino can generate record revenues  
23 if the patrons it hopes to attract can't get to  
24 it because they are stuck in traffic; however,  
25 our site for the Majestic Star poses minimum, if

1 any, traffic problems for residents and paying  
2 casinos patrons alike, and is perfectly  
3 positioned on beautiful riverfront property,  
4 bordered by major highways and thoroughfares.

5 Any modifications to the existing roads  
6 and infrastructure that will be needed will be  
7 paid for by us. Not a dime of taxpayer money  
8 will be needed to be spent on road improvements  
9 under our proposal.

10 We have spared no expense in designing  
11 a world-class facility that will become a  
12 stunning addition to Pittsburgh's already famous  
13 downtown skyline.

14 The Majestic Star will consist of over  
15 440,000 square feet of space and will develop at  
16 a cost of approximately \$410 million. It will  
17 feature a glass and steel design that  
18 accentuates Pittsburgh's riverfront and  
19 completes the riverfront to a new west end  
20 pedestrian bridge, which is currently the  
21 subject of an international design competition.

22 The casino will be a true riverfront  
23 destination, as well as the newest edition to  
24 Pittsburgh's north shore development.

25 We have also designed our casino to

1 accommodate future growth, not only growth from  
2 3,000 slots to 5,000, as allowed by the law, but  
3 also to include other amenities and facilities  
4 such as a new hotel, which we will discuss  
5 later.

6 Third, we project that the Majestic  
7 Star will result in a total impact of \$918  
8 million in your region. This includes a  
9 generation of \$230 million in taxes for the  
10 Commonwealth and \$24 million for the City of  
11 Pittsburgh and Allegheny County.

12 We will create 4,000 new construction  
13 jobs during the development phase of this  
14 project and another 3,000 casino and related  
15 jobs during the operational phase.

16 Fourth, I am excited that we have  
17 assembled the finest team possible. We have  
18 secured nearly half a million dollars, billion  
19 dollars in capital to finance this project with  
20 our investment bankers, Jeffries & Company, out  
21 of New York City.

22 We have also assembled a team of  
23 architects and designers, who have expressed a  
24 world-class vision for a unique and breathtaking  
25 facility on Pittsburgh's riverfront that

1 the design of such projects as the Mirage,  
2 Caesars Palace, the Paris hotel casino in Las  
3 Vegas and the MGM Detroit Interim Casino, among  
4 other high-profile gaming projects. Scott?

5 MR. WALLS: Thank you, Mr. Barden.  
6 Thank you, Mr. Chairman, for allowing me the  
7 time to discuss our exciting project today.

8 I was given the task by Mr. Barden in  
9 using my 21 years of experience in the casino  
10 design industry to develop a unique and exciting  
11 entertainment complex for this extraordinary  
12 location in Pittsburgh.

13 We view this project as a combination  
14 of many elements, including nightclubs, lounges,  
15 dining and live entertainment that also includes  
16 an element of gaming. Our overall project will  
17 become an integral part of the north shore  
18 riverfront development and will help to extend  
19 the riverfront trail along the frontage of our  
20 site.

21 I'd like to share a brief video that  
22 will help you visualize what a sensational  
23 destination and location this will be for  
24 Pittsburgh's new casino.

25 (Video was played.)

1 instantly becomes the latest edition to this  
2 city's stunning skyline.

3 The other members of our project team  
4 are a highly qualified and experienced group of  
5 professional organizations here in Pittsburgh  
6 and in other parts of North America, will  
7 provide our project with expertise in  
8 construction, transportation and infrastructure  
9 design, architecture design, marketing and other  
10 disciplines.

11 Now, Mr. Chairman, I would like to  
12 discuss in more detail several issues that I  
13 think will further confirm the factors that make  
14 our proposal the best solution for the  
15 community.

16 The first area that we would like to  
17 discuss is the design of the facility. To help  
18 me do that, I would like to invite one of our  
19 principal architects of the Majestic Star, Scott  
20 Walls, Executive Vice President of Bergman Walls  
21 & Associates Architects in Las Vegas, to  
22 describe the unique design details and amenity  
23 features of this casino.

24 As anyone in the industry will tell  
25 you, Bergman Walls is well known for its work in

1 MR. WALLS: This project will  
2 complement and work in harmony with the north  
3 shore development.

4 We have carefully analyzed this site,  
5 such that our project respects the surrounding  
6 environment and its architecture.

7 The exterior curving design reflects  
8 flowing waters of the Ohio River. Its fluid  
9 lines run to the spectacular outward views of  
10 the river and the skyline of Pittsburgh.

11 The riverfront esplanade, which follows  
12 the flow and contours of the architecture,  
13 activate and energize the edge of the river. It  
14 creates a comfortable and inviting atmosphere to  
15 the public and the entire Pittsburgh community.

16 The esplanade become a park-like space,  
17 with live entertainment and patio dining, with  
18 outstanding panoramic views of the three rivers,  
19 the point and downtown.

20 The architecture provides a pedestrian  
21 scale to the public, so that they can enjoy all  
22 aspects of the project. Whether one is  
23 strolling along the esplanade, observing a  
24 public performance in the outdoor area or  
25 enjoying fine dining on many of our terraces,

1 this project provides something for Pittsburgh  
2 and its visitors to enjoy.

3 As in all of our designs, we make a  
4 statement with exterior, which must be brought  
5 inside and complete the interior design.

6 Our entertainment venues have been  
7 created to complete the energy and excitement,  
8 whether it is the live music in entertainment  
9 lounge, a martini in the center bar overlooking  
10 the river or the million dollar view nightclub,  
11 our guests have a wide selection.

12 A customer-friendly environment starts  
13 at each of the doors and continues throughout.  
14 The plan has been developed for convenient and  
15 easy flow of our guests who can enter from the  
16 garage, porte cochere or anywhere along the  
17 riverfront esplanade.

18 Convenient pathways have been created  
19 through the public -- for the public to enjoy  
20 all of the dining and entertainment throughout  
21 the project, without entering the floor, if so  
22 desired.

23 We have strategically placed many of  
24 the -- excuse me -- many of the dining venues  
25 around the project taking into account the

1 description, the Majestic Star is going to be a  
2 spectacular addition to the north shore and a  
3 major attraction for the City of Pittsburgh.

4 I would now like to turn the discussion  
5 to the topic of financing, because this is very  
6 important.

7 As I mentioned, we anticipate making an  
8 investment of more than \$400 million in the  
9 construction and the development of the Majestic  
10 Star Casino.

11 Financing for that investment is  
12 already in place thanks to the relationship we  
13 have with the Jeffries & Company of New York and  
14 Los Angeles.

15 Jeffries, as you know, is an  
16 institutional securities firm. We have enjoyed  
17 a long-standing relationship with Jeffries,  
18 consider them an invaluable part in our team for  
19 the Majestic Star.

20 I would like to now introduce to you  
21 Mr. Steve Croxton, managing director of  
22 investment banking at Jeffries. Steve?

23 MR. CROXTON: Good morning. My name is  
24 Steve Croxton. I am the managing director and  
25 the co-head of the gaming group for Jeffries &

1 spectacular views which our site provides.

2 We provide a wide variety of dining  
3 experiences from quick bites at the food court  
4 to the finest upscale restaurants.

5 Within the center of this project lies  
6 a casino, which acts as a heart in bringing the  
7 pulsating energy to our project. The casino  
8 brings a synergy and creates a cohesive design,  
9 tying all of the other entertaining and  
10 designing elements into a comprehensive and  
11 complete entertainment complex for all of the  
12 public to enjoy. It will be exciting, it's fun  
13 and it's where the Detroit people will want to  
14 be.

15 I would like to now turn the podium  
16 over to Mr. Barden.

17 MR. BARDEN: Thank you, Scott.

18 Smokey was just reminding me to tell  
19 you that -- make sure you remind them I will be  
20 coming back on a regular basis as an investor  
21 and I am going to perform here too, and I said,  
22 Okay. I will tell them, Smokey. So I did that.

23 No applauding yet, not until opening  
24 night.

25 As you can see from Mr. Wall's

1 Company.

2 Jeffries is a global investment bank  
3 with offices in 25 cities around the world. We  
4 are publically traded and headquartered on the  
5 New York Stock Exchange, and we have a market  
6 capitalization of over \$3.4 billion.

7 Over the last two years, Jeffries has  
8 underwritten over \$120 billion in debt and  
9 equity financing.

10 Our gaming practice at Jeffries is also  
11 very well-respected on Wall Street, as we have  
12 completed over \$10 billion for debt and equity  
13 financings for our gaming clients.

14 It is a particular pleasure to speak to  
15 you this morning on behalf of PITG Gaming.  
16 Jeffries has had the honor of a long-standing  
17 and great relationship with Mr. Barden and his  
18 gaming company, Majestic Star Casino, an  
19 affiliate of PITG Gaming.

20 Know Mr. Barden and his management team  
21 to be among the finest and most well-respected  
22 operators in the gaming industry.

23 Mr. Barden has had the foresight and  
24 the vision to successfully lead the growth of  
25 his company from a one-riverboat casino ten

1 years ago to a great collection of five casino  
2 properties in four states currently.

3 I know that Mr. Barden will be very  
4 proud and the State of Pennsylvania would be  
5 very well-served, if his next casino were right  
6 here in Pittsburgh.

7 Jeffries' relationship with Mr. Barden  
8 dates back to 1999. Since that time, we have  
9 completed over \$900 million in financings for  
10 the company and six separate transactions. We  
11 have further advised the company in its  
12 successful acquisition of four separate casino  
13 properties since 2001.

14 We are very pleased to have the  
15 opportunity to assist Mr. Barden in this  
16 financing, and we believe that we are  
17 particularly well-suited to do so for several  
18 reasons: First, Jeffries is one of the leading  
19 underwriters of gaming financings in the gaming  
20 sector. We are also well-recognized for our  
21 expertise and structuring in financing casino  
22 construction projects.

23 Further, Mr. Barden and Majestic Star  
24 have an enviable track record on Wall Street.  
25 Majestic enjoys a stellar reputation for doing

1 to this community and to this state, and we  
2 welcome the opportunity to participate in this  
3 great project. Thank you very much.

4 MR. BARDEN: Thank you, Steve.

5 Obviously financing and a committed financing is  
6 significant and very important, and I am very  
7 thrilled to be working with Jeffries on this  
8 project.

9 There is also, without a doubt, no  
10 other facet of this debate that has a greater  
11 bearing on community impact, maximizing revenues  
12 and realizing the real benefits of casino gaming  
13 in this region than where a casino is located.

14 Location is the one issue that will  
15 determine traffic flow, congestion, grid lock  
16 and how the casino will impact communities and  
17 small businesses. It will also determine how  
18 successful the casino itself can be, since  
19 excessive traffic will most certainly have a  
20 direct impact on the sustainable volume of  
21 drive-in business the casino can attract.

22 A casino in a wrong location is not an  
23 economic benefit or an asset. Quite the  
24 contrary, it can result in a net loss to the  
25 community, crowd out small businesses, choke off

1 what they say they are going to do and for  
2 delivering what they say they are going to  
3 deliver.

4 In addition, the company is  
5 well-regarded for their project development  
6 expertise and for their ability to successfully  
7 complete their projects on time and on budget.

8 The combination of these factors  
9 translates into one thing when it comes to  
10 financing this project, certainly.

11 We are extremely pleased to be a part  
12 of Mr. Barden and PITG Gaming's plans to build  
13 and open this very exciting, must-see casino in  
14 Pittsburgh.

15 It is our strong opinion that the  
16 capital markets will be very, very enthusiastic  
17 regarding the prospects for a highly-successful  
18 casino development in this market. We are also  
19 highly confident in our ability to successfully  
20 complete this success financing and as such,  
21 Jeffries will provide committed financing to  
22 Mr. Barden and PITG Gaming for this financing.

23 Having previously been a resident of  
24 Pittsburgh myself for four years, I know the  
25 value that Mr. Barden and the Majestic can bring

1 economic growth and isolate a healthy and  
2 vibrant neighborhood from the rest of the city.  
3 PITG Gaming currently controls 17 acres  
4 of property at the west end bridge on  
5 Pittsburgh's north shore, that will become the  
6 home of the Majestic Star.

7 Our site is directly accessible from  
8 two four-lane highways: Pennsylvania Route 65  
9 and 51; one interstate highway, I-279; the  
10 four-lane west end bridge; several Port  
11 Authority mass transit routes; a light rail  
12 station plan for a construction across the  
13 street; river taxi service; the Pittsburgh  
14 heritage trail, which will pass directly in  
15 front of the casino; all kinds of means of  
16 transportation in and out of our site.

17 Because of this unique location, access  
18 in and out of this site will pose no traffic  
19 congestion in or around the surrounding  
20 neighborhoods.

21 I know someone may be wondering if  
22 traffic leading to and from the Majestic Star  
23 is going to compound the problem of traffic from  
24 Heinz Field or PNC Park during Steeler or Pirate  
25 games.

1 That is actually a problem that we want  
2 to talk about, because we designed a solution to  
3 the city's nagging problem of game-day traffic  
4 jams.

5 As you can see, the Majestic Star is  
6 currently located and easily accessible from  
7 anywhere in Pittsburgh, within a one-minute  
8 drive from Pittsburgh's golden triangle and  
9 literally bordered by most of the most major  
10 arteries that lead in and out of the city.

11 Our site has long been used for  
12 industrial warehouses, and today is largely a  
13 parking area, which -- given its riverfront  
14 location -- is tremendously under-utilized.

15 This is a prime location we have paid  
16 meticulous attention to obtaining the maximum  
17 benefit of the river, river front trail, a view  
18 of downtown and the existing highway  
19 infrastructure so that people can get to and  
20 from the casino from anywhere in the city  
21 quickly and easily at any time of the day.

22 I would now like to introduce Mr. Mike  
23 Darley, the Vice President and General Manager  
24 of our Las Vegas casino and hotel, who will  
25 discuss some of the important community benefits

1 shore and become a catalyst for new businesses,  
2 new jobs and new economic opportunity.

3 As part of our casino, we will be  
4 constructing a parking garage with 4100 spaces  
5 that will be available for use during Steeler  
6 games, Pitt football games, Pirate games,  
7 fireworks, concerts and any other special  
8 events.

9 This will be a much-needed and  
10 long-overdue asset for the Steelers, the Pirates  
11 and the north shore neighborhoods, who have for  
12 years endured the hardship of insufficient  
13 parking space for major events in that part of  
14 town.

15 Now, at no cost to the city, there will  
16 be a facility capable of handling the traffic  
17 overflow that occurs during events on the north  
18 shore.

19 We are projecting \$150 million in new  
20 spending at Pittsburgh attractions as a result  
21 of the appeal of Majestic Star. Add to that  
22 another \$130 million in new tourism spending  
23 that will come from the outside region, driven  
24 specifically by the multiple entertainment  
25 amenities of the Majestic Star and north shore.

1 of the Majestic Star Casino. Mike?

2 MR. DARLEY: Thank you, Mr. Barden.

3 Mr. Chairman, we are confident our  
4 proposal offers significant benefits to the  
5 Pittsburgh community beyond those we have  
6 already talked about.

7 The Majestic Star will be an  
8 attractive, exciting and bold new addition to  
9 north shore, which is rapidly becoming one of  
10 Pittsburgh's newest and dynamic entertainment  
11 districts.

12 We are going to create a world-class  
13 gaming experience for our guests, first class  
14 dining and several exciting nightclubs that will  
15 quickly become new hot spots of Pittsburgh's  
16 social scene.

17 We intend to use a mix of local and  
18 national restaurateurs, so that our guests can  
19 enjoy local favorites and some of the best  
20 dining choices drawn from other parts of the  
21 United States.

22 And our proximity to the river, the  
23 riverfront promenade and our 1,000-seat  
24 performance theater, will make the Majestic Star  
25 and new hub of activity on Pittsburgh's north

1 Another \$26 million in new spending  
2 will be realized by downtown restaurants and  
3 eateries. This represents a significant boost  
4 to the local restaurant business. Here, again,  
5 we are not going to compete with local  
6 restaurants. We intend to help grow their  
7 existing business and be a complimentary  
8 neighbor that enables them to realize greater  
9 profitability.

10 Hotels in the city will see an increase  
11 in their average occupancy rates of 26% as a  
12 direct result of Majestic Star.

13 At some point in the future, if we  
14 determine that a hotel would be a viable asset  
15 to the community and to our business, we are  
16 ready to move forward with that option.

17 In the meantime, we would prefer to  
18 complement and add value to the hotel business  
19 in Pittsburgh, rather than compete with it.

20 The regional wide impact of Majestic  
21 Star is an impressive story, and let me point  
22 out that all of our financial revenue and  
23 economic impact forecasts are conservative  
24 estimates based on the actual experience of slot  
25 casinos in other parts of the country and

1 adjusted for market size.

2 All told, the Majestic Star will  
3 generate a combined economic output of \$918.5  
4 million. That figure includes the gaming  
5 revenues, non-gaming spending, as well as direct  
6 and indirect or induced expenditures.

7 Additionally, \$190 million in new  
8 payroll will be added to the region throughout  
9 the creation of more than 7,000 new jobs in  
10 construction and operations combined.

11 It is also important to understand how  
12 transportation and economic impact are so  
13 closely related. You can't successfully  
14 generate casino revenues if your patrons are  
15 constantly stuck in traffic gridlock.

16 A casino in the wrong location would  
17 choke off local small businesses, who rely on  
18 easy access to their locations, and failing to  
19 consider the impact on traffic will most  
20 certainly undermine the legislative intent of  
21 slot casino gaming on regional economic  
22 development.

23 We estimate total construction cost for  
24 the Majestic Star to be approximately \$410  
25 million, and we believe that the construction

1 will take approximately 18 months.

2 Total annual expenditures from casino  
3 gaming operations are projected to be in excess  
4 of \$655 million.

5 We also expect to support an annual  
6 payroll of just over \$27 million, which in  
7 itself is a significant addition to the local  
8 economy.

9 On the subject of revenues, we are  
10 absolutely confident in projecting that the  
11 Majestic Star will generate over a half a  
12 billion dollars in gaming revenue starting in  
13 year three, which would result in \$230 million  
14 in annual tax revenues to the Commonwealth of  
15 Pennsylvania and an additional \$24 million to  
16 the City of Pittsburgh and Allegheny County.

17 We further estimate that 4,000 new  
18 construction jobs would be created in the  
19 development phase of our project, with another  
20 1500 casino jobs created when we open our doors  
21 to the public.

22 In addition, our economic development  
23 study has shown how the Majestic Star will also  
24 add another 1500 new jobs to regional economy.

25 So all told, we believe that our

1 project provides the best solution for a  
2 world-class gaming facility, in absolutely the  
3 best possible location, and will consequently  
4 generate real revenues that this Board and the  
5 Commonwealth can count on for their intended  
6 purpose for property tax relief.

7 Mr. Barden will now conclude our  
8 presentation by sharing his final thoughts.  
9 Thank you.

10 MR. BARDEN: Thank you, Mike.

11 Finally, Mr. Chairman, I want to spend  
12 a moment on talking about diversity.

13 Since I first went into business 40  
14 years ago -- I started when I was ten -- I have  
15 maintained a commitment to diversity in all of  
16 my business interests, and Barden gaming is  
17 certainly no exception.

18 This commitment is at the core of  
19 everything we do, in every single one of our  
20 casinos across the country, and we intend to  
21 maintain that commitment here in Pittsburgh with  
22 the Majestic Star.

23 We are the only minority-owned and  
24 operated gaming company in the United States.  
25 We pride ourselves and our practices of hiring

1 women and minorities at each of our properties,  
2 as well as our track record of creating  
3 excellent career opportunities for both men,  
4 women and minorities.

5 These opportunities consist of a broad  
6 spectrum of jobs at every level of casino  
7 operations from food service to the gaming floor  
8 managerial jobs, and everything in between. And  
9 we will work with our local work force  
10 development agencies here in Pittsburgh to  
11 provide the training and skills needed for the  
12 employment at the Majestic Star, as we have done  
13 in other communities in which we operate.

14 Before I conclude, Mr. Chairman, I  
15 would like to discuss four specific things, ways  
16 that PITG Gaming intends to contribute to the  
17 needs of the Commonwealth and to the western  
18 Pennsylvania region:

19 First, as you know, there is a great  
20 deal of interest in getting slot machines up and  
21 running as soon as possible, in order that you  
22 can realize revenue. We are prepared to start  
23 construction immediately on our site. There is  
24 very little, minimal, demolition at our site.  
25 We control the site 100%, and we can start

1 construction immediately.

2 But more importantly, we can  
3 permit -- or submit to you that we have a unique  
4 situation because we are on the riverfront. Our  
5 location gives us a unique advantage. We can  
6 provide operations within six months of being  
7 granted a license by putting a riverboat at our  
8 site on the river, while we undertake immediate  
9 construction, generating over \$100 million in  
10 additional revenue to the Commonwealth during  
11 that six-month period -- I'm sorry -- during the  
12 construction period, the 18 months it will take  
13 us to complete the permanent.

14 The other benefit of that is that  
15 we -- while we are operating a temporary, we can  
16 use some of those revenues to accelerate through  
17 24/7-hour construction of the permanent casino.  
18 So once our permanent is built, obviously we can  
19 transfer all of our people and the machinery  
20 over from the boat to our permanent facility.

21 Secondly, we are prepared but only when  
22 time is right, and we are convinced that the  
23 Pittsburgh market can easily accommodate a new  
24 hotel, to add a brand new, 300-room hotel at the  
25 Majestic Star.

1 As you can see, the design of this  
2 hotel is perfectly integrated and to the design  
3 of our casino, the north shore, riverfront and  
4 Pittsburgh downtown communities, as panoramic  
5 riverfront views will make Majestic Star hotel a  
6 highly attractive place for any visitor to  
7 visit.

8 Third, after meeting with leaders from  
9 the Hill District, I have pledged to help people  
10 of this community realize the dream that was  
11 promised when the Civic Arena was constructed  
12 nearly a half century ago.

13 We are already at work to design and  
14 develop the \$350 million mixed-use neighborhood  
15 redevelopment project for the Lower Hill area,  
16 that will be the single largest neighborhood  
17 revitalization program in the history of this  
18 city.

19 We are proposing to enter into a formal  
20 partnership agreement with several district  
21 organizations to create a consortium of local  
22 businesses, civic organizations and other  
23 interested business community leaders to guide  
24 this project and ensure that it meets the needs  
25 for sustainable economic and community growth

1 for the people of the Hill District.

2 I am pleased to report that  
3 Pittsburgh's favorite adopted son, Jerome  
4 Bettis, formerly of the Pittsburgh Steelers, the  
5 world champion Pittsburgh Steelers, will be the  
6 chairman of this consortium and be my partner in  
7 this hill district development project.

8 Mr. Bettis' parents, Johnnie and Gladys  
9 Bettis, are here with me. They are my neighbors  
10 in Detroit. They are going to be investors in  
11 the project. And Johnnie and Gladys, would you  
12 stand, please? We are happy to have them as  
13 part of this. They will be making regular  
14 visits now back to Pittsburgh. In fact, I heard  
15 Gladys say on TV she may move to Pittsburgh  
16 permanently.

17 For Pittsburgh -- PITG Gaming announced  
18 yesterday our intention to build a new  
19 multi-purpose arena for the City of Pittsburgh  
20 contingent upon, of course, being granted a  
21 license.

22 This arena will be funded under the  
23 framework set forth by Governor Rendell in his  
24 Plan B proposal, outlined earlier this month.

25 The Governor has asked that whoever

1 receives the gaming license -- by the way, the  
2 County Executive as well as the Mayor also had  
3 made this request, it was a tri-party  
4 request -- whoever receives this license,  
5 participate in the development of the arena at  
6 the cost of seven and a half million per year  
7 for the next 30 years.

8 We have supported that idea because it  
9 is a fair and reasonable approach to addressing  
10 a very clear community need, without placing an  
11 unreasonable burden on any one party.

12 Under this plan, we will work within  
13 the rules and the guidelines of this Commission  
14 to develop a new arena that will enable the  
15 Pittsburgh Penguins to remain in Pittsburgh and  
16 provide the city with an attractive new facility  
17 to replace the aging Mellon Arena.

18 All told, our capital investment to  
19 this community will be approximately \$1.1  
20 billion. All together, our project provides  
21 thousands of new high-paying jobs in the  
22 construction, retail and service sectors.

23 New housing, retail and recreational  
24 development, sustainable economic and community  
25 growth for the people and businesses of this

1 community, and a new multi-purpose arena that  
2 will not only keep the Penguins in Pittsburgh,  
3 but will help the city attract new cultural and  
4 recreational events to the region each year.

5 These add up to yet another urban  
6 renaissance for the City of Pittsburgh and the  
7 western Pennsylvania region.

8 And, so, Mr. Chairman, I hope we have  
9 impressed upon you and the members of the Board  
10 here this morning just how the Majestic Star is  
11 the most effective solution for Pittsburgh's  
12 gaming license, how it offers the best possible  
13 location for the casino, provides the experience  
14 and commitment to the diversity of the nation's  
15 only minority-owned company, creates an exciting  
16 new addition to the city's north shore area, and  
17 offers a maximum revenue for the Commonwealth,  
18 with the least adverse impact on the community.

19 We are looking forward to being an  
20 active and responsible neighbor in this  
21 community, in doing our part to help western  
22 Pennsylvania prosper for many years to come.

23 We thank you very much, and we  
24 appreciate the opportunity to appear before you  
25 this morning.

1 Thank you.

2 PRESIDING OFFICER SIMMONS: Thank you,  
3 Mr. Barden and PITG Gaming.

4 Our next applicant is Station Square  
5 Gaming, LP, Harrah's Station Square Casino,  
6 Mr. Chuck Atwood.

7 MR. ATWOOD: Good morning, ladies and  
8 gentlemen. My name is Charles Atwood. I am the  
9 Chief Financial Officer for Harrah's  
10 Entertainment.

11 I appreciate the allowance that you  
12 made. My colleague, Gary Loveman, was scheduled  
13 to make this presentation, but his family  
14 emergency over the weekend caused him to be  
15 unable to be here, and I appreciate your  
16 tolerance in allowing me to substitute for him.

17 With me today is Brian Ratner,  
18 Executive Vice President of East Coast  
19 Development and Director of Varsity Enterprises;  
20 Jesse Fife, who is the Executive Vice President  
21 and Chief Operating Officer of Manchester  
22 Bidwell Corporation; and Mr. Franco Harris,  
23 unlike the rest of us, needs no introductions.

24 All of us, Harrah's Entertainment,  
25 Varsity Enterprises, and our limited partners,

1 greatly appreciate the opportunity to make the  
2 compelling case for Station Square and Harrah's.

3 We believe the project that we are  
4 proposing provides potential to thoroughly  
5 fulfill not only the letter but the spirit of  
6 the Gaming Act.

7 Though a number of other issues have  
8 become entangled in the various debates  
9 surrounding the slot license, we believe these  
10 hearings offer a chance to bring focus back to  
11 where it began and where it belongs.

12 Now, as the Board knows, the Gaming  
13 Control Act states that the authorization of  
14 limited gaming is, quote, intended to provide a  
15 significant source of new revenue to the  
16 Commonwealth to support property tax relief,  
17 wage tax reductions, economic development  
18 opportunities and other similar initiatives.

19 Given these unambiguous objectives, the  
20 question becomes, How can Harrah's Forest City  
21 proposal help Pennsylvania, Allegheny County and  
22 the City of Pittsburgh derive the greatest  
23 possible benefit from Pittsburgh's lone slot  
24 license?

25 The answer comes from the best size and

1 scope of our investment, as well as the  
2 unparalleled operations experience, financial  
3 strength and marketing might of the partners  
4 advancing this bid.

5 The sheer size of our commitment is the  
6 best guarantee of future superior returns when  
7 it comes to tax relief for Pennsylvanians, and  
8 we are putting our money where our mouth is,  
9 over a half billion dollars for upfront  
10 investment for slot facility, and based on that  
11 level of investment, Christianson Capital  
12 Advisors has estimated that our facility would  
13 generate total tax revenues in the second year  
14 of operations, which would be his first  
15 normalized year, of \$347 million.

16 The 10-year tax revenue projection is  
17 \$4.2 billion and that brings the full benefit of  
18 this proposal into sharp focus. Now, if these  
19 figures might sound optimistic, let me put some  
20 facts behind it.

21 Based on a thorough analysis of 2005  
22 data, we project that the gross gaming revenue  
23 per adult in Pittsburgh will reach \$372 per  
24 year, and someone suggested that's an optimistic  
25 number, but it's very consistent with numbers

1 and markets like Kansas City, 412 per adult; New  
2 Orleans, \$467 per adult; St. Louis, \$428; and  
3 Chicago, \$351; and these average figures do not  
4 take into account the impact of Harrah's  
5 operating capabilities, and let me assure you  
6 those operating abilities have led us to  
7 outperform every market where we compete.

8 A project of this magnitude offers  
9 numerous across-the-board economic benefits,  
10 and of course one of the most noteworthy is job  
11 creation.

12 We estimate that Harrah's Station  
13 Square will create 2,000 direct jobs with an  
14 average wage and benefit of \$45,000. We believe  
15 it will also spur the creation of 10,000  
16 indirect jobs, and a great majority of those  
17 jobs will be union jobs.

18 We are very proud of the strong  
19 relationship we enjoy with unions, especially  
20 Unite Here, and many of our members have joined  
21 us here today.

22 All of us at Harrah's look forward to  
23 tapping the union's unique strengths in the  
24 course of building and operating this proposed  
25 facility.

1 Today, more than 40 million Americans  
2 are members of Total Rewards, our nationwide  
3 player royalty program. Eight million visitors  
4 are active players. And through Total Rewards,  
5 we provide these customers tremendous incentives  
6 to seek out cities and locations that have a  
7 Harrah's casino.

8 Already 3 million Total Rewards members  
9 live within 250 miles of Station Square. So we  
10 have a considerable head start in building our  
11 customer base.

12 But I don't want to suggest that  
13 Station Square will only be a regional market.  
14 Total Rewards is a national program. Once a  
15 customer joins the plan, at one of our casinos  
16 we market other locations around the country to  
17 that customer. This has been a very successful  
18 business model for us.

19 Last year we generated \$1.7 billion of  
20 gaming revenue from customers who were visiting  
21 a Harrah's casino other than the one they played  
22 in at home. That amounts to about 28% of our  
23 total gaming revenue, and we believe it's  
24 powerful evidence that our ability to not only  
25 generate regional revenue, but national tourism

1 And as to location, what location could  
2 be better than Station Square? It is already  
3 western Pennsylvania's premier tourist  
4 attraction, one whose accessibility to  
5 Pittsburgh and the suburbs, and it has a great  
6 mix of retail restaurants and other commercial  
7 development already.

8 It is the ideal site for a world-class  
9 gaming entertainment venue; ample lodging  
10 already on site, a 400-room Sheraton hotel,  
11 whose inventory could be expanded by 50%, and  
12 then the west end and downtown Pittsburgh gives  
13 us certainty that there will be no shortage of  
14 overnight stay options for our out-of-town  
15 guests.

16 Its potential to attract new visitors  
17 on an ongoing basis gives us the power of  
18 knowing that its substantial appeal will only be  
19 enhanced by the gaming entertainment destination  
20 at the size and scale that we are building.

21 And it will appeal to our guests who  
22 will be playing at the industry's best-known and  
23 largest gaming company's brand, Harrah's, with  
24 our internationally-recognized marketing  
25 capabilities.

1 that will drive our numbers at Station Square.

2 Now, let me take a step back to  
3 introduce you more formally to Harrah's  
4 entertainment and what makes it the  
5 distinguished and world's preeminent provider of  
6 casino entertainment.

7 We are the world's largest provider of  
8 casino entertainment. Our company was founded  
9 nearly 70 years ago in Reno, Nevada. And since  
10 then we built a property portfolio that includes  
11 40 casinos in three countries, and today we  
12 employ about 85,000 men and women across the  
13 United States.

14 We are proud to carry our industry's  
15 only investment great credit rating and an  
16 equity value in excess of \$14 billion. We take  
17 particular pride in having been named to the  
18 elite Dow Jones' World Sustainability Index for  
19 five years running; that acknowledgment is for  
20 efforts of companies around the globe like ours,  
21 who are noted for their responsible approaches  
22 to creating long-term shareholder value.

23 As proud as we are of our balance  
24 sheet, we are even more proud of our high  
25 ethical standards and reputation for integrity

1 that are embodied in our company's Code of  
2 Commitment.

3 Our strong corporate reputation and  
4 stellar financial performance have enabled us to  
5 become the industry's most diverse company, one  
6 that today is in the process of expanding and  
7 attracting an exclusive overseas markets. Last  
8 year we announced that we would build  
9 multi-billion dollar facilities in Spain, the  
10 Bahamas and Slovenia.

11 Now, you could ask, How would a resort  
12 in Spain benefit Pittsburgh? Well, quite simply  
13 it puts Pittsburgh in the same scale of  
14 locations around the world that offer  
15 world-class branded casino entertainment, and I  
16 have no doubt that people who visit and come to  
17 enjoy our offering in Spain will find their way  
18 to Pittsburgh.

19 All of this growth has its roots in a  
20 strategy that our company devised in 1998, one  
21 that is built on the practice of installing true  
22 brand loyalty in gaming enthusiasts nationwide.

23 Today our company is focused on  
24 offering exciting and compelling gaming  
25 entertainment through world-class distinctive

1 brands, Harrah's, Horseshoe and Caesars. Each  
2 branch offers a different experience, though the  
3 commitment to quality and exceptional service is  
4 central to each.

5 Supplementing these four brands and  
6 tying all of our casinos together, our two  
7 national brands, Total Rewards and World Series  
8 of Poker. These two brands are widely known,  
9 and each provides customers a compelling reason  
10 to choose a Harrah's casino over the  
11 competition.

12 The power of these well-known brands is  
13 one reason why we know we can draw substantial  
14 business to Station Square, and it's above and  
15 beyond the expectations of those who don't have  
16 a Total Rewards program with the vast reach ours  
17 has.

18 Brands convey expectations about a  
19 project, and our brands convey an expectation  
20 about a kind of service delivered only by how we  
21 motivate its talented employees. We attract  
22 those employees by offering attractive pay and  
23 benefits, and we motivate them by putting our  
24 money where our mouth is. We pay our line level  
25 employees cash bonuses for achieving measured

1 improvements in customer satisfaction.

2 Last year we paid \$16 million in  
3 customer services bonuses, and since 1999, when  
4 we introduced the program, we paid out \$95  
5 million in bonuses to our line-level employees.  
6 This is a program unique to Harrah's and is a  
7 key reason that customer service at our casinos  
8 is second to none.

9 Reinforcing our service-focused  
10 strategy, our industry-leading customer  
11 relationship management programs, which allow us  
12 to make intelligent marketing decisions with  
13 each of our guests. They allow us to understand  
14 our guests and extend to them compelling perks  
15 and offers, and personalized service delivered  
16 by talented, helpful employees, makes Harrah's a  
17 truly memorable, special experience and allows  
18 us to build long-term relationships with our  
19 customers.

20 Our relationships with customers  
21 doesn't end in their home market. As I  
22 mentioned, we invite our customers to sample  
23 other markets by sending them travel offers, and  
24 we certainly believe Pittsburgh and Harrah's  
25 Station Square will make attractive, compelling

1 addition to those offers, and we plan to market  
2 it accordingly to our 40 million guests.

3 For proof of the effectiveness of these  
4 strategies, you need only look at our impressive  
5 financial results. We have grown cross-market  
6 play by 18% last year -- that is the revenue of  
7 customers who are playing at a market other than  
8 their home market -- and we have produced  
9 same-store sales growth in all but one of the  
10 last 34 quarters; that is eight and a half years  
11 of steady, organic growth; and that is the track  
12 record that no one in this business can match.

13 Today Harrah's is the number one or  
14 number two operator, as measured by revenue, in  
15 virtually every market where we compete, and we  
16 will bring this same commitment to excellence  
17 and quality to Pittsburgh.

18 As successful as our strategy has been,  
19 we believe the brightest days are ahead. We  
20 continue to plan to grow based on three pillars:  
21 Organic growth, driven by the introduction of  
22 Total Rewards to recently-acquired Caesars  
23 Entertainment properties; we expect to invest  
24 capital in existing properties, as we do  
25 continually, as it provides more exciting and

1 compelling entertainment experiences for our  
2 guests. And we expanded to new markets like  
3 Spain, the Bahamas, Chester here in Pennsylvania  
4 and we hope in Pittsburgh.

5 That growth is key to fulfilling the  
6 promise of the Gaming Act. As we grow, we would  
7 generate a growing source of revenue for the  
8 Commonwealth as well.

9 Ultimately, though, it is more than  
10 money you want. You want to make sure that when  
11 you pick the operator, you are going to pick the  
12 operator who has the best impact in the  
13 community. And at Harrah's, our sincere  
14 commitment to guests, employees and communities  
15 as set forth in our code of commitment is what  
16 we believe establishes us as the operator of  
17 choice.

18 Our commitment to responsible and  
19 ethical behavior begins with our dedication to  
20 promoting responsible gaming. We recognize  
21 pathological gaming is a serious issue. It  
22 affects a small portion of the population, but  
23 we are dedicated to doing what we can to  
24 minimize its impact.

25 For example, you can't cash a welfare

1 right thing to do, and it is smart business. We  
2 are also committed to our communities. We view  
3 ourselves as invited guests. Each of our  
4 communities has placed a great deal of trust in  
5 us, and we are dedicated to living up to that  
6 trust.

7 We are active philanthropists, donating  
8 nearly \$29 million to more than 13,000  
9 organizations over the last 5 years. I want to  
10 mention just two of them, first Meals on Wheels.

11 You will hear from Marley Sweeney of  
12 the national headquarters of Meals on Wheels,  
13 over the last several years we have donated \$1.5  
14 million and 26 delivery vehicles to Meals on  
15 Wheels chapters all across America, and to date  
16 those vehicles have delivered 2 million meals to  
17 homebound seniors.

18 Seniors who receive not only a  
19 nutritious meal, but if you are a caretaker,  
20 like I am, of a senior, you know that it is very  
21 important that they also have the company and  
22 companionship of the people delivering those  
23 meals.

24 Also continuing our commitment to  
25 senior charities, we committed \$3 million to the

1 check or an unemployment check at any Harrah's  
2 Casino. If you have a gambling problem and ask  
3 to be excluded at one Harrah's property, we can  
4 exclude you from all; and to combat under-aged  
5 gambling, we initiated Project 21, a program  
6 that helps train our employees to spot  
7 under-aged patrons, and encourages minors to  
8 stay out of the casinos until their maturity.

9 We have been at the forefront of this  
10 issue for more than a decade. Many of the  
11 programs that are considered industry standards  
12 were devised at Harrah's, and our financial  
13 support of the National Council on Problem  
14 Gambling's toll-free hotline and our voluntary,  
15 paid television commercials, promotes  
16 responsible gaming. It's part of our culture,  
17 and we view it as our mission to continue acting  
18 as the gaming industry's pioneer and leader in  
19 this crucial area.

20 Our commitment to responsible and  
21 ethical behavior also extends to our employees.  
22 85,000 people around this country count on us  
23 for their livelihood, and we take that  
24 responsibility very seriously.

25 Treating our employees right is the

1 Alzheimer's Association, so that that  
2 organization could launch Maintain Your Brain, a  
3 national campaign devoted to educating the  
4 public about this terrible disease.

5 Our employees are active contributors  
6 as well. Last year they donated nearly a  
7 million dollars to local United Way agencies,  
8 and they spent more than 100,000 hours of their  
9 free time volunteering at local charitable  
10 causes.

11 We stand on our long track record of  
12 responsible and ethical behavior. We believe we  
13 have made a positive notable impact on the  
14 communities that we call home, and I want to  
15 assure you that we will bring the same  
16 commitment to Pittsburgh and Pennsylvania.

17 The Gaming Act also sets forth some  
18 goals for diversity involvement, and we at  
19 Harrah's Forest City Enterprises and our limited  
20 partners wholeheartedly support the intent of  
21 this Act.

22 At Harrah's, diversity and inclusion  
23 are critically important day-to-day both in  
24 principle and in practice. I earlier addressed  
25 commitment to recruiting and retaining

1 high-quality, motivated work forces, and  
2 diversity is a key part of that because we  
3 believe a diverse work force also allows us to  
4 make a more valued membership of our community.

5 But diversity doesn't end with  
6 employees. Procurement and purchasing is  
7 another way that we can advance our advancement  
8 to inclusion, and we do so with enthusiasm,  
9 wherever we operate.

10 Our commitment to diversity also  
11 extends into charitable giving. We actively  
12 reach out to community groups and organizations  
13 around the country to find additional  
14 opportunities to help diverse organizations and  
15 causes.

16 The talented team that will turn our  
17 vision of diversity and reality here in  
18 Pittsburgh is headed by our chief diversity  
19 officer Fred Keeton, a 22-year veteran of our  
20 company.

21 We also rely heavily on internal and  
22 external diversity committees, including Eddie  
23 Williams, President Emeritus of the Joint Center  
24 for Political and Economic Studies; and Lezli  
25 Baskerville, President of the umbrella

1 simply delivers on every measure. Our project  
2 offers the enormous infusion of capital needed  
3 to develop a truly appealing, world-class gaming  
4 entertainment destination, one with the power to  
5 draw tourism from around the world to Station  
6 Square in unprecedented numbers.

7 The development's enormous scale and  
8 scope will generate more tax revenue for  
9 Pennsylvania, for more tax property relief for  
10 Allegheny County families, well-paying jobs and  
11 more economic development.

12 I'd like to now introduce Brian Ratner,  
13 who will share with you a bit more detail about  
14 our unique vision for the Station Square  
15 development.

16 Thank you.

17 MR. RATNER: Thank you, Chuck.

18 I am Brian Ratner, the President of  
19 East Coast Development for Forest City  
20 Enterprises, and also director, Forest City  
21 Enterprises. I appreciate the opportunity to  
22 present today.

23 I want to talk about who Forest City  
24 is, and then talk about the Station Square  
25 economic development projects.

1 organization for the nation's 124 historically  
2 black colleges and universities.

3 Our support of diversity doesn't begin  
4 just when we open, and I will encourage you to  
5 look no further away than Chester, Pennsylvania  
6 to see where it's already at work.

7 We have already donated \$500,000 to the  
8 County Workforce Investment Board there to help  
9 educate and train potential employees. We have  
10 already hosted a city forum to provide  
11 information on vendor opportunities, and we have  
12 already worked with the city to hold a forum to  
13 show case employment opportunities for Chester  
14 residents.

15 Diversity is a critical and crucial  
16 component of our plans in Chester and it will be  
17 just as central to what we do in Pittsburgh.

18 In conclusion, our group has the  
19 commitment, the credentials, the experience and  
20 the financial strength to meet the intent of the  
21 Gaming Control Act, and to do so in a way that  
22 is uplifting for the community.

23 As an agent of opportunity, as a  
24 vehicle for economic growth, revenue generation  
25 and job creation, Harrah's Station Square quite

1 Forest City is a publically-traded  
2 company in the New York Stock Exchange, founded  
3 in 1920. We have a 9 and a half billion dollar  
4 total market capitalization, approximately \$6  
5 million, \$6 and a half million of that is real  
6 estate assets at cost, buildings at cost,  
7 published since 1960, Forest Strategic Business  
8 Units, and I will tell you about those right  
9 now.

10 We are product-diverse and  
11 geographic diverse. You can see that we have in  
12 retail, approximately 15 regional malls and 31  
13 smaller retail centers.

14 We have a number of office buildings,  
15 about nine and a half million square feet of  
16 office buildings, and eight hotels, and we  
17 currently have 120 residential apartment units,  
18 roughly 34,000 units.

19 I mentioned geographic diversity. We  
20 are on both coasts. We are in California. Are  
21 everywhere from Massachusetts all of the way  
22 down to Florida, Ohio, Michigan, many places.

23 We are talking here about a project  
24 that is a billion dollars in scale. That is a  
25 significant number. Forest City, to date, has

1 produced a project of that scale or in the  
2 hundreds of millions of dollars in New York  
3 City, Boston, Chicago, Cleveland and Denver.  
4 And we have them under way in the District of  
5 Columbia, Baltimore and Albuquerque.

6 I think there are four things you need  
7 to do to do a project of that scale: You need  
8 knowledge, you need deep pockets, you need  
9 staying power, and you need a thick skin, and we  
10 have 86 years of doing it.

11 We are very proud of what we have  
12 accomplished here in the Commonwealth of  
13 Pennsylvania. We started in 1973 with a project  
14 in Donora Towers, which we still own here in the  
15 City of Pittsburgh.

16 Most of our billion dollars' current  
17 value in the State of Pennsylvania is in the  
18 Pittsburgh area. Some of the better known  
19 projects are the Mall at Robinson, the Westin  
20 Hotel in Liberty Center, the Station Square, of  
21 course, and Donora Towers.

22 We also have assets in the Philadelphia  
23 area; the Drake Hotel, residential conversion,  
24 the University of Pennsylvania Life Sciences  
25 project, and the Quarter Master Plaza in

1 Philadelphia.

2 We can't claim to be a  
3 locally-headquartered company, but we have been  
4 here since 1973 so we feel very much a part of  
5 the community.

6 It is important to note that 25% of our  
7 enterprise, the Station Square Gaming  
8 Enterprise, will be owned by local partners.

9 And, finally, we will build union, and  
10 we are very proud of that fact.

11 We often say at Forest City that cities  
12 are our customers. We make our money by solving  
13 economic development problems for governmental  
14 jurisdictions.

15 And I would like to share with you for  
16 a couple minutes some statements from municipal  
17 leaders around the country that are going to  
18 just talk about what Forest City has been able  
19 to do in their communities.

20 (Video was played.)

21 MR. RATNER: Thank you.

22 I would now like to talk about Station  
23 Square and our plan for Station Square. I am  
24 not sure folks can see this. I hope you have  
25 copies, but it is important to note that we own,

1 at Station Square, over a mile of riverfront  
2 frontage.

3 All of that is under our control,  
4 except for two office buildings, which do not  
5 figure into our redevelopment plans, so that if  
6 we are the winning bidder, we could literally,  
7 that day, start moving dirt, which we are very  
8 proud of.

9 We are not building from a blank  
10 tablet. We have already at Station Square,  
11 significant development. We have restaurants  
12 such as the Hard Rock Cafe, the Grand Concourse.  
13 We have always viewed Station Square as  
14 Pittsburgh's place to play, and what we are  
15 doing here enhances that.

16 I want to talk briefly about traffic at  
17 Station Square, and clearly traffic is a  
18 significant issue for all of these different  
19 applications.

20 We have significant automobile access  
21 to Station Square. We have access off of  
22 Interstate 279. We have access off of the  
23 Smithfield Street Bridge. We currently have  
24 five entrances into the project off Carson  
25 Street. We have plans to add entrances as

1 needed and turning lanes as needed. So we think  
2 we have taken care of vehicular access.

3 It is important to note that we have  
4 significant multi-modal or other forms of  
5 transportation besides automobile.

6 Directly across the street from us is a  
7 T-stop, a light rail stop. And we currently are  
8 in the design phase of building a pedestrian  
9 overpass over Carson, so people can walk from  
10 the T-shop, right into Station Square, and that  
11 should be done by the time gaming starts.

12 Extensive service and Port Authority  
13 bus routes; we have extensive tour bus activity  
14 at Station Square. We currently have the  
15 Gateway Clipper Fleet, that runs tourist ships  
16 out of Station Square. We have folks who  
17 utilize the mount inclines to come down from  
18 Mt. Washington. And the Smithfield Street  
19 Bridge gets tremendous pedestrian activity.

20 I am certainly not going to tell you  
21 that the majority of our folks who are  
22 visitors/employees will not come by automobile.  
23 They will. But we, today and in the future,  
24 will have significant non-automobile visitation  
25 among our visitors and also among our employees,

1 and we think that that is important to note.

2 Now, I want to talk briefly about some  
3 of the development plans that we have. I should  
4 mention, by the way, that we have today, two and  
5 a half million visitors a year at Station  
6 Square, so we are comfortable with handling  
7 large numbers of people.

8 On the east end of our project, we are  
9 going to build up to 1200 housing units, most of  
10 those would be for-sale housing units. And it's  
11 going to be in what is called today, a new  
12 urbanism plan.

13 What does that mean? It means not  
14 having extensive mass towers, but you are trying  
15 to build something into a neighborhood scale.  
16 We will have walking trails, extensive  
17 landscaping in parks, front stoops on townhouse  
18 portions of the buildings, lots of walking  
19 paths.

20 We will integrate into that housing  
21 development, where appropriate, restaurants,  
22 neighborhood service amenities. We want to make  
23 sure it is a self-contained neighborhood. Give  
24 the people who live there the opportunity to  
25 access the amenities, the gaming and other

1 Whoever is the winner here, owes it to  
2 the City of Pittsburgh to build a project that  
3 is of enough scale, that when people are making  
4 their decisions where they want to go to game or  
5 to have entertainment, they are going to come  
6 right here to Pittsburgh. We think a project in  
7 excess of half a million dollars accomplishes  
8 that.

9 The second thing, of course, is if we  
10 spend our money wisely, something of a large  
11 scale is going to drive more jobs and more  
12 revenue, and at the end of the day, that is what  
13 this is all about.

14 If we could go on to the next slide,  
15 please.

16 You can see, here, our casino floor, it  
17 is 125,000 square feet, and it's on one level,  
18 which we think works best from both a gaming  
19 customer point of view and an operator point of  
20 view.

21 We have significant amenities. We  
22 have -- this is a resort. This is not simply a  
23 casino. This is a resort with resort facilities.  
24 We have put along the river, restaurants, clubs,  
25 shops.

1 entertainment amenities of Station Square, but  
2 also if they want, to have a nice community  
3 life.

4 So we are very excited about that. If  
5 we are successful in doing that, that means  
6 housing units, which means taxes and more  
7 residents for Pittsburgh.

8 It is unusual in our business to get an  
9 opportunity this close to a central business  
10 district, to do something like that. So if we  
11 are the successful applicant, we are very  
12 excited about our ability to do that, and we are  
13 just showing you a couple different views of the  
14 housing.

15 If we could go on to the next slide,  
16 please.

17 Now, I want to talk about our casino.  
18 We have a casino that is approximately, with all  
19 of the fees and everything else, \$512 million.

20 We think our casino needs to be big  
21 enough to do two things -- first of all, this is  
22 a competition. I am not referring to the  
23 competition with the folks who presented  
24 earlier. I am referring to the competition for  
25 entertainment dollars and gaming dollars.

1 We have a multi-purpose room that will  
2 hold concerts, sporting events, again, as I  
3 think Chuck talked about, non-gaming revenue is  
4 as important today as gaming revenue. We are  
5 about entertaining people. Whether they want to  
6 do that by playing a slot machine, attending an  
7 event or going to a restaurant, we want to give  
8 them that opportunity.

9 We have built-in expansion. We have  
10 25,000 square feet within the casino footprint  
11 that if we determine to add more slot machines  
12 over time, which hopefully we will, then that is  
13 where they will go. And we have to the west of  
14 the property, two things that are important, to  
15 the west of the casino.

16 The first is that we have a parking  
17 garage. There will be parking both underneath  
18 the casino and adjacent to it; and secondly, on  
19 the west end of Station Square, we have eight  
20 acres of land still available for expansion over  
21 time.

22 I want to talk a minute about hotels.  
23 Forest City owns currently 1,000 rooms in  
24 Pittsburgh. We have the Sheraton Station  
25 Square, which is adjacent to the casino site,

1 and we also own the West End Convention Center,  
2 so between those two hotels we have 1,000 rooms.

3 We are currently working with the City  
4 and County authorities on a 400-room expansion  
5 to the West End Convention Center hotel. We  
6 have plans to add 200 rooms to the Sheraton at  
7 Station Square, so before gaming comes, we would  
8 have 1600 hotel rooms. Those hotels are managed  
9 under the Starwood brand. Starwood has Westin,  
10 Sheraton, W Hotels, possibly the leading hotel  
11 brand in the world. When you put together the  
12 Harrah's brand and their Total Rewards and cross  
13 visitation and Starwood, we think we have a  
14 tremendously powerful hotel potential. We also  
15 have plans to add another hotel adjacent to the  
16 casino, as the market determines.

17 I would like to say, since we own 1,000  
18 rooms currently in the market, I hope the  
19 projection of 26% increase is correct; that  
20 would be great.

21 I want to talk just very briefly about  
22 the exterior design. We have been very  
23 cognizant when we started this project in  
24 listening to local planning officials and others  
25 that we would not want big-box scenarios.

1 the Penguins. As I said earlier, we help  
2 communities solve their economic development  
3 problems. We believe that the new arena is very  
4 important to Pittsburgh.

5 The Harrah's Station Square team will  
6 work with the government to execute the  
7 alternative funding plan for a multi-purpose  
8 arena. The planned support by Governor Rendell,  
9 County Executive Onorato and Mayor O'Connor is a  
10 great approach to the financing of a new arena.

11 Once the Penguins commit to the plan  
12 and commit to staying in Pittsburgh as an  
13 integral part of the community, the Harrah's  
14 Station Square team welcomes the opportunity to  
15 finalize our participation in the plan.

16 I want to close by saying that we don't  
17 think it is our place to tell you we have the  
18 best plan. It is kind of your job, hopefully,  
19 to tell us down the road.

20 We have a track record nationally in  
21 the community. We do every day around the  
22 community, mixed-use urban development. This is  
23 about driving revenue and driving jobs, and we  
24 think we can do that with our plan.

25 I now want to introduce Jesse Fife, the

1 what we want to have is something that  
2 is pleasing to the eye. We are a major viewport  
3 into the city and from Carson Street.

4 Showing now a view from Carson Street.  
5 Again, a playful exterior. We are going to  
6 mask, kind of, the casino building and parking  
7 lot, if you will. And we will show the river  
8 view now, again, the same thing.

9 When you look across the river, you are  
10 not going to see a big casino box or a parking  
11 lot. You are going to see something of quality  
12 that is pleasing and fits into the overall  
13 landscape.

14 I want to talk very briefly about the  
15 riverfronts. We are believers in the  
16 redevelopment of Pittsburgh's rivers. We are  
17 one of the founding members of the River Life  
18 Task Force, and we have supported other  
19 development along the rivers.

20 We were recently chosen by the  
21 Pittsburgh Foundations to develop the LTV  
22 Hazelwood site in Oakland to give the  
23 institutions, the colleges and medical  
24 institutions, an opportunity to grow and thrive.

25 Let me talk briefly, if I may, about

1 Executive Vice President, Chief Operating  
2 Officer, from Bidwell Training Center. Bidwell  
3 is nationally recognized for its work with  
4 economically disadvantaged individuals.

5 Thank you.

6 Jesse?

7 MR. FIFE: Jesse Fife, City of  
8 Pittsburgh, Pittsburgh, Pennsylvania.

9 Mr. Chairman, members of the  
10 Pennsylvania Gaming Board, as the Executive Vice  
11 President, Chief Operating Officer for the  
12 Manchester Bidwell Corporation, our  
13 organizations are excited about the opportunity  
14 to partner with Forest City Enterprises and  
15 Harrah's Entertainment to help develop and  
16 sustain a diverse work force and create  
17 good-paying jobs in this region.

18 This will be a direct result of the  
19 casino and the economic development projects  
20 presented to you, this Board, this morning.

21 Bidwell Trading Center, one of the  
22 Manchester Bidwell Corporation's subsidiaries,  
23 has provided vocational and skilled training  
24 programs that have resulted in employment for  
25 thousands of our graduates for the past 35

1 years. The center has a long history in  
2 Pittsburgh for training minorities and the  
3 unemployed.

4 We will work with Harrah's and other  
5 training organizations to identify, recruit and  
6 train candidates from the Pittsburgh and  
7 surrounding communities as predicted parameters  
8 become further defined.

9 The growth of our work force  
10 development programming efforts during this  
11 period can be attributed to longstanding funding  
12 relationships with the Pennsylvania US  
13 Department of Education, the Pennsylvania  
14 Department of Labor and Industry, and numerous  
15 corporations and foundations that have been  
16 committed to helping our organizations develop  
17 new career opportunities for minorities and the  
18 unemployed in the City of Pittsburgh and  
19 Allegheny County.

20 The Manchester Bidwell Corporation will  
21 enter into a partnership with Harrah's Station  
22 Square, because we realize that this offers our  
23 training organization a unique opportunity to  
24 serve as a training ground for many of the  
25 projected 2,000 employees that Harrah's will

1 need to stay in successful casino operations in  
2 Pittsburgh.

3 It has always and will be our goal to  
4 educate, train and refer the best-qualified  
5 employees to job openings that occur with the  
6 main corporations, industries and businesses  
7 that call Pittsburgh their home.

8 We believe our organization is a  
9 conduit between Harrah's and the jobs that will  
10 be created in this region.

11 As we evaluated this partnership, it  
12 became clear to us that Harrah's Station Square  
13 is the advocate that has the cast to create the  
14 most jobs in our region.

15 Their human resources and employment  
16 track record is unparalleled in industry and has  
17 become the benchmark for every other player in  
18 the casino industry.

19 Equally important, Harrah's is a  
20 company that understands how important it is to  
21 create diversity among their work force and  
22 employment opportunities for the inner city and  
23 disadvantaged populations.

24 This can be attributed to Mr. Fred  
25 Keeton, Vice President of External Affairs and

1 Chief Diversity Officer for Harrah's  
2 Entertainment. His team will work close with  
3 our team to organize and to achieve employment  
4 diversity goals and exciting economic  
5 development projects in Station Square.

6 The focus of our understanding is on  
7 the many barriers and how they are impounded by  
8 minorities and the unemployed is part of the  
9 reason that Manchester Bidwell Corporation  
10 established our partnership with Forest City  
11 Enterprises and Harrah's Entertainment.

12 I would like to introduce Franco  
13 Harris.

14 MR. HARRIS: Thank you, Jesse. And  
15 thank you for having an open forum.

16 Pittsburgh is a lot like a lot of other  
17 medium-sized cities in the United States,  
18 struggling to grow and trying to meet their  
19 needs for the future.

20 Even though we have some of these  
21 challenges yet to meet, Pittsburgh has already  
22 developed one of the best cultural districts in  
23 America, the best medical centers, the best  
24 institutions, great sports with the best  
25 professional football team in America.

1 And at Harrah's Station Square, you  
2 will offer the best, best casino development in  
3 the country. One of the best.

4 I was born in New Jersey and I was  
5 honored to be a part of two great teams here in  
6 Pennsylvania, Penn State University and the  
7 hometown team, Pittsburgh Steelers. I am also  
8 honored to be a part of the great team here with  
9 Harrah's Station Square.

10 I mentioned that Pittsburgh is home to  
11 some of the best institutions in the country,  
12 but another important dimension to a region is  
13 its communities, and we at Harrah's Station  
14 Square are committed to helping and supporting  
15 all of Pittsburgh's communities and the  
16 surrounding areas from the South Side to the  
17 north side from the west end to East Liberty,  
18 from Mt. Washington to the Lower Hill; all of  
19 Pittsburgh, one Pittsburgh.

20 If we here at Harrah's Station Square  
21 secure this license, we plan to serve all of  
22 these communities and surrounding areas by  
23 establishing a foundation that will donate more  
24 than \$1 million a year. I will personally lead  
25 this effort along with my teammates and

1 partners.

2 Another major part of our community  
3 development will be to enable Pittsburgh History  
4 and Landmark to establish an endowment of \$25  
5 million. These funds will support and expand  
6 programs to revitalize inner city neighborhoods  
7 all over the city.

8 In Pittsburgh we have challenges, yes;  
9 and we can continue to meet these challenges by  
10 making the best decision for Pittsburgh. Give  
11 Pittsburgh the best. Keep Pittsburgh the best.

12 Harrah's Station Square, the best for  
13 Pittsburgh. (Beeper sounded.)

14 Thank you.

15 AUDIENCE: [LAUGHED]

16 PRESIDING OFFICER SIMMONS: Timing is  
17 everything.

18 Thank you very much, Mr. Atwood and  
19 Station Square Gaming.

20 The Board will stand in recess now for  
21 15 minutes. We will begin again promptly in 15  
22 minutes.

23 (Break.)

24 PRESIDING OFFICER SIMMONS: Will you  
25 take your seats, please.

1 guaranteed a slots parlor within the city  
2 proper.

3 By way of background, I served on  
4 Pittsburgh's City Council for close to 15 years,  
5 including as Council President. I am most proud  
6 of my advocacy on a broad range of local,  
7 community and economic development issues and  
8 extensive knowledge of the city's land use  
9 policy and zoning code to the tenures of Mayor  
10 Caliguiri, Maslock and Murphy.

11 Our new Mayor, who is here this  
12 morning, Mayor Bob O'Connor, appointed me  
13 recently to serve as the Board of Treasurer of  
14 the Urban Redevelopment Authority, but I am  
15 speaking here in my own capacity.

16 Thank you for conducting these hearings  
17 and for allowing an advocate of legalized gaming  
18 in our state the opportunity to speak briefly  
19 about the plans, knowledge and consideration.

20 The Board is presented with a daunting  
21 task, and I hope extensive public comment will  
22 assist you in your deliberations.

23 Pittsburgh is very fortunate to have  
24 three very competitive and exciting proposals  
25 for its first ever legal gaming facility.

1 We are resuming the April 18th Public  
2 Input Hearing. Our first speaker for this  
3 segment is State Senator Jim Ferlo.

4 Mr. Ferlo, would you please come  
5 forward. You will have five minutes to address  
6 the audience.

7 SENATOR FERLO: Thank you, Judge.

8 Mr. Chairman, members of the Gaming  
9 Commission, fellow citizens, good morning. I am  
10 State Senator Jim Ferlo, and I presently serve  
11 as Minority Chair of the Senate Local Government  
12 Committee.

13 PRESIDING OFFICER SIMMONS: Please,  
14 take your seats.

15 Sorry, Senator. You may begin.

16 SENATOR FERLO: Judge, Your Honor, I  
17 will start again, very briefly.

18 Mr. Chairman, members of the Gaming  
19 Commission and fellow citizens, good morning. I  
20 am State Senator Jim Ferlo, and I presently  
21 serve as the Minority Chair of the Senate Local  
22 Government Committee.

23 Act 71 -- as Act 71 was being worked  
24 into its final form, I fought hard to make sure  
25 that the City of Pittsburgh would be explicitly

1 The Commission should take all  
2 deliberate speed to fully review and conduct due  
3 diligence on the extensive application  
4 requirements, notwithstanding politics, pundits  
5 or predilections.

6 I am here to advocate for a set of  
7 principles that would truly maximize hoped-for  
8 benefits to both the Commonwealth and the City  
9 of Pittsburgh as the host community.

10 It is my hope that I can effectively  
11 outline for you what I hope we can achieve by  
12 choosing the best Pittsburgh project.

13 There are three broad categories I  
14 would focus in on: First, which plan can  
15 generate the most revenue and thereby generate  
16 the largest amount of property tax reduction for  
17 Pennsylvanians.

18 Second, which proposal best meets the  
19 strategic development agenda and goals of the  
20 City of Pittsburgh and the affected  
21 neighborhoods.

22 And lastly, which plan offers the most  
23 supplementary benefits, such as local taxes  
24 generated, public facilities built, and perhaps  
25 older neighborhoods rebuilt.

1 Like any good tailor knows, you need to  
2 measure twice and cut once. Applicants have  
3 offered widely-varying guesstimates on revenue  
4 projections.

5 Given that each has extensive  
6 experience operating gaming facilities in  
7 various states, all applicants should be  
8 reasonably expected to obtain like and similar  
9 revenue. Each applicant boasts their own unique  
10 but similar advantage of being nearby to  
11 existing tourist and entertainment venues from  
12 which to attract patrons.

13 The proposals will each be competing in  
14 the same market, with the same tourism and in  
15 the relative proximity to one another.  
16 Applicant projections that show significantly  
17 disparate revenue by similar volume performance  
18 run the risk of vastly overstating possible  
19 income of the venue, and thereby compromise the  
20 integrity of their application.

21 I expect the Commission to be able to  
22 see through such "pie in the sky" projections,  
23 to evaluate the sincere and thorough  
24 demonstrations of expected performance.

25 I do believe that such factors as more

1 deserve.

2 The revitalization of our downtown core  
3 is critical and it has always been my hope in my  
4 efforts to bring a slots parlor to Pittsburgh  
5 that it would serve as a catalyst to bring  
6 people and commercial activity back to the  
7 central core of downtown.

8 Our state and region have invested  
9 billions of dollars in sports facilities,  
10 construction, hotels, large retail enterprises,  
11 downtown housing, a new convention center and  
12 more.

13 To strengthen a downtown core, a focus  
14 investment strategy needs to be targeted in  
15 order to leverage existing assets. The  
16 convention center draws a myriad of groups to  
17 visit Pittsburgh every year, many of whom come  
18 from out of state to spend their entertainment  
19 dollars here. We would miss an exceptional  
20 opportunity to bring out-of-state revenues to  
21 our region, if the sole casino location was  
22 inconvenient to the visiting conventioners.

23 I was a vocal objector to the former  
24 Hays "racino -- (timer beeped) -- I will try to  
25 conclude, Mr. Chairman.

1 ample parking, effective highway location,  
2 street ingress and egress, welcoming amenities,  
3 friendliness and skill of trained personnel,  
4 community relations, corporate giving, resources  
5 for promotion, available retail food and other  
6 attractions, obviously can all weigh in the  
7 favor of one proposal over the other.

8 I hope that the Commission would choose  
9 a plan that not only accrues significant revenue  
10 back to the Commonwealth for property tax  
11 reduction and our economic revitalization  
12 initiative, but one that also meets the  
13 strategic goals of the City of Pittsburgh for  
14 public investment and development. This makes  
15 the location of the venue paramount.

16 Pittsburgh has recently made  
17 substantial public investments in Station Square  
18 in the north shore, two of the proposed  
19 locations.

20 These public investments have achieved  
21 their goals of triggering or complementing  
22 significant private investment capital, and they  
23 are attractive commercial districts on their own  
24 merits, that no longer need the level of public  
25 investment that our downtown and neighborhoods

1 PRESIDING OFFICER SIMMONS: Your time  
2 is up, Senator.

3 SENATOR FERLO: Okay. I apologize. I  
4 just want to conclude, and you will note my  
5 specific endorsement for the Isle of Capri  
6 proposal.

7 PRESIDING OFFICER SIMMONS: Senator, I  
8 have to cut you off. I'm sorry.

9 SENATOR FERLO: No problem. Thank you,  
10 gentlemen.

11 PRESIDING OFFICER SIMMONS: State  
12 Representative, Jake Wheatley.

13 REPRESENTATIVE WHEATLEY: Good morning.  
14 Good morning, Commissioners.

15 My name is State Representative Jake  
16 Wheatley, and I represent the 19th Legislative  
17 District in Allegheny County.

18 The 19th Legislative District  
19 encompasses such wonderful and diverse  
20 neighborhoods within the City of Pittsburgh,  
21 that I like to refer to it as the heart of the  
22 region and heart of the city.

23 The three sites that are vying for the  
24 single Pittsburgh gaming license all either are  
25 within the 19th or their development will

1 encompass parts of the 19th.

2 As a member of the General Assembly who  
3 helped to develop and voted to expand limited  
4 gaming in Pennsylvania, and as the  
5 representative whose district will be impacted  
6 the most by whomever is granted a license, I  
7 have an obligation to speak to you today and to  
8 ask of you to act in accordance with the law and  
9 to use the caution and wisdom as you deliberate  
10 the awarding of this license.

11 It's in that decisionmaking process  
12 that I want to bring you full circle to the law  
13 itself. House Bill 2330, which later became Act  
14 71, which I and six or seven other members were  
15 cosponsors of, served -- as its very first  
16 intention by the legislative body, its purpose  
17 was to "protect the public through regulations  
18 and policing of all activities involving  
19 gambling and the practices that continue to be  
20 lawful." Those are the words in the law itself.

21 Another objective in that law as the  
22 legal legislative intention was to provide a  
23 significant source of new revenue to the  
24 Commonwealth to support property tax relief,  
25 wage tax reduction, economic development

1 opportunities and other similar initiatives.

2 It also provided as a stated objective  
3 the intention to create broad economic  
4 opportunities for all citizens in the  
5 Commonwealth, and to do so in such manner as to  
6 not provide a monopoly in any form or fashion.

7 It is my intention today to speak to  
8 those three similar provisions in this law. I  
9 believe the public interest of the citizens of  
10 the Commonwealth and any social effects,  
11 negative effects, should be a priority for this  
12 board, that we need to make sure that we provide  
13 some type of protection for any negative  
14 impacts.

15 For communities and neighborhoods who  
16 are either within or facilities located within a  
17 neighborhood or close to that neighborhood, we  
18 need to make sure that any agreements that are  
19 made to that community, any agreement entered  
20 into by any gaming operator, applicant or entity  
21 associated with that facility, should be made  
22 part of the public process, should be part of  
23 your review process each and every year. We  
24 believe there should be a prioritized  
25 requirement of diversity.

1 There were promises made to members of  
2 the black caucus, to myself, to the Democratic  
3 leadership, that diversity -- many of you on  
4 this Board have talked about diversity being an  
5 important element in your determination of who  
6 will get awarded a license.

7 We want to make sure -- I think you  
8 should make sure that diversity in ownership, in  
9 any supplying or manufacturing -- any and all  
10 aspects, work force, contracting -- are made  
11 number one to your decisions, as well as who can  
12 bring the most money to this Commonwealth for  
13 property tax relief.

14 We have heard a lot about what will  
15 help as it relates to developmental  
16 opportunities. We have heard a lot about what  
17 will help as it relates to tax relief.

18 What we have not heard enough about,  
19 what we need to hear more about, is your  
20 assurance that whoever is awarded this license,  
21 whatever their agreements are, that they will  
22 show clear diversity and inclusion.

23 The fact that the diversity plans have  
24 not been made public, I for one think it is  
25 problematic when you are asking citizens to help

1 you with input on who should be awarded a  
2 license, because we don't have all of the  
3 information.

4 I think it is very critical for you, as  
5 well as us, to make sure all information that  
6 deals with this issue are made public; and that  
7 you use this in your determination process.

8 Again, I cannot stress it enough. We  
9 have heard three wonderful proposals for the  
10 City of Pittsburgh license. The thing that I  
11 think separates them will be who has the  
12 greatest commitment to inclusion and making sure  
13 all diverse citizens benefit from this license  
14 in the City of Pittsburgh.

15 Thank you.

16 PRESIDING OFFICER SIMMONS: Thank you.

17 Our next speakers are County Chief  
18 Executive, Dan Onorato, and Pittsburgh Mayor,  
19 Bob O'Connor.

20 MR. ONORATO: Good afternoon, everyone.  
21 Thank you for being here in Pittsburgh today --

22 PRESIDING OFFICER SIMMONS: You may  
23 proceed.

24 MR. ONORATO: Mr. Chairman, members of  
25 the Board, welcome to Pittsburgh, Allegheny

1 County. We are glad that you are here to hear  
2 all of the testimony today.

3 Good morning and welcome to Allegheny  
4 County and Pittsburgh. I am Allegheny County  
5 Chief Executive, Dan Onorato, representing the  
6 1.3 million residents of this county.

7 Thank you for allowing me to share my  
8 thoughts with you on gaming here in our region.

9 The Pittsburgh gaming license provides  
10 a unique opportunity to revitalize a significant  
11 part of our downtown area, not only through the  
12 development of a casino, but also through  
13 ancillary development such as housing,  
14 entertainment and related businesses.

15 The decisions you will make over the  
16 next several months will literally recast this  
17 city and region, and I urge you to make choices  
18 that will provide the greatest benefits for  
19 Allegheny County residents and taxpayers.

20 I am not here today to endorse any one  
21 casino applicant or development, but I will  
22 endorse two key concepts related to gaming.

23 The first concept is maximizing the  
24 casino and related developments to increase  
25 slots revenues and provide much-needed property

1 tax relief here in Allegheny County and to  
2 create new job opportunities here in our urban  
3 core.

4 During my nearly two and a half years  
5 as chief executive, I have worked to reduce the  
6 impacts of property taxes on our residents.

7 For far too long, our county has  
8 watched as seniors were forced out of their  
9 homes due to high property taxes, and we have  
10 watched as thousands have fled our borders to  
11 neighboring counties and even neighboring states  
12 to avoid the onerous taxes here.

13 During my tenure I have also worked to  
14 diversify Allegheny County's economy and create  
15 job opportunities for our residents.

16 The Pittsburgh casino has the potential  
17 to significantly reduce property taxes and add  
18 jobs to Allegheny County.

19 The Isle of Capri, Don Barden and  
20 Forest City have all put forth billion-dollar  
21 development plans that promise large profits and  
22 tax revenues, as well as hundreds of good-paying  
23 jobs. I applaud all three organizations for  
24 their efforts and vision.

25 However, to date, all we truly know

1 about these proposals is what the applicants  
2 have presented at news conferences in announcing  
3 their plans.

4 Our community is relying on the Gaming  
5 Control Board to conduct the necessary due  
6 diligence and evaluate which proposal would, in  
7 fact, generate the most economic benefits to our  
8 region and enable us to reduce property taxes.

9 The second concept I am endorsing is  
10 the use of casino revenues to help construct a  
11 new multi-purpose arena here in Pittsburgh.

12 Mellon Arena, which is one of the  
13 oldest facilities of its kind in the United  
14 States, needs to be replaced.

15 This is not only important in terms of  
16 providing world class venue for concerts,  
17 conventions and other gatherings, but is  
18 absolutely necessary in order to keep the  
19 Penguins here in Pittsburgh where they belong.

20 Instead of endorsing one applicant and  
21 betting on one in three chance of building a new  
22 arena, without using taxpayer dollars, I began  
23 calling on all casino applicants to step up and  
24 put slot revenues toward a new facility to  
25 increase the likelihood of this happening.

1 To his credit, Governor Rendell has  
2 embraced the idea of a successful applicant  
3 helping to fund the construction of a  
4 replacement for Mellon Arena.

5 The Governor went to work and developed  
6 a plan that effectively guarantees a new  
7 multi-purpose arena for Pittsburgh and a new  
8 home for the Penguins, and the Governor's plan  
9 achieves this important goal without using tax  
10 revenues.

11 Giving the announcements over the last  
12 few days, the odds of funding a new arena using  
13 casino revenues and no tax dollars stand at  
14 three out of three, and you don't have to be a  
15 gambler to know that the odds don't get better  
16 than that.

17 So today I am declaring a victory in  
18 the efforts to build a new multi-purpose  
19 facility here in Pittsburgh. Our region can now  
20 move forward with the important task such as  
21 getting the Penguins as the anchor tenant in a  
22 new arena, regardless of who builds it, deciding  
23 on the size and location of the facility and  
24 other arena-related issues.

25 Mayor O'Connor and I have asked the

1 Sports and Exhibition Authority, which we  
2 jointly appoint, to stand ready to work with  
3 Penguins and other interested parties, in  
4 preparing plans for a new multi-purpose  
5 facility.

6 And with Governor Rendell's offer to  
7 provide funds to cover construction costs until  
8 a casino is opened and slot revenues begin to  
9 flow, we can begin construction of the arena  
10 much sooner.

11 Now that the arena issue has been  
12 settled, you and the members of the Gaming Board  
13 can turn your attention to the issue that I  
14 began with today, identifying the proposal that  
15 will maximize property tax reduction, create  
16 family-wage jobs and add to the economic  
17 revitalization of Pittsburgh and Allegheny  
18 County.

19 We have three separate billion-dollar  
20 plans that would transform various parts of the  
21 heart of our region. I applaud the Isle of  
22 Capri, Don Barden and Forest City for the  
23 confidence in Allegheny County, as a viable  
24 location to do business, and their commitment to  
25 helping our region maximize the benefits of

1 residents very carefully.

2 And as a Pittsburgher, I can guarantee  
3 you 90% of people in Pittsburgh are anxiously  
4 awaiting gaming. It is very, very important to  
5 our city, and they've been waiting a long, long  
6 time for this, and I am very excited about the  
7 three proposals.

8 It is the job of all of us that gaming  
9 is done right, and that it improves the quality  
10 of life for the people of Pittsburgh.

11 Gaming done right will benefit our  
12 community in terms of job opportunities and  
13 enhanced tax revenues. Done wrong, and the  
14 people of Pittsburgh could bear an additional  
15 burden. Executive Dan Onorato and I are working  
16 closely together on this issue, and I share his  
17 thoughts.

18 Gaming was created by the state to  
19 generate and enhance tax revenues to the state,  
20 the county, the city and the Pittsburgh School  
21 District, and to create economic development and  
22 jobs.

23 That must be the primary focus in the  
24 selection process. It's what your governing  
25 legislatures calls for, and it's what the people

1 gaming.

2 I also challenge all three applicants  
3 to continue to improve and enhance their  
4 proposals as we move through this process.

5 To the members of the Gaming Control  
6 Board, I wish you the best as you consider these  
7 three proposals. The residents of Allegheny  
8 County and I await your decision so we can begin  
9 the important work of revitalizing our region,  
10 reducing property taxes, and creating additional  
11 employment opportunities for hundreds of  
12 individuals.

13 Thank you for your time, and I am happy  
14 to stay around or answer questions in the  
15 future. Thank you very much.

16 PRESIDING OFFICER SIMMONS: Thank you  
17 very much. Mayor O'Connor.

18 MAYOR O'CONNOR: Good morning. I am  
19 Mayor Bob O'Connor and I would like to welcome  
20 the Board, finally, to Pittsburgh. We are very,  
21 very excited to have you here.

22 As we prepare to introduce gaming to  
23 our city, it is critically important that you  
24 hear directly from the people who gaming will  
25 impact. I encourage you to listen to our

1 want and what the people have promised.

2 Now that we have solved the Penguin  
3 issue, with our arena-funding plan that  
4 guarantees a new arena for the Penguins, we must  
5 ensure that the Penguins and the gaming  
6 applicants each support the plan and contribute  
7 their fair share.

8 Our plan doesn't involve any new tax  
9 dollars. The Governor made sure of that. It  
10 asks the Penguins for a 16% contribution, one of  
11 the lowest, if not the lowest, in the country,  
12 and it asks that successful gaming applicants  
13 contribute 7.5 million a year. It is a fair,  
14 reasonable, viable plan.

15 It would be inappropriate at this time  
16 for Executive Onorato or myself to favor one or  
17 the other. It's far too early in your process  
18 to assume that we have all of the answers and  
19 analysts that you have not yet done. We must  
20 permit the process and the fact-finding to  
21 happen. In the end, we must make sure that the  
22 best applicant is selected.

23 In addition, there are a number of  
24 specific issues that are important to me in your  
25 review. We must do our due diligence and ensure

1 the promise and projections the applicants  
2 communicate are real.

3 We have to separate fact from fiction,  
4 whether it is revenue projections, projected  
5 investment, et cetera. We have to know what we  
6 are buying in the end.

7 I urge you to scrutinize the  
8 representations made by all. Economic impact,  
9 job creations, salary ranges, benefits, work  
10 force development, must be quantified. In fact,  
11 I just spoke at a high school to all of the  
12 seniors, and they want to know how, after  
13 graduation, those who don't go on to college can  
14 be trained and have a viable option to be  
15 trained for these jobs and the spin-off of  
16 gaming that will come.

17 Again, gaming must create economic  
18 development and jobs, otherwise gaming could  
19 become another cost our city would rather not  
20 have at this time.

21 The track record of the applicants must  
22 be gone over with a fine-toothed comb. History  
23 may tell us the most in terms of what we can  
24 expect from the applicants.

25 I urge you to find out everything you

1 asset. Done wrong it could be blight and cost  
2 us money.

3 These and many other questions need to  
4 be focused on by the Gaming Control Board. Your  
5 budget and your 200 professionals need to take  
6 the time and analyze these issues, to scrutinize  
7 them. We all have a stake in this.

8 My office stands by ready and willing  
9 to work with you to move forward. Today's  
10 hearing is a good start. I believe we are all  
11 on the right track. The City of Pittsburgh has  
12 turned around.

13 Gentlemen, you just have to walk up and  
14 down our streets to feel the vibrant, the  
15 enthusiasm and the attitude that Pittsburgh has.  
16 Not only we becoming Mayor but Steelers winning  
17 the Super Bowl. We have the all-star game  
18 coming. We have the 250th anniversary coming.

19 We know that gaming done right will be  
20 a great asset to our city, creating jobs,  
21 economic development and will be a very, very  
22 good positive.

23 I thank you for your time. Again, we  
24 are certainly glad to have you here. We need  
25 you. We need this thing done correctly so that

1 can about what they have done elsewhere, who is  
2 likely to operate the best casino, who builds  
3 the best casino, who has the ability to make a  
4 go of it in the long run. Don't forget, the  
5 person who gets this application will be here  
6 for life.

7 Tourism, an attraction of our town, and  
8 visitors and customers are critically important.  
9 Tourism is the second largest industry in  
10 Pennsylvania. We all know how economically  
11 important tourism dollars are to our economy.

12 Who will bring the most to the city and  
13 to the people visiting our city? How well does  
14 the proposal fit and complement our existing  
15 tourist attractions, entertainment districts,  
16 and especially our neighborhoods?

17 Architecturally, esthetically and from a  
18 transportation perspective, does their plan  
19 enhance our community or detract from it?

20 Diversity in terms of ownership, job  
21 creation, economic impact is critical. We have  
22 an ongoing obligation as government to enhance  
23 diversity in every sense of the word. Social  
24 impact and first-response issues must be vented.

25 Again, gaming done right can be an

1 it improves our quality of life for all of the  
2 people here in Pittsburgh and in western  
3 Pennsylvania.

4 Thank you very much for your time.

5 PRESIDING OFFICER SIMMONS: Thank you  
6 very much, Mr. Mayor. I understand that  
7 Councilwoman Brenda Frazier is sharing your time  
8 as well.

9 MS. FRAZIER: Good morning. My name is  
10 Brenda Frazier, and I am the elected  
11 representative of Allegheny County Council's  
12 13th District.

13 This district encompasses much of the  
14 downtown area of Pittsburgh, as well as portions  
15 of both the North and South Side.

16 I am, perhaps, unique among the county  
17 council members, in that my district will be  
18 directly affected, regardless of whether the  
19 Pittsburgh gaming license is awarded to  
20 Mr. Barden's group, Forest City or the Isle of  
21 Capri, and my constituents have asked that I  
22 make a public statement to you to share my own  
23 feelings and impressions on this important  
24 decision.

25 My purpose today is not to advocate for

1 any particular proposal, but rather to advocate  
2 for the people who live in and around the 13th  
3 Council District.

4 I have spoken with representatives from  
5 all of the applicants and developers who will be  
6 involved in their proposals, but not as an  
7 individual who is hoping for a particular  
8 outcome, but rather as a representative of  
9 individuals who remember that the justification  
10 for allowing gambling in Pennsylvania was that  
11 it would be of assistance in alleviating  
12 property tax burdens.

13 Indeed, I have asked many of my  
14 constituents what they would do if they had to  
15 choose between property tax relief and a new  
16 arena or other new development, and they almost  
17 invariably say that they would choose tax  
18 relief.

19 Because this is completely consistent  
20 with the justification for permitting gaming, I  
21 believe that property tax relief should be a  
22 primary consideration when deciding which  
23 proposal brings the greatest benefit to the  
24 region; but this is, obviously, a complex issue.

25 The communities I represent also want

1 continue to remember -- as you evaluate the  
2 proposals, that you continue to remember that  
3 any of them is only as good as the applicant's  
4 ability to bring it to fruition.

5 This is a time for neither optimism or  
6 pessimism but rather realism. You each must  
7 realistically evaluate the competing proposals,  
8 test their weaknesses and strengths, and  
9 determine whether the applicants can meet the  
10 burden of providing both what they promise and  
11 the infrastructure to support it.

12 The individuals who live in this  
13 community deserve no less, and speaking as one  
14 of their elected representatives, I expect no  
15 less. Thank you.

16 PRESIDING OFFICER SIMMONS: Thank you  
17 very much Councilwoman Frazier.

18 Our next speaker will be Councilman  
19 William Russell Robinson.

20 MR. ROBINSON: Thank you, Mr. Chairman,  
21 and members of the Board. I certainly welcome  
22 you to Pittsburgh.

23 I have already submitted some written  
24 comments for your perusal and for your staff to  
25 peruse. I would just like to make a couple

1 to be certain that a casino will be placed in an  
2 area where it does the least amount of harm,  
3 both to the local residents and to the local  
4 businesses.

5 Virtually everyone that I have spoken  
6 to has in one fashion or another articulated the  
7 belief that permitting gaming is nothing to be  
8 taken lightly; and that it will only turn out to  
9 be a blessing for the region if whoever wins  
10 this license has a strong plan for economic  
11 development contained in their proposal.

12 Most people have also said, the winner  
13 of the license must have articulated a time line  
14 that will allow the project to -- that will not  
15 allow the project to linger in some sort of  
16 planning stage for an extended period of time.

17 My constituent's feelings are  
18 pragmatic. If we are going to do this, let us  
19 complete the process, open the facilities, begin  
20 gaming revenue for tax relief and develop our  
21 community as expeditiously and efficiently as  
22 possible.

23 Each of the proposals has its  
24 comparative benefits and shortcomings. I would  
25 simply ask that you evaluate the proposals, you

1 quick comments.

2 I am probably the only person in this  
3 room who can honestly say he was at the very  
4 beginning of any of these plans, and that was  
5 several years ago when the General Assembly and  
6 the Governor decided that two stadiums could be  
7 built in this community.

8 At that time a commitment was made to  
9 the Pittsburgh Penguins. I am here in part to  
10 help fulfill that commitment to provide them  
11 with the facility so that they can stay in our  
12 community.

13 The fact that they have now taken on a  
14 partner in Isle of Capri and Nationwide, I  
15 think, strengthens their proposal and has the  
16 best opportunity of giving to this city the tax  
17 relief that many are talking about, helping us  
18 with our fiscal issues in the county and the  
19 city.

20 For 14 years I served in the General  
21 Assembly, for 8 years I served on Pittsburgh's  
22 City Council, and for the last 3 years I served  
23 on Allegheny County Council and I serve as the  
24 budget and finance Chair. I am certainly  
25 concerned about the economic impact of any

1 casino project that you might approve.

2 I also am cognizant of the fact that  
3 the only people in this room who are going to  
4 vote on this are the ones before me, so my  
5 comments give due respect to the fact that you  
6 have heard a lot, you will read a lot, but at  
7 the end of the day we have to trust your  
8 judgment, and I certainly do.

9 When I was on Pittsburgh's City  
10 Council, I served as budget -- sorry -- I served  
11 as Chairman of Planning, Housing and  
12 Development, so I have a good perspective of  
13 what I believe and what my constituents believe  
14 represents the best interest of this city and  
15 now of the county.

16 I represent the 10th County Council  
17 District, much of which would be impacted  
18 positively by the Isle of Capri's proposal.  
19 Unashamedly, I support this proposal.  
20 Unashamedly, I support the Penguins and  
21 Nationwide, and I think you need to know that.

22 I have gone on record in Allegheny  
23 Council to that effect. I go on record here  
24 again today. I believe this is the best  
25 proposal to create jobs, tax revenues, to give

1 I would recommend that you go back and  
2 rebid these licenses because I think people of  
3 Pennsylvania deserve the most that they can get.  
4 Reason being, we are an aging population in this  
5 region, as you can see and has been told by many  
6 people here today.

7 I don't believe in any one operator  
8 necessarily. I believe in what the Penguins  
9 have promoted and the plan that they presented.  
10 The reason being that I do such is the fact that  
11 I said I would never vote or pay one dollar of  
12 taxpayer money to support any arena or any  
13 stadium because, quite frankly, we can't afford  
14 it because of our population aging.

15 But the Penguins went on and they did  
16 bring their proposal back to us, and they did it  
17 without any taxpayer money, not one dollar,  
18 including the maintenance from there on.

19 It will free up also, by the way, a lot  
20 of RAD money we need in other areas. We badly  
21 need to support our volunteer firemen.

22 Let me say, when I ran for office, I  
23 phoned 15,000 of my constituencies, and you can  
24 count on that, and there were three clear  
25 messages that I heard from my constituency.

1 to us property relief and to indeed enhance the  
2 Hill District community and the potential they  
3 enhance other communities.

4 I won't go much further because I know  
5 you have a lot of other speakers, but I  
6 certainly want you to know that I appreciate  
7 this opportunity, and I am sure you will hear  
8 from many of us in the future before you make  
9 your decision.

10 Thank you very much.

11 PRESIDING OFFICER SIMMONS: Thank you  
12 very much, Councilman Robinson. Our next  
13 speaker is Councilman Drozd.

14 MR. DROZD: Gentlemen and lady, I am  
15 not going to read my statement. I am going to  
16 look you eye to eye, because I believe that I am  
17 going to speak from the heart and I think you  
18 will hear from the heart. And I also want to  
19 make sure the people here, my constituency, also  
20 I want to speak to them.

21 First and foremost, I would like to say  
22 that the people of Pennsylvania were not  
23 well-served, because of this case in point,  
24 there are a lot of bidders and the price in the  
25 licenses have gone up far in excess.

1 First and foremost, I can no longer  
2 afford to live in my home if the taxes continue  
3 to rise; secondly, I will have to sell my home  
4 if the taxes continue, and some have said I have  
5 already sold my home; and thirdly, I intend to  
6 move out of Allegheny County if the taxes  
7 continue to rise.

8 So as you can see, it is fast becoming  
9 an issue here in our region. And let me point  
10 this out; that that arena is a multi-purpose  
11 arena. It is not a Penguins arena. It is a  
12 150-event, 40 of which are Penguins' events.

13 This is served to the region as a  
14 whole, if the Penguins themselves bring in \$6.5  
15 million in economic development and tax dollars  
16 to this region, and also the other events that  
17 come into that region bring in about 60 to \$70  
18 million in economic dollars. So there, as you  
19 can see, we cannot afford to lose this. We  
20 cannot afford to lose this money.

21 I will tell you this, there is a Plan  
22 B, I know. My concern is that those moneys that  
23 are in Plan B will still come from the state.  
24 We can't afford that. And do you know why?

25 Because in my region alone, and we can

1 multiply there across the county, there are two  
2 bridges that are badly in need of repair. One  
3 is life-threatening and one is job retention.

4 A hundred jobs, \$5 million; that  
5 company said, If that bridge is not fixed, I am  
6 moving to Missouri where the rest of my  
7 facilities are.

8 This second is life-threatening where a  
9 fire truck had to go across to save a family's  
10 life, that 5-ton bridge, 41-ton fire truck,  
11 where they asked the firemen to get off the  
12 truck, and said, please get off because we don't  
13 know if this is going to hold us.

14 They saved the house and family,  
15 whatever was left, but we can't continue to go  
16 on with this, and there is still no money to  
17 repair those two bridges. I stood on the  
18 roadway -- it is caved in -- where an older  
19 gentleman sat with me and said to me, he said,  
20 you know, my wife has had three strokes. If  
21 they can't come through here the next time, what  
22 do I do?

23 Currently there is an Alli-Kiski  
24 Bridge that needs millions of dollars of repair,  
25 and I could go on and on and on in Sewickley and

1 where we need those tax dollars to bring this  
2 county forward in other areas.

3 I thank you for your time on behalf of  
4 my people and the people of Allegheny County and  
5 my district. Thank you.

6 PRESIDING OFFICER SIMMONS: Thank you  
7 very much.

8 The next speaker is City Councilman  
9 William Peduto.

10 MR. PEDUTO: Thank you, Mr. Chair,  
11 Commission.

12 Today I would like to do just a little  
13 bit of Civics 101. Basically, what is the role  
14 of local government in this decision? And what  
15 is the role of local government?

16 As we know, the state has certain  
17 mandates. Basically, as they have been told to  
18 me before, is their goals are to educate,  
19 medicate and incarcerate.

20 The county is the local level of the  
21 state and they carry out those missions, but it  
22 is really the municipal government, the local  
23 government, that is in charge of land use, of  
24 zoning, of planning, of economic development and  
25 community revitalization, and it's the local

1 other areas within this region.

2 Lastly, I will leave you with this  
3 thought, and I speak from my heart. You have a  
4 tough decision to make, and I believe if you  
5 look in your hearts and you take the politics  
6 out of it, you will make the right decision, and  
7 I will give you the example of that.

8 I have been called many times back to  
9 active duty since 9/11, since the attack on our  
10 country, and I went overseas twice, volunteered,  
11 and I came up through the ranks from an E-1  
12 private on up to a lieutenant colonel.

13 When I was a lieutenant, a general  
14 looked me in the eye and he said: Matt, there  
15 are times that you are going to have to make  
16 tough decisions in your life. Ask yourself two  
17 questions, what is best for your country; and  
18 secondly, what is best for that which you want  
19 to accomplish, and then you will make the right  
20 decision.

21 And I would ask you, ladies and  
22 gentlemen, to do the same thing, and I think you  
23 will make the right decision, and the right  
24 decision is to pick that proposal that does not  
25 cost these people any of their tax dollars,

1 government who will take on the burdens of where  
2 a location for a casino will be, both in the  
3 impacts that will occur and on the potential of  
4 any sort of growth that can come from it.

5 I am not really a supporter of gambling  
6 as a panacea for solving our financial and other  
7 ills, but in this case I see one casino  
8 applicant that stands heads and shoulders above  
9 the others.

10 There is one that would actually  
11 provide the best benefit for the City of  
12 Pittsburgh, and I cannot idly sit by and not  
13 speak out.

14 The best choice, in my opinion, is that  
15 of the Isle of Capri. The City must consider  
16 certain issues as we move forward, most of those  
17 based upon urban planning. Transportation is  
18 going to be a key component of whatever  
19 applicant receives the license.

20 Right now we have an area that is  
21 tested almost 50 times a year, for 17,000 people  
22 are asked to either enter or leave within a  
23 45-minute period, and the system and  
24 infrastructure is in place.

25 Our city, as the county's councilman

1 was saying, our city has an infrastructure which  
2 is falling apart. We need a fix-it-first  
3 mentality in the state, but we don't have the  
4 resources or a capital budget to fix the roads  
5 and the bridges.

6 There is no money that should be  
7 expended on providing additional transportation  
8 needs, and if there are, they should be minimal,  
9 so that the impact to our neighborhoods and our  
10 communities that need those funds will be  
11 addressed. The central location and the  
12 potential of a build-out of a multi-modal hub is  
13 very real.

14 I not only serve on City Council, I am  
15 also a Commissioner on the Southwest  
16 Pennsylvania Commission. I have been pushing  
17 for a number of years for the use of the  
18 Allegheny Valley Railroad and the CXX line, in  
19 order to connect a multi-modal hub down by where  
20 the old Greyhound station is, where the next  
21 project probably for Allegheny County with a  
22 light rail system would be a T, and a T that  
23 would work in the computer rail, all of which  
24 would be right in that same area.

25 There is a real potential to build out

1 to go forward without doing so.

2 These issues cannot be ignored. The  
3 issues may be outside of the general criteria of  
4 this Commission, but they are the most important  
5 factors of the City of Pittsburgh.

6 To be certain, City Council has passed  
7 two resolutions pertaining to gambling, and I  
8 leave copies with you to read them.

9 Both of those resolutions were passed  
10 in 2004 and 2005, and I will just read the  
11 closing clause, the resolution of it, that "the  
12 Council of the City of Pittsburgh will only  
13 support the allocations of a slots casino  
14 license to an applicant who will fully,  
15 privately fund a new arena within the City of  
16 Pittsburgh."

17 These are the criteria that local  
18 government has placed upon it; the urban  
19 planning, the minimal or no impact on  
20 transportation, the reinvestment into a  
21 community that needs it, a fully-funded new  
22 arena without taxpayer support, the support of  
23 elected officials and people.

24 The people of Pittsburgh, these are the  
25 only ones that have self-interest that are

1 this area through transportation and  
2 transit-oriented development that we cannot  
3 ignore.

4 Redevelopment. We blew it 50 years ago  
5 when we thought we had a plan on how to  
6 reestablish a great cultural area. Now we have  
7 the opportunity to fix it, and if we ignore that  
8 opportunity and let it go away, shame on us.

9 To connect the Hill District with  
10 downtown has been spoken about, but I want to  
11 talk about connecting the Hill District with  
12 Oakland, with the Centre Avenue corridor and the  
13 new economy and the new Pittsburgh. I want to  
14 talk about connecting the Hill District with the  
15 bluff and connecting it with the strip district  
16 in order to create, again, a multi-modal,  
17 transit-oriented development, which this project  
18 could do.

19 The financial status of the city is  
20 well-known. We can't afford a new facility.  
21 RAD funds are too low. Our cultural and arts  
22 organizations are being strangled because we  
23 used those funds to build two other stadiums.  
24 We should not be using any taxpayer money, and  
25 there is a plan on the table that would allow us

1 coming forward, and they are only coming forward  
2 for one plan.

3 The people's voice needs to be heard on  
4 this. For all of these reasons and more, I ask  
5 you in your consideration to support the Isle of  
6 Capri.

7 And if I may indulge --

8 PRESIDING OFFICER SIMMONS: I'm sorry,  
9 Mr. Peduto, your time is up.

10 MR. PEDUTO: I will write you.

11 PRESIDING OFFICER SIMMONS: Thank you  
12 very much.

13 That concludes our local government and  
14 legislative portion of the Public Input Hearing.  
15 You will now go immediately into community  
16 groups.

17 Our first speaker will be Sanford  
18 Stevenson.

19 Before you speak, Mr. Stevenson, I need  
20 Don Neil, Rick Belloni, Stanley Luczak, Mark  
21 Bibro and Ann Swager, to please stand to be  
22 sworn.

23 Would you raise your right hands?

24 THE WITNESSES: [COMPLIED]

25 PRESIDING OFFICER SIMMONS: Do you

1 solemnly swear to the tell the truth, the whole  
2 truth and nothing but the truth, so help you  
3 God?

4 THE WITNESSES: I do.

5 PRESIDING OFFICER SIMMONS: Okay. You  
6 may be seated.

7 Mr. Stevenson, you may begin.

8 MR. STEVENSON: Thank you for taking  
9 the time with the local CDC groups.

10 My name is Sanford Michael Stevenson.  
11 I represent the West Pittsburgh Partnership CDC  
12 in the west end of Pittsburgh, and also the West  
13 End Valley Business Association.

14 We have been developing that section of  
15 Pittsburgh for the last four years, say from  
16 2000 to present. There have been approximately  
17 15 million dollars' worth of private funds  
18 inputted into that area, and this is before  
19 the casinos were legislated.

20 We believe that these three  
21 projects -- I am very impressed by them all, by  
22 the way -- will do good for Pittsburgh and the  
23 taxpayers and hopefully the property tax help  
24 that we need here.

25 We, however, the body, have been

1 the riverbank from the west end bridge down to  
2 our particular new proposed development.

3 That development is vital to our master  
4 plan, which will include market rate housing to  
5 be built in the west end section of Pittsburgh  
6 and start to revitalize that forgotten section  
7 of the Pittsburgh area.

8 It has a long history of the first  
9 sawmill that helped build the fort during the  
10 Indian -- French/Indian war. It had vital  
11 industry, coal mining, that had been there since  
12 the beginning of time, before it became part of  
13 the City of Pittsburgh.

14 We truly believe that any of these  
15 proposals are going to be an asset to  
16 Pittsburgh. I sometimes wish we could have had  
17 two instead of just one, and maybe we can talk  
18 to our legislators and table that issue.

19 We cluster restaurants, why not cluster  
20 a new industry? We certainly need a new  
21 industry in the western part of Pennsylvania, to  
22 sustain the west end. It may sound  
23 self-serving, but that would certainly help us  
24 in that particular area.

25 Thank you.

1 listening to the proposals and have seen them  
2 prior to this hearing, support Harrah's and  
3 Forest City.

4 Harrah's has -- I'm sorry. Forest City  
5 has been here in the neighborhood for several  
6 years and has already shown what they can do,  
7 their willingness to invest in the different  
8 communities, as you have seen in their proposal.

9 They are an honest group of people.  
10 Harrah's is just an added plus, and we think  
11 that is the lowest impact to any particular  
12 given community.

13 The traffic patterns in those areas are  
14 serviced by major interstate highways, as well  
15 as Route 51, Route 60 and Route 50 and all  
16 points west and 279 to points north.

17 We believe that their plan is the  
18 strongest financially, that they do have the  
19 staying power, and they have proved that by  
20 being here for the last 15 years; therefore, we  
21 do strongly support that proposal.

22 The West Pittsburgh Partnership, by the  
23 way, has been engaged with the stakeholders of  
24 the Riverlife Task Force and have been planning  
25 to build an arena and a hotel and shops along

1 PRESIDING OFFICER SIMMONS: Thank you  
2 very much. Dewitt Walton.

3 MR. WALTON: Thank you, members of the  
4 Gaming Control Board, for allowing me to play a  
5 part in building the records that will help  
6 determine the successful gaming licensee.

7 I am Dewitt Walton, President of  
8 Crawford Square Home Owners Association. In  
9 addition, I work for the United Steelworkers  
10 Union, and serve as a Democratic layperson for  
11 the third ward, second district.

12 Crawford Square is a community that  
13 abuts the Mellon Arena and is a residential  
14 community that will be most impacted if  
15 Pittsburgh First is selected to be the gaming  
16 licensee.

17 Again -- let me read a resolution that  
18 was adopted by the Crawford Square Homeowners  
19 Association on April 13th, 2006. It reads: "In  
20 general, the Crawford Square Homeowners  
21 Association do not support gaming, but since  
22 gaming will be established in Pittsburgh, of the  
23 three proposals being considered, Pittsburgh  
24 First offers the most advantageous plan for the  
25 economic development of the Lower Hill.

1 Again, while I share that a significant  
2 number of our residents are opposed to gaming in  
3 general, we realize that gaming is here, and we  
4 want the outcome to have the most positive  
5 impact possible.

6 We have a number of concerns that we  
7 believe must be positively addressed. The  
8 Crawford Square HomeOwners Association embraces  
9 the principle that we are part of the greater  
10 Hill District community, and anything that  
11 benefits one segment must benefit the entire  
12 community.

13 The Hill District has been an  
14 underserved community for more than 40 years,  
15 and residents in Crawford Square believe that  
16 the granting of a gaming license must go beyond  
17 simply providing revenue to governmental  
18 agencies. The granting of the license should  
19 provide redress to a community that is critical  
20 to the viability to the Pittsburgh metropolitan  
21 area.

22 As homeowners -- as a homeowners  
23 association, we, of course, are very protective  
24 and concerned with maintaining the property  
25 values of our homes, inasmuch as our homes in

1 business start-ups.

2 Relative to community enhancement,  
3 community-based partnerships; environmental  
4 conservation; affordable housing, both rental  
5 and for sale; annual community investments;  
6 supportive services to complement the state  
7 gaming legislation resources in addition to  
8 expansion of social ills support.

9 Finally, the Corporate Square  
10 Homeowners recognize that the selection of a  
11 successful applicant will be a difficult task.  
12 However, we think our voice is as critical as  
13 any other and, again, believe it is critical  
14 that we use this opportunity to repair 40 years  
15 of this investment.

16 Thank you.

17 PRESIDING OFFICER SIMMONS: Thank you  
18 very much.

19 Cecelia Jenkins.

20 MC JENKINS: Mr. Chairman, members of  
21 the Pennsylvania Gaming Control Board, my name  
22 is Cecelia Jenkins, and I serve as the Executive  
23 Director of Pittsburgh Community Services, Inc.,  
24 located at 1835 Centre Avenue in the City of  
25 Pittsburgh.

1 many cases are our largest single investment.

2 We are also concerned with maintaining  
3 the security and the cleanliness to our  
4 neighborhood, and we are determined to do  
5 whatever is needed to complete development of  
6 Crawford Square and the greater Hill District.

7 While we are not endorsing any  
8 applicant, we believe based upon our efforts to  
9 have meaningful dialogue with all of our  
10 applicants, that Pittsburgh First has made the  
11 most comprehensive and constructive proposal  
12 that will benefit our community.

13 In our discussions with Pittsburgh  
14 First, we have agreed to have continuing  
15 dialogue in an effort to build upon principles,  
16 that include in addition to my earlier comments  
17 the following:

18 Relative to economic opportunity and  
19 social entrepreneurship issues, construction and  
20 permanent jobs from arena, casino and mixed-use  
21 development; minority business and women  
22 business enterprise; diversity planning;  
23 community hiring preferences; customized job  
24 training; minority banking relationships; loan  
25 guarantees for minority business; and women

1 I am also a graduate of the University  
2 of Pittsburgh's graduate school of public and  
3 international affairs, and I believe that I am a  
4 true public administrator.

5 Pittsburgh Community Services is the  
6 designated community action agency for the City  
7 of Pittsburgh and continues to wage the war on  
8 Poverty, continuing to endorse the tenets of  
9 self-sufficiency, to delivery of systems and  
10 collaboration for partnerships with other social  
11 service agencies and community agencies  
12 throughout the City of Pittsburgh.

13 Over 40 years ago, national legislation  
14 introduced the War on Poverty. This was  
15 supposed to be a program that was supported by  
16 the Office of Equal Opportunity, and it promised  
17 a sweeping change in opportunities for children  
18 and families alike in overcoming the conditions  
19 and impact of poverty.

20 You may recall such programs as Head  
21 Start, the Neighborhood Legal Services,  
22 Weatherization and other related programs that  
23 supported the investment in people.

24 About the same time, a major  
25 development process occurred in the Hill

1 District, changing a vibrant, artistic  
2 community, which produced some of the most noble  
3 and prominent people during the annals of time,  
4 a community that gradually reduced to certain  
5 levels of plight and decay.

6 But the Hill District of Pittsburgh is  
7 restoring its viability and long time neighbors,  
8 particularly the Pittsburgh Penguins, in concert  
9 with the Isle of Capri and Nationwide Realty  
10 Investments, have the opportunity now to embrace  
11 the Hill District community and assist in the  
12 community's efforts to control its own destiny.

13 Pittsburgh Community Services supports  
14 the tenets of Pittsburgh First, because it  
15 understands that an intricate community  
16 development process must invest resources back  
17 into the community. Pittsburgh First has always  
18 understood the significance of community  
19 involvement, even as it shaped its own advocacy  
20 plan.

21 It particularly embraces a community  
22 which has been sorely left out of a  
23 comprehensive redevelopment process, and it  
24 renews a sense of hope to the communities in the  
25 Hill District.

1 the last three years since I have had tenancy in  
2 the Hill District, the involvement and  
3 observations that I have made, that there has  
4 only been one development to come into fruition.

5 I have seen minimal engagement of black  
6 and minority construction workers, and I have  
7 seen several black businesses close their doors.

8 I believe that Pittsburgh First, with  
9 keen leadership and stakeholders' interest, will  
10 be sensitive to the vital needs of the  
11 community.

12 The last time there was a major  
13 development here in the City of Pittsburgh, I  
14 believe that small minority business development  
15 was practically shut out. I believe that  
16 Pittsburgh First will adhere to a consciousness  
17 that embraces the concept of sharing the wealth.

18 Pittsburgh Community Services is part  
19 of the synergy and efforts of Pittsburgh First,  
20 and my commitment and that of my agency is to  
21 see that there is a significant correlating  
22 process for employment and training to the great  
23 citizens of Pittsburgh.

24 Thank you.  
25 PRESIDING OFFICER SIMMONS: Thank you

1 Pittsburgh First has the potential to  
2 augment the transformation of the Hill District.  
3 The mission of Pittsburgh First is supported by  
4 the gaming interest of the Isle of Capri and, as  
5 such, represents the chance to restore a vibrant  
6 community which, despite its losses and  
7 setbacks, has never given up on the dream of  
8 restoration.

9 Pittsburgh First will advocate for  
10 private funding of the entire cost of building a  
11 state-of-the-art arena for Pittsburgh.

12 Pittsburgh First will help keep the  
13 Penguins in Pittsburgh. Pittsburgh First will  
14 commit to redeveloping the arenas above -- the  
15 areas above Crawford Street. Pittsburgh First  
16 will revitalize and redevelop the Hill District.

17 While there will be great and small  
18 wealth-building opportunities in this new  
19 industry, the Pittsburgh First coalition  
20 acknowledges the need to spread the wealth  
21 throughout the Hill District communities,  
22 protecting and sustaining the residents and  
23 improving the quality of life.

24 There are great plans for the Centre  
25 Avenue corridor in the Hill District. Yet over

1 very much.

2 Don Neal.

3 MR. NEAL: My name is Don Neal. I am  
4 speaking today both as a resident of downtown  
5 Pittsburgh and on behalf of the Pittsburgh  
6 Downtown Neighborhood Association, PDNA, of  
7 which I am a board member.

8 The PDNA is not connected to any of the  
9 three applicants or their partners, and we  
10 neither have received nor expect any financial  
11 inducements as a result of the petition we are  
12 putting on the record today.

13 The several hundred of the PDNA are  
14 residents and others who are concerned about the  
15 needs and growth of Pittsburgh's oldest and most  
16 central neighborhood downtown.

17 Founded in 1987, the PDNA strives to  
18 enhance and expand the attractiveness of  
19 downtown, while calling attention to the needs  
20 that are not currently being met.

21 We care greatly about what happens in  
22 our neighborhood, which extends roughly from the  
23 Point to Uptown and across to the strip district  
24 and includes the site of Mellon Arena; but we  
25 are sensitive, too, to the relationship between

1 this downtown neighborhood and the Pittsburgh  
2 region as a whole.

3 Thus, the PDNA has a large stake in  
4 where a casino is sited. Not only because we  
5 live and work in the downtown area, but because  
6 we recognize Pittsburgh's special character as a  
7 strong and attractive city.

8 The Board of Directors of the PDNA has  
9 voted unanimously to support the proposal  
10 submitted by the Isle of Capri and its partners.  
11 We believe that this proposal will do the most  
12 good for Pittsburgh, including downtown, while  
13 it enables us to avert the impact that the other  
14 proposals would likely do if they were  
15 implemented. You will learn a lot about the  
16 details of each proposal from others.

17 I want to focus on the larger picture,  
18 the broad and long-range effects, the impact on  
19 Pittsburgh, of where the casino is to be built.

20 First, putting the casino near the  
21 present Mellon Arena places it at the hub of an  
22 excellent existing highway network entering the  
23 city from all directions. Siting the casino  
24 here averts the crowding traffic onto already  
25 inadequate roads and bridges and requires no new

1 this picture forever by sanctioning the damage  
2 that additional, disproportionate development  
3 along the river would inflict.

4 Third, placing the casino where the  
5 Isle of Capri proposes rectifies a mistake that  
6 erased a thriving community and lays the  
7 foundation for a new one in the same location.

8 A casino placed here will help to  
9 reunify the Lower Hill and downtown, restoring,  
10 indeed expanding, a complementary economic and  
11 social connection that will strengthen the  
12 entire city and region.

13 It will concentrate jobs, housing and  
14 commerce in a neglected area that urgently needs  
15 this kind of investment. Investing here will  
16 also avert the risk of creating a rival to  
17 downtown, that will zap its vitality, exactly at  
18 a time when we are working so hard to restore  
19 and rebuild that downtown after years of  
20 decline.

21 We need to focus our efforts on  
22 rereviving the core of Pittsburgh, its downtown.  
23 Let's not undermine it with competitive  
24 investment elsewhere.

25 Fourth, the Isle of Capri proposal

1 highway construction.

2 Let's be straight, here, the  
3 overwhelming majority of patrons of the casino  
4 are going to arrive not by bicycle or boat or  
5 inclines, but by automobile and buses so traffic  
6 should be a fundamental concern when this  
7 decision is made.

8 Second, the site that Isle of Capri and  
9 its partners propose to use is spacious, largely  
10 empty one, entirely appropriate for new,  
11 mixed-use construction. This site can easily  
12 accommodate a new arena, a casino and its  
13 ancillary structures, housing, retail, as well  
14 as new green space, without overbuilding and  
15 congestion.

16 Placing the casino here averts, in  
17 particular, cramming an additional, massive,  
18 high-density, out-of-scale development into a  
19 narrow strip locked between the Monongahela  
20 River and Mt. Washington.

21 Because of its scenic rivers and  
22 unusual topography, Pittsburgh is the envy of  
23 most other American cities. The jewel of its  
24 downtown is ringed by one necklace of water and  
25 another of beautiful hills. Let's not destroy

1 comes from an experienced casino operator that  
2 has realistic expectations and a well-financed,  
3 proven real estate partner.

4 These applicants voluntarily stepped  
5 forward to offer, upfront, not when forced into  
6 it, a sorely-needed new arena, that will host  
7 not just the Penguins, but countless other  
8 events from which the entire region will  
9 benefit.

10 We all know that a new arena will be  
11 built in the vicinity of the present one. This  
12 proposal presents the arena as a gift to  
13 Pittsburgh and to its taxpayers, and wisely  
14 makes the casino and the arena contiguous to one  
15 another.

16 The Isle of Capri's proposal thus  
17 averts the problem of physically isolating the  
18 casino from several of its prime markets, not  
19 only the convention center and its hotels, not  
20 only the numerous new residential buildings  
21 downtown, not only the Hill District, but the  
22 arena and its frequent crowds.

23 In some, the Mellon Arena site for the  
24 casino has not only superior highway connections  
25 for those who will come to Pittsburgh, but also

1 a large downtown clientele, ready-made. We  
2 cannot afford a casino that will underperform  
3 and perhaps fail, leaving the ruins to us.  
4 Let's choose the casino site that has the best  
5 chance of economic success.

6 The future of Pittsburgh will not just  
7 happen. It will be determined by the outcomes  
8 we intend and by the decisions that we make now.  
9 We are in a position much like the one our  
10 predecessors were in more than a half century  
11 ago when the concept of Point State Park was  
12 brought forward.

13 Siting the casino now is likely to have  
14 as large a long-term impact on this great city  
15 as the Point project and has had since it was  
16 implemented. Like our predecessors did in their  
17 time, we must think big and make sure that the  
18 long-term consequences of this decision will be  
19 positive ones.

20 The Pittsburgh Downtown Neighborhood  
21 Association urges the Pennsylvania Gaming  
22 Control Board to choose the applicant that  
23 offers us the best site, the best design, the  
24 best chances for success and the best outcomes  
25 to the city.

1 is economic revitalization for the community.

2 My Board of Directors has determined we  
3 are to determine leadership on this project. So  
4 we began a process similar to that that we  
5 exercised with South Side Works, which is a  
6 110-acre redevelopment of the brownfield site in  
7 South Side community.

8 That brownfield does not -- as it has  
9 redeveloped is a \$450 million redevelopment plan  
10 that does not compete with the South Side  
11 community but complements the South Side  
12 community. We are looking to accomplish the  
13 same thing with whichever applicant is chosen.

14 So, we began by meeting with all of the  
15 applicants receiving presentations from all  
16 three of the applicants.

17 We met in detail with the Isle of Capri  
18 and the Station Square Gaming team to discuss  
19 the more direct aspects to the South Side  
20 community. And as for South Side Works, we  
21 emphasized how to complement the community and  
22 complement Pittsburgh's economic base, rather  
23 than compete.

24 We have specific concerns on the South  
25 Side. Traffic is among them. We recognize that

1 We urge you to select the Isle of Capri  
2 and its partners.

3 Thank you.

4 PRESIDING OFFICER SIMMONS: Thank you  
5 very much.

6 Mr. Rick Belloni.

7 MR. BELLONI: Thank you.

8 Mr. Chairman, and Gaming Control Board,  
9 thank you for the opportunity to speak to you  
10 today.

11 My name is Rick Belloni. I am  
12 Executive Director of the South Side Local  
13 Development Company.

14 First, just some background on the  
15 organization. We were founded in 1982 to lead  
16 the revitalization of Carson Street.

17 When we began, Carson street had a  
18 vacancy rate near 50%. Today it is below 10%.  
19 In that time we have constructed about 100  
20 housing units ourself as a non-profit  
21 organization, generating more than \$2 million in  
22 real estate taxes to the City of Pittsburgh.

23 Those are key pieces of information  
24 because that is what this development proposal  
25 for gaming and slots licensing is all about. It

1 not just the Station Square proposal but the  
2 Isle of Capri proposal also has a significant  
3 traffic impact. Neither proposal at this point  
4 in time has sufficiently addressed those  
5 concerns, but we are working with both.

6 Zoning is a concern. When the city  
7 rezoned their zoning ordinance to permit gaming  
8 as a matter of right, they identified a series  
9 of negative extra normalities of gaming that  
10 would be a concern, check cashing parlors among  
11 them; that remains a concern to the South Side  
12 community as well.

13 Finally, business competition. South  
14 Side is an entertainment district. Free and  
15 complementary drinks offered at gaming  
16 facilities competes with that. So we have  
17 spoken with the partners and the applicants  
18 about whether or not they are willing to limit  
19 that or to forego that.

20 So today, I am speaking only on behalf  
21 of the South Side Local Development Company. We  
22 continue to work with South Side community to  
23 develop consensus as to where everyone is.

24 I will tell you that the Forest City  
25 Station Square team has demonstrated the most

1 interest in working with the community from our  
2 experience; that may be because they are most  
3 physically proximate, but they have demonstrated  
4 the most commitment to date.

5 We believe they have the best financial  
6 capacity to deliver their proposal. They have a  
7 demonstrated track record of successful  
8 development, not just in the 15 years at Station  
9 Square, but we have also researched their  
10 development around the country, and we looked at  
11 the Stapleton airport redevelopment in Colorado  
12 and have spoken with people in Colorado about  
13 their experience. They involved the community  
14 in the process and have been working with them  
15 to involve the community in the process here in  
16 Pittsburgh as well.

17 We have a design committee that has  
18 been active in the South Side for the last 20  
19 years. We have agreed with the Forest City team  
20 to have that design committee community process  
21 review. We have agreed to establish a steering  
22 committee that would involve community review.

23 Specifically, some other elements that  
24 we have looked at are cross-promotional  
25 activities where the community can benefit from

1 this type of activity, and it is not just seen  
2 as a drain.

3 We have also worked with them to  
4 structure some restrictions on outdoor  
5 advertising of the gaming facility so that there  
6 are no billboards on South Side community  
7 promoting this facility.

8 The goal is to finalize and execute a  
9 written community benefits agreement that  
10 outlines the community role and community  
11 process and how the development team works  
12 together to mimic the experience and success  
13 that we have had to date with South Side Works  
14 and establishing a process and a role for the  
15 community and a development that complements the  
16 existing economic base and does not compete with  
17 it.

18 While we cannot advocate specifically  
19 for the proposal, we believe that the Forest  
20 City team has acted in good faith, and we have  
21 confidence that we will get there shortly.

22 Thank you.

23 PRESIDING OFFICER SIMMONS: Thank you  
24 very much.

25 Stanley Luczak.

1 MR. LUCZAK: Mr. Chairman, members of  
2 the Board, good afternoon.

3 I am Stan Luczak. I am President of  
4 SCIU Local 188, public events employees. We  
5 represent about 420 full- and part-time workers  
6 and part-time workers presently at Mellon Arena.

7 We have been working partners in some  
8 form or another with the Pittsburgh Pens since  
9 1967. Over these years to the present time as a  
10 major tenant, the Pens have provided a steady  
11 flow of work, not only full-time but part-time  
12 work, which has helped supplement many  
13 individuals.

14 We have senior citizens who supplement  
15 their social security. I can't tell you over  
16 the years how many people put themselves through  
17 college. I myself have supplemented and helped  
18 pay for mortgage and put my son through college  
19 so it is vitally important. We would like to  
20 see this situation continue for generations.

21 Pittsburgh First, Isle of Capri plan,  
22 we feel is the best plan for this to happen. I  
23 myself, yesterday, have just finished my 30th  
24 work season at the Mellon Arena.

25 I have grown to love the building;

1 however, the things I love about the building  
2 have now become a major deterrent. The roof  
3 which is a focal point of the arena leaks, the  
4 innerstructure, which was originally built for  
5 less than 13,000 people, is overtaxed and  
6 waiting to fail.

7 In my position as head usher, I have  
8 realized for a long time that the Mellon Arena  
9 is not user-friendly. The large number of seats  
10 are inaccessible to seniors and to those who  
11 have disabilities. A new arena is not only  
12 needed for hockey but to attract other events.

13 In my years there, I have had an  
14 opportunity to observe the Pens team official  
15 staff players get heavily involved in many  
16 community activities. Many players have stayed  
17 in the area to raise their families and continue  
18 to do this community work which the organization  
19 has taught them.

20 The Isle of Capri plan not only gives  
21 us an opportunity to build a new arena with no  
22 cost to the public, it can also stabilize a  
23 franchise, which has given so much and been an  
24 integral part of the community for years.

25 If you think our community is not fired

1 up about this hockey team, I wish you could have  
2 all been there last night and just feel the  
3 atmosphere and excitement from the sell-out  
4 crowd.

5 This plan is also a good opportunity to  
6 help build up the eastern part of the city as  
7 Pittsburgh moves forward enough to saturate  
8 other areas.

9 I thank you for your time and this  
10 opportunity to speak, and I wish you all the  
11 best in making this tough decision.

12 PRESIDING OFFICER SIMMONS: Thank you  
13 very much.

14 Mark Stephen Bibro.

15 MR. BIBRO: Mr. Chair, members of the  
16 Pennsylvania Gaming Control Board, my name is  
17 Mark Bibro. I am a general manager at Riverwalk  
18 Corporate Center, the former terminal buildings  
19 on the South Side. We have recently renovated a  
20 million square foot, 100-year old building, just  
21 east of Station Square.

22 I am here today to strongly support the  
23 plan developed by Forest City, which offers the  
24 greatest strength for our neighborhood, city and  
25 county.

1 Thank you.

2 PRESIDING OFFICER SIMMONS: Thank you  
3 very much.

4 Anne Swager.

5 MS. SWAGER: Good afternoon. My name  
6 is Anne Swager, and I am here today representing  
7 the Pittsburgh Gaming Task Force.

8 The task force, which has 25 members,  
9 convened a year ago to consider both the  
10 positive and the negative effects of slots  
11 casinos, of a slots casino which would have on  
12 the Pittsburgh region and to suggest possible  
13 measures which might mitigate negative effects  
14 and, in turn, bolster the positive effects.

15 We understand that by law the  
16 Pennsylvania Gaming Commission is most likely to  
17 award Pittsburgh's Class II gaming license to  
18 the gaming entity which you perceive can  
19 generate the most revenue.

20 Since you are in charge of protecting  
21 Pennsylvania's interest in this growing  
22 industry, we understand why it is your primary  
23 criteria in deciding who gets Pittsburgh's Class  
24 II gaming license.

25 As Pittsburghers, the members of the

1 The Forest City plan brings up billion  
2 dollars of investment to our region, including  
3 expansion of Station Square, western  
4 Pennsylvania's most successful tourist  
5 attraction.

6 The impressive plan includes 1250  
7 residential condominiums, ground-floor retail,  
8 and sidewalk dining and additional expansion of  
9 the Sheraton. The plan offers solid minority  
10 representation and excellent training component  
11 with Bidwell. It creates a new fund through  
12 Pittsburgh's History and Landmarks that will  
13 benefit the historic neighborhood for years to  
14 come.

15 It will stimulate the development of  
16 Carson Street from First to Tenth Street, the  
17 last underdeveloped area of the South Side, and  
18 will create a continuous neighborhood from  
19 Station Square to South Side Works.

20 Lastly, I have worked with Forest City  
21 and Ratner family in particular since 1996. I  
22 have found them to be people of imagination,  
23 business-savvy and honor, who have already made  
24 a substantial investment in the future of our  
25 city. Let them continue.

1 Pittsburgh Gaming Task Force share your interest  
2 in economic viability; however, we feel that the  
3 financial strength of the applicants is not the  
4 only determinant in the equation.

5 You will also have to determine whether  
6 the applicant's proposals, their plans and their  
7 sites, truly lend themselves to success and  
8 whether or not they complement and, in fact,  
9 build on the considerable investment that has  
10 been made in Pittsburgh to date.

11 In the past two years, we have engaged  
12 the services of a private traffic engineering  
13 company, David Wooster and Associates, to  
14 examine the traffic studies submitted by the  
15 applicants.

16 We undertook this independent  
17 examination of the reports because we wanted the  
18 Pittsburgh community to have an objective  
19 analysis of the three different traffic reports,  
20 and our city government did not have the means  
21 to do this itself.

22 We asked if the Pennsylvania Gaming  
23 Commission had money you could give to the city  
24 to have an independent report done or if you had  
25 the authority to require the three applicants to

1 put up the money for independent and  
2 comprehensive study. On the basis of a negative  
3 reply from you, we went on our own with David  
4 Wooster and Associates.

5 The report from David Wooster and  
6 Associates revealed that there is considerable  
7 discrepancy in the adequacy of the traffic  
8 reports provided to date by the applicants.

9 Our study indicated that the traffic  
10 report submitted by Harrah's dramatically  
11 underestimates the number of car trips that will  
12 occur daily to and from their site.

13 Additionally, their study does not rely  
14 on commonly-accepted industry standards  
15 predicting effects of increased traffic to their  
16 facility.

17 The report presented by Majestic Star  
18 is largely incomplete and glaringly neglects to  
19 consider the effect of increased traffic to the  
20 west end circle.

21 From the beginning, the Pittsburgh  
22 Gaming Task Force has advocated that the  
23 Pittsburgh Class II license go to the applicant  
24 that can best provide a destination casino. By  
25 this we mean the proposal which will lure

1 out-of-town dollars into the region.

2 If we do not do this, we are only  
3 shuffling revenue from one entertainment  
4 business to a more highly-taxed entertainment  
5 business, gaming.

6 Out-of-towners will not come to  
7 Pittsburgh to game unless they can easily find  
8 the casino, and easily navigate the streets to  
9 and from it with relative ease.

10 What the David Wooster and Associates  
11 has done is only the beginning. What is needed  
12 is an independent professional traffic study of  
13 all three sites by the appropriate governmental  
14 agency.

15 The study needs to contain not only the  
16 possible traffic effects, but also the necessary  
17 mitigations to ensure that disastrous gridlock  
18 does not occur.

19 This issue is far too important to be  
20 determined based on the explanations of the  
21 applicant's hired experts alone. We strongly  
22 urge the Commission to do its own due diligence.

23 We also have submitted for your  
24 consideration our design committee's guideline  
25 for development of the facility.

1 These guidelines were developed through  
2 the help of the City of Pittsburgh Department of  
3 City Planning and are rooted in the basic  
4 principle that a gaming facility should be of  
5 benefit to the owner/operator and to the City of  
6 Pittsburgh, a tourist destination attracting  
7 people from outside of the region while still  
8 being a good neighbor to the residents of our  
9 region and a high-quality facility.

10 The guidelines propose criteria for  
11 vehicular and pedestrian access, parking, design  
12 of the building, including height massing,  
13 fenestration, articulation of the facades,  
14 material and building details, access to public  
15 amenities including but not limited to rivers,  
16 trails, parks and modes of transportation,  
17 landscaping and open space, lighting, loading  
18 and trash, public art and signage.

19 Most notably we ask that the new casino  
20 be "green" and LEED rated according to USGBC  
21 standard, and that the guidelines developed by  
22 the Riverlife Task Force be honored by Harrah's  
23 and Majestic Star, if they should receive the  
24 license.

25 In closing, we thank you for the

1 opportunity to speak, and we ask that you give  
2 serious consideration to the reports that we  
3 have submitted to date.

4 Thank you.

5 PRESIDING OFFICER SIMMONS: Thank you  
6 very much.

7 At this time the Board will recess for  
8 lunch break. We will resume promptly at 1:45.  
9 (Lunch.)

10 PRESIDING OFFICER SIMMONS: Good  
11 afternoon. Please take your seats. We will be  
12 starting in 30 seconds.

13 Good afternoon. The April 18th Public  
14 Input Hearings is now called to order.

15 We are starting the afternoon with  
16 individual testimony. Let me remind you that  
17 the applicants who gave their presentations this  
18 morning will be doing their closing statements  
19 at the conclusion of our presentations tomorrow;  
20 that is at the end of all of the testimony  
21 tomorrow, which is Wednesday, the applicants  
22 will be giving their closing, 15-minute state--  
23 up-to-15-minute statements. So please be aware  
24 of that.

25 Also, I was asked to remind you that

1 when you signed in you were given numbers. You  
2 will note when you come into the hearing room  
3 that the chairs are numbered. We will ask you  
4 to locate the numbered chairs that correspond  
5 with the number that you were given, and please  
6 sit in your assigned seats. It makes it easier  
7 for our monitor to get you up to the microphone  
8 in a proper order.

9 Okay. With that, we will proceed with  
10 our individuals. Will all of the individual  
11 people who will be giving testimony please rise  
12 and raise your right hands to be sworn.

13 Do you solemnly swear or affirm that  
14 the testimony you are about to give in the  
15 hearing this afternoon shall be the truth, the  
16 whole truth and nothing but the truth, so help  
17 you God?

18 THE WITNESSES: I do.

19 PRESIDING OFFICER SIMMONS: Okay. You  
20 may be seated. Jill Balmer.

21 MS. BALMER: Good afternoon, Board  
22 Members. Thank you for having me.

23 I believe the Isle of Capri is the best  
24 plan for the following reasons: When you look  
25 at the three plans, two of the three are built,

1 arena events, but should they just want to  
2 gamble, there are other options.

3 Some of the other applicants say, well,  
4 their revenues will be higher because they are  
5 bigger, but I don't understand it, because only  
6 so many people are going to gamble. And biggest  
7 is not always necessarily the best. Pittsburgh  
8 is not the biggest city, either. The Isle of  
9 Capri is the perfect plan for us.

10 And you can't discount the importance  
11 of keeping our hockey team in Pittsburgh. Our  
12 four western Pennsylvania hockey teams won the  
13 state championships this year. And for the  
14 first time ever, the top two NHL draft picks  
15 will be American. Hockey is gaining in  
16 popularity with our kids every year.

17 The Steelers are great, but you can't  
18 just count on the same season ticketholders for  
19 eight games to keep the city funded. We need  
20 the Penguins too. And the Isle of Capri plan  
21 guarantees they will see.

22 If awarded the license, the Isle of  
23 Capri will turn over a check for \$290 million to  
24 the City of Pittsburgh within 90 days.  
25 Pittsburgh will never, ever get another offer

1 seemed to be, around building a casino; but only  
2 one plan, the Isle of Capri, was designed around  
3 the community.

4 The Isle of Capri offers a casino, a  
5 new arena fully-funded and a \$1 billion  
6 redevelopment of the Lower Hill District, an  
7 area which was basically cut off a half century  
8 ago. The positive impact of reconnecting the  
9 Hill to the downtown after all of these years,  
10 boggles the mind.

11 Station Square and north shore already  
12 have developments there. It just doesn't make  
13 sense to me to continue anything on there with  
14 the availability of space around the Hill and  
15 the obvious need, and revenues produced are also  
16 an issue.

17 But let's don't just look at the  
18 revenues produced that we see right now. Like  
19 the Mayor said, we have to look 50 years down  
20 the road. So unless people want to come to  
21 Pittsburgh for many different reasons, for many  
22 years, not just gambling, then the revenues  
23 won't be as high as they could be.

24 For example, I have friends from Erie  
25 who travel here to see the Penguins and other

1 this good.

2 And, finally, let's look at history,  
3 when I don't know who to trust with all of these  
4 strangers coming in, interested in Pittsburgh, I  
5 look at one guy who has been here 22 years and  
6 done nothing but good and kept his promises to  
7 the community, and that is Mario Lemieux. And  
8 any plan he has planned and backed, that is good  
9 enough for me.

10 Thank you very much for listening.

11 PRESIDING OFFICER SIMMONS: Thank you  
12 very much.

13 Arthur Bathrop.

14 MR. BATHROP: [NO RESPONSE]

15 PRESIDING OFFICER SIMMONS: Brian Chew.

16 MR. CHEW: Good afternoon. My name is  
17 Brian Chew. I am a local business owner of a  
18 transportation company catering to the nightlife  
19 in Pittsburgh.

20 My company picks up and drops off  
21 hundreds of people to bars and restaurants in  
22 the South Side, strip district and Station  
23 Square every weekend. It is our business to  
24 understand the logistics of transportation in  
25 and around the Pittsburgh hot spots.

1 Besides the obvious reasons why  
2 Pittsburgh needs a new arena, the millions of  
3 dollars a year the Penguins create to the local  
4 economy in the revitalization of the Lower Hill  
5 and Uptown areas, there is another very  
6 important reason Station Square is the wrong  
7 choice to put a casino.

8 If any members of the Board who were  
9 voting on this issue have ever visited Station  
10 Square on a Thursday, Friday or Saturday night,  
11 you would surely know that from 9 p.m. through  
12 2:30 a.m., Station Square traffic is at a  
13 standstill.

14 Our company makes deliberate efforts to  
15 circumnavigate the area. Once our vehicles get  
16 near Station Square, it sometimes takes a half  
17 hour to drop off our customers because of this  
18 traffic.

19 With the Gateway Clipper, the Sheraton,  
20 Bar Louie, The Hard Rock, Margarita Momma's,  
21 Saddle Ridge and the Matrix, just to make a few  
22 attractions, they have created a bottleneck  
23 getting into and out of Station Square in all  
24 directions. The traffic overflows to East  
25 Carson, backing up to the South Side. It can

1 of the Allies, Sixth Avenue, the Penn Street  
2 Bridge and the Birmingham Bridge.

3 Also, very importantly, there is room  
4 in the area to make necessary changes of  
5 infrastructure. Putting these facilities in the  
6 Lower Hill will revitalize an area of Pittsburgh  
7 which desperately needs a facelift.

8 As you know, the decision is extremely  
9 important to the people of Pittsburgh. The City  
10 of Pittsburgh would benefit greatly from the  
11 Isle of Capri plan. Please, please, please,  
12 make the right decision.

13 Thank you.

14 PRESIDING OFFICER SIMMONS: Thank you  
15 very much.

16 Tom Bigley.

17 MR. BIGLEY: [NO RESPONSE]

18 PRESIDING OFFICER SIMMONS: Glenn  
19 Astley.

20 MR. ASTLEY: Hello, my name is Glenn  
21 Astley, and I represent those that live outside  
22 of Allegheny County.

23 I choose to make my home in western  
24 Pennsylvania, even though I travel quite far to  
25 work. I travel to West Virginia and Virginia.

1 take up to 15 minutes just to go across the  
2 Smithfield Street Bridge.

3 When there is a concert at the  
4 amphitheater, the proposed site of the casino,  
5 East Carson becomes a parking lot. The  
6 logistics do not make sense. There is a  
7 railroad and river on one side and Mt.  
8 Washington on the other.

9 Even if it is possible to spend  
10 millions of dollars building overpasses and  
11 bridges in and around the area bypassing Station  
12 Square, it would not likely solve the problem.  
13 Station Square is just not accessible from  
14 enough directions.

15 Adding thousands of people a weekend  
16 would make it merely impossible to access and  
17 enjoy any of Station Square.

18 The Isle of Capri proposal is to  
19 redevelop the Lower Hill and Uptown area. This  
20 location would be ideal for an arena, which is  
21 desperately needed as well as the casino. There  
22 is already major infrastructure in place. There  
23 is access from the Liberty Bridge, Forbes  
24 Avenue, Fifth Avenue, Crosstown Boulevard,  
25 Centre Avenue, Bigelow Boulevard, the Boulevard

1 I do this because of the tremendous communities  
2 in western Pennsylvania.

3 I have no doubt that the Board will  
4 choose the best proposal that has been  
5 presented, and there were three very good plans  
6 presented today.

7 Of those plans, though, there is only  
8 one that is truly a community plan; and that  
9 plan is the Isle of Capri. This plan is truly a  
10 plan that creates a community, not just a  
11 business.

12 And I understand that your decision is  
13 based on revenue. I would like to address one  
14 issue that was brought up today. The Harrah's  
15 plan is based largely on, as they state,  
16 cross-market play. As a Harrah's Rewards  
17 cardmember, and a cardmember for just about  
18 every other casino as well, I am here to tell  
19 you that Harrah's needs reminded me, this is a  
20 slots license, not a full-scale casino. There  
21 may be cross-market play from Atlantic City to  
22 Las Vegas, but I ask you, how many people that  
23 plan on going to play poker, blackjack, other  
24 table games, will cancel and go play at a  
25 slots-only casino? My answer is not many.

1 I feel that Harrah's has grossly  
2 estimated -- overestimated their Rewards program  
3 as well as the revenue expectation. As I said,  
4 I have no doubt that the Board will choose the  
5 best plan, the plan that builds a community, the  
6 Isle of Capri.

7 I will take my last minute and 45  
8 seconds to just beg and plead, if that is okay.

9 Thank you.

10 PRESIDING OFFICER SIMMONS: Consider it  
11 done.

12 Thank you very much.

13 Ken Sawyer.

14 MR. SAWYER: Thank you for the  
15 opportunity to address the Board. I am Ken  
16 Sawyer, President and Chief Executive Officer of  
17 the Pittsburgh Penguins.

18 For more than six years, ever since  
19 Mario Lemieux and his group of investors bought  
20 the Penguins, they have been working hard to get  
21 a multi-purpose arena for Pittsburgh. Despite  
22 those efforts, and in large part because of  
23 financial pressures facing the city and county,  
24 we were told there was no public money available  
25 and were challenged to come up with a way to

1 by this Commission because it is part of their  
2 application.

3 Isle of Capri has spoken, as others  
4 have today, about significant job creation. I  
5 believe that the Isle of Capri plan stands out  
6 from the others, not only for the construction  
7 and permanent jobs it will create, but also for  
8 the fact that their plan is the only plan that  
9 guarantees the hundreds and hundreds of full-  
10 and part-time jobs that currently exist because  
11 the Penguins are in Pittsburgh, and those jobs  
12 are at stake as well.

13 We are grateful to Isle of Capri not  
14 only for putting together a plan that works for  
15 the Penguins, but for offering by far the best  
16 plan for our region, a world-class casino, a  
17 fully-funded new arena, and an exciting  
18 redevelopment of the Lower Hill District.

19 We think it is very significant that 29  
20 local elected leaders, whose job it is to look  
21 out for the best interest of their constituents,  
22 have stepped forward to endorse this plan. To  
23 the best of our knowledge, not one elected  
24 official has endorsed either of the other plans.  
25 One State Senator even went as far as to say

1 privately fund the arena.

2 Doing so was our only hope of remaining  
3 in Pittsburgh for the long term. Our need for a  
4 new arena is no longer a subject of debate. Our  
5 current home, Mellon Arena, was designed during  
6 the Eisenhower administration and is definitely  
7 past its prime.

8 The timing of the slots coming to  
9 Pittsburgh gave us a unique way to creatively  
10 fund a new arena without using taxpayers'  
11 dollars.

12 We talked to several gaming companies  
13 that expressed interest in a Pittsburgh license,  
14 and the one that stood out was Isle of Capri.  
15 Isle of Capri came forward and committed \$290  
16 million, private dollars, to fully fund the  
17 construction of the arena, and make sure the  
18 money was guaranteed by having it underwritten  
19 by CIBC, by one of the largest banks in the  
20 world.

21 Beyond that, Isle of Capri has pledged  
22 to provide the money within 90 days. That means  
23 no debt service, no delay, no taxpayer money  
24 that could be used for other important community  
25 projects, and their pledge is fully enforceable

1 that this was an "economic no-brainer".

2 Today you heard that this victory was  
3 declared, the future of the Penguins was  
4 assured, I can assure you that that is not the  
5 case. We are for the Isle of Capri plan and  
6 only that plan as we stand here today. There is  
7 no other plan that will surface that guarantees  
8 the Penguins will be here. And unfortunately, I  
9 guess, for you people, you may be deciding the  
10 fate of the Penguins.

11 Thank you very much.

12 PRESIDING OFFICER SIMMONS: Thank you,  
13 sir.

14 Leeretta Payne.

15 MS. PAYNE: Good afternoon, ladies and  
16 gentlemen.

17 My name is Leeretta Payne, and I am a  
18 long-time resident of the Hill District. I love  
19 my home and I love my community, and those are  
20 the two reasons why I am here.

21 Over 50 years ago, our community, the  
22 Lower Hill District, was destroyed. Buildings  
23 were tore down. My elderly mother, today, still  
24 talks about the devastation that our family went  
25 through, our community went through and our

1 neighbors went through.

2 If you have any relatives or friends in  
3 the Hill District, older people, eventually they  
4 will get to that subject about how their  
5 community was torn apart.

6 At that time we had a very diversified  
7 community. We had businesses, we had some  
8 schools, we had grocery stores, we had retail  
9 shops; however, today, that is not the case,  
10 unfortunately.

11 I am here today to ask you to consider  
12 placing the Isle of Capri where they would like  
13 to be, at the Lower Hill District. It will give  
14 us an economic boom. Our community will be  
15 revitalized. There will be economic  
16 inspiration. There will be economic effusion in  
17 our community.

18 The moneys will turn around in our  
19 community before leaving. The residents of our  
20 community will see retail shops, grocery stores,  
21 home ownership at an increase. This year is the  
22 time when we will have the right done to our  
23 community that was wronged 50 years ago.

24 Thank you.

25 PRESIDING OFFICER SIMMONS: Thank you

1 plus the City of Pittsburgh was showcased to the  
2 New York region. This is no small thing.

3 Many watched Sidney Crosby be the  
4 youngest player to achieve 100 points last  
5 night. These games are televised nationally  
6 through Direct TV and satellite home delivery  
7 systems, and they are also shown internationally  
8 through the hockey appetite around the world.

9 It is very, very important that we keep  
10 this pro team in the City of Pittsburgh, and the  
11 Isle of Capri has given us a way to build this  
12 arena and keep them here.

13 We provide over 200 hours of game  
14 coverage delivered directly to the home, and  
15 also people in Boston, Atlanta, Chicago,  
16 Toronto, Montreal, 22 other National Hockey  
17 League cities are viewing these games.

18 This free marketing to the rest of the  
19 country and to the rest of the world is a real  
20 plus for Pittsburgh; and that's why we are so  
21 passionate about keeping them here.

22 In order to guarantee the continued  
23 exposure for this region, the Penguins must stay  
24 here, and the Isle of Capri will ensure that  
25 they do.

1 very much.

2 Steve Tello.

3 MR. TELLO: Board members, good  
4 afternoon. Thank you for hearing us this  
5 afternoon.

6 I am the Vice President and General  
7 Manager of Fox Sports Net. We have the rights  
8 and privilege to broadcast for the last 20 years  
9 the Penguin games and we also broadcast the  
10 Pirate games.

11 I am here in support of the Penguins.  
12 I am here in support of their plan to join with  
13 Isle of Capri. It is the only complete plan  
14 that we have heard, and we are very confident  
15 with the financing that they have behind them;  
16 that they will build it; build it on time; and  
17 it will be tax-free, taxpayer-free.

18 It also ensures that 100 professionals  
19 that we hire continue to be employed. If the  
20 Penguins were to leave this market, a  
21 substantial hit would occur in our staff. We  
22 televise 40 local games. It is very important  
23 that these good-paying jobs stay in Pittsburgh.

24 Last night we ended our 20th home  
25 season with a strong TV audience regionally,

1 As a taxpayer and as a resident here,  
2 our community needs an awful lot of things, and  
3 by getting the \$300 million commitment from Isle  
4 of Capri, it would free up money for those of us  
5 who are residents here, to see other things  
6 committed to this region.

7 Thank you.

8 PRESIDING OFFICER SIMMONS: Thank you,  
9 sir.

10 Ted Black.

11 MR. BLACK: Thank you. Thank you for  
12 this opportunity and welcome to Pittsburgh.

13 My understanding for this Board is the  
14 purpose of these hearings today is to get input  
15 from the community, very meaningful input from  
16 the community that, I think in large measure,  
17 you will carry in with you to the deliberations  
18 as to how you are going to award this license.  
19 That is the stated purpose of why we are here  
20 today.

21 I would ask this Board, I don't know  
22 how you can come away from the hearings thus far  
23 today -- it's been nearly unanimous, with  
24 speaker after speaker endorsing the Isle of  
25 Capri and our partnership with the Isle of

1 Capri, the Pittsburgh Penguins.  
2 Twenty-nine elected officials have  
3 endorsed it. Be mindful of who they represent.  
4 They represent, in the aggregate, probably over  
5 a million people. All five state Senators from  
6 this region endorse this plan.

7 As Ken mentioned earlier, I don't  
8 believe that there is a single elected official  
9 that has affirmatively endorsed any other plan.

10 Dan Onorato and the Mayor, while not  
11 endorsing the Isle of Capri, clearly endorsed  
12 the concept that we need a new arena.

13 There is only one plan that is before  
14 you that fully funds a new arena, and there is  
15 no need to consider a plan b, c, d, e or f. It  
16 is a choice that is right in front of us.

17 Although there is no mention in the  
18 statutes for consideration of an arena, there  
19 certainly is the spirit of the law, to consider  
20 whether this community, what their priorities  
21 are, and every single speaker I heard today,  
22 including the other two applicants, mentioned  
23 arena in their remarks.

24 It is very clear that an arena, getting  
25 a new arena, to replace the one that was built

1 PRESIDING OFFICER SIMMONS: Thank you  
2 very much.

3 Paul Brown.

4 MR. BROWN: Good afternoon,  
5 Mr. Chairman and the Board. Thank you at this  
6 time for allowing me to represent the  
7 individuals and small businessmen in the area of  
8 Pittsburgh here.

9 I believe we all agree that there are  
10 some key points involved here; gross revenues,  
11 location and, of course, contributions to the  
12 new arena.

13 There's also a piece that I believe is  
14 significantly important for the diversity for  
15 the development of small and minority-owned  
16 businesses in this area.

17 Two of the three competitive companies,  
18 the Isle of Capri's foresight and PLOG, I  
19 believe, the presentation was very impressive.  
20 I think we are all on the same path for  
21 development in the area.

22 I do believe if we do not have a plan  
23 to share the wealth with the local and small  
24 businesses, in particular, the minority  
25 companies in this area, that ultimately we all

1 in 1961, designed during the Eisenhower  
2 administration, and is the oldest in  
3 professional sports, is a priority for this  
4 region.

5 If you don't believe the hearings  
6 today, step outside when you get a break or  
7 this evening or look out your window. We  
8 expect -- there's already been 3,000 people that  
9 have shown up at our rally across the street to  
10 support the Isle of Capri and this plan. There  
11 will be probably 5 to 10,000 more people that  
12 show up tonight.

13 This is an incredibly populous issue.  
14 Everyone I talked to, it is on their minds and  
15 on their lips. It is very, very important to  
16 this region. How we deal with this arena and  
17 how this group does is really the rosette stone  
18 for Pittsburgh.

19 Future generations are going to look  
20 back on this and say, Pittsburgh got it right.  
21 Pittsburgh is at the forefront of getting things  
22 right, and hopefully this Board will be a very  
23 strong part of that history.

24 Thank you very much, and I wish you the  
25 best.

1 will fail in this endeavor. I think that is a  
2 key component for this area, particularly  
3 Pittsburgh.

4 I have been in this market for ten  
5 years now as a small business owner, and I have  
6 seen a lot of slow change. If wealth is going  
7 to come into this area, if it is not shared  
8 between local owners who have been here for  
9 years and years and years, and the minority  
10 component of this region, it is all going to  
11 backfire on everybody.

12 You will have the same things that have  
13 been happening in this region for a while. You  
14 will have those who have and who don't have and  
15 have the opportunity to have.

16 With that in mind, I think the deal is  
17 that it needs to be part of the plan and, like  
18 the other gentleman said, with my other minute I  
19 am going to beg to all three of the competitors  
20 to put that piece in your plan.

21 The Isle of Capri, I can't say, has  
22 reached out to small businesses like myself,  
23 particularly, and I think the time is now for  
24 you guys to step up, all three of you and come  
25 up.

1 Because the relationship building time  
2 is now, not to get this thing going and wonder  
3 why we are not inclusive. Once it is done it is  
4 done. The time is now, not in December. It is  
5 too late. So let's get on board now and get  
6 this done. Thank you.

7 PRESIDING OFFICER SIMMONS: Thank you,  
8 sir.

9 Robert Black.

10 MR. BLACK: Good afternoon. My name is  
11 Bob Black. I was born and raised here in  
12 Pittsburgh. I am the fourth generation of my  
13 family to live my life here in western  
14 Pennsylvania.

15 My great-grandfather and my grandfather  
16 were both foremen in the US Steel Corporation.  
17 My father's company in the 1980's was one of the  
18 largest commercial air conditioning and heating  
19 companies serving Pittsburgh. As you can see,  
20 my family has a long-standing track record in  
21 Pittsburgh and western PA.

22 I come before you today to request the  
23 following: Approve the Pittsburgh First Isle of  
24 Capri casino plan. I will refer to this plan as  
25 Plan A.

1 expansion.

2 The traffic issues already created with  
3 the existing retail and business district, seem  
4 that any other addition would cause a  
5 juggernaut, with the river on one side and the  
6 base of a mountain on the other. There is not a  
7 need for an additional investment at this  
8 location.

9 The Pittsburgh First proposal. This  
10 area 40 years ago was renovated to make way for  
11 a state-of-the-art, multi-purpose civic arena.  
12 Twenty-eight acres of residential neighborhood  
13 was forfeited for the good of the people in our  
14 area so that our city and surrounding areas  
15 would have a place they could be proud of as a  
16 Pittsburgher.

17 A new NHL professional team emerged,  
18 star attractions entertained us, and endless  
19 memories were created for a new generation.  
20 Forty years of memories.

21 You have been granted the executive  
22 authority as leaders to make a quality-of-life  
23 decision for the good of our region that can  
24 create 40 more years of memories for our kids by  
25 approving the Pittsburgh First proposal.

1 I have thoroughly researched and  
2 investigated the three gaming license  
3 applications for the City of Pittsburgh.

4 The bottom line, hands-down-factor that  
5 should be front and foremost in the deciding  
6 factor is this: which plan will impact the  
7 overall quality of our lives here in our area,  
8 which include the City of Pittsburgh, the  
9 suburbs which surround it, and western  
10 Pennsylvania as a whole?

11 The north shore proposal. The north  
12 shore is already an attraction with the Pirates'  
13 new baseball stadium and the Steelers' new  
14 football stadium.

15 The area has already shown evidence of  
16 revitalization in its new business district and  
17 its new apartment buildings. There is not a  
18 need for additional investments at this  
19 location.

20 The Station Square proposal. This  
21 area, within the past three years, has doubled  
22 in size as a tourist attraction with its  
23 restaurants, taverns and shops. It is already a  
24 well-suitable attraction for local people as  
25 well as out-of-town visitors without any

1 This decision will impact our lives at  
2 least until 2046. And at that time, God  
3 willing, I will be 83 years old. Approve Plan  
4 A. Put Pittsburgh first.

5 PRESIDING OFFICER SIMMONS: Thank you  
6 very much. Your time has expired.

7 MR. BLACK: Thank you.

8 PRESIDING OFFICER SIMMONS: James  
9 Cohen.

10 MR. COHEN: Thank you, Mr. Chairman and  
11 Commissioners, for the opportunity to testify on  
12 this matter, which is very important to me and  
13 other small businesses in Station Square.

14 I am speaking today as a very early  
15 tenant of Station Square, someone who started a  
16 business in 1983 and paid taxes and worked hard  
17 to serve the millions of people who have come to  
18 our shops every year.

19 Let me begin by saying that the  
20 commissioned members who are not from Pittsburgh  
21 are not -- may not be aware that Station Square  
22 was one of the most distinctive elements in a  
23 region which opened in 1979.

24 What had been a dilapidated railroad  
25 station and warehouses were transformed into a

1 great restaurant and unique space for shops,  
2 smaller restaurants and offices.

3 You should know that the -- from its  
4 earliest stage, Station Square represented an  
5 expansion of downtown Pittsburgh into a very  
6 attractive part of the city.

7 Most important, Station Square became a  
8 destination, a place where people from  
9 throughout the tri-state area came and still  
10 come to dine and shop, enjoy a great view of  
11 downtown and hop in one of the Gateway clipper  
12 fleet boats for a river tour.

13 While many things have changed in  
14 Station Square in the past 25 years, some good  
15 and some bad, Station Square is today what it  
16 was then, a destination that draws people from  
17 far and wide.

18 That is why I am enthusiastic about the  
19 prospects that Station Square will be the site  
20 of the slot machine casino and the wonderful  
21 other developments that are being proposed by  
22 Forest City and Harrah's.

23 If I understand it correctly, a  
24 successful gaming operation will be a  
25 destination drawing people from many other

1 Pittsburgh which I have been all of my life.

2 I want to emphasize that you must  
3 consider the needs and benefits of Pittsburghers  
4 who are deciding which of the three prospects is  
5 best.

6 The plan that will contribute the most  
7 revenue, create the most jobs and provide the  
8 best overall value to the city, its schools and  
9 taxpayers is the plan I hope you approve.

10 Whether a homeowner or a business  
11 owner, Pittsburghers need tax relief; and I  
12 believe that the proposed development centered  
13 on a slot machine casino will do today for  
14 Pittsburgh what Station Square did three decades  
15 ago, create a spectacular destination for  
16 visitors to our area.

17 No other plan can make this claim, and  
18 no other plan can better serve the City of  
19 Pittsburgh.

20 Thank you.

21 PRESIDING OFFICER SIMMONS: Thank you  
22 very much.

23 MR. COHEN: Thank you, sir.

24 PRESIDING OFFICER SIMMONS: Eric Huber.

25 MR. HUBER: I own a business about a

1 places to Station Square.

2 In this case, Harrah's vast customer  
3 network will mean that more visitors will come  
4 from other states, not just other counties, and  
5 each will contribute to our individual  
6 businesses and the city as a whole.

7 That prospect is very encouraging to me  
8 and my peers, whose businesses are dependent on  
9 visitors. The Forest City/Harrah's plan will  
10 put Station Square in a place it has not been in  
11 since the complex opened, a place to go for  
12 visitors.

13 I believe the broader development plans  
14 proposed by Forest City and Harrah's will  
15 continue significantly to expanding downtown  
16 Pittsburgh in a comprehensive and integrative  
17 way.

18 The idea of housing in this stretch of  
19 the South Side, within an easy walk to downtown,  
20 is very positive and means that this development  
21 will bring together people from all  
22 cross-sections of life and regions. This is  
23 very exciting.

24 It also would pay the greatest benefit  
25 to the people and taxpayers of the City of

1 mile west of Station Square, and this first  
2 topic I have is traffic, and it says traffic in  
3 the westbound -- on Carson during concerts and  
4 football games block both lanes of Carson,  
5 because Station Square has parking lots on both  
6 sides of the street, a half hour wait is not  
7 uncommon; and that is about the only rip I have  
8 on Station Square and Harrah's endeavor.

9 The rest of them, the comments I have  
10 pertain to all three, whoever gets the bid. The  
11 first one is vice. And I say that Atlantic City  
12 had a huge spike in prostitution, drugs and loan  
13 sharking, et cetera. With a shortage of police  
14 staff, how will this be handled? Who will pay  
15 for the additional police officers that will be  
16 needed?

17 The next is for all three also. These  
18 would be jobs. If the patrons do not  
19 materialize, neither will the jobs, and thus the  
20 profits, and most important to Pittsburgh, the  
21 revenue will fall short. Will the casinos make  
22 up the difference?

23 The next is also for all three,  
24 whichever one you decide should get this.  
25 Competition for individual dollars. Families

1 have x-amount of dollars to spend on  
2 entertainment such as sporting events, concerts,  
3 amusement parks, et cetera. Can you compete for  
4 these dollars in a town that is losing  
5 population?

6 The other would be competition with  
7 other casinos. Patrons from other towns isn't  
8 much just to support the hotel that they all  
9 plan to build. Can you compete with Las Vegas,  
10 Wheeling and Atlantic City?

11 Pittsburgh has had its share of white  
12 elephants over the years. If your projections  
13 do not meet the expectations, will we add  
14 another risk to our elements?

15 A central city casino and arena would  
16 be more reasonable for many reasons already  
17 stated. Most importantly, our arena is one of  
18 the few projects that did not fail and would be  
19 least likely to become another element. To me,  
20 the Isle of Capri is our only option. And I am  
21 an NBA fan. I don't even like hockey.

22 PRESIDING OFFICER SIMMONS: Thank you  
23 very much.

24 Mark Bertenthal.

25 MR. BERTENTHAL: Good morning -- good

1 will understand our problems a lot better.

2 South Side and north side have been  
3 developed and draw thousands of visitors to  
4 their attractions. Downtown and Uptown are  
5 dying. People don't go shopping downtown  
6 anymore. Major stores have closed their doors  
7 downtown. In the Uptown, more and more  
8 buildings are being torn down for parking lots.

9 We need a new arena to host shows,  
10 events and Penguins so that the Pens will stay  
11 here. Mostly we need an arena that won't need  
12 public money to build because the city is broke.

13 It's broke because people don't come to  
14 town. They don't come because there isn't much  
15 to bring them here. Most of the good stores are  
16 in the suburbs with free parking. If we lose  
17 the Penguins, there will be even less to bring  
18 the people in.

19 The Isle of Capri makes the most sense  
20 to me. It will get the people into the heart of  
21 the city with the least wear and tear on our  
22 bridges. With the people will come the  
23 development and businesses that will spread  
24 outward from downtown to Oakland.

25 From Uptown, people will be able to

1 afternoon.

2 Embellishing the truth is called  
3 puffing. I am asking you to ignore a casino  
4 applicant's puffing about the number of  
5 employees or the dollars of revenue that we will  
6 get from gaming, because no one knows for sure.  
7 It is only their guesstimates.

8 Let's assume that the number of revenue  
9 or employees is the same no matter who gets the  
10 bid. With that assumption, let's look at what  
11 is best for Pittsburgh. Our highway system and  
12 public transportation is designed to get people  
13 into the heart of downtown. Patrons and  
14 employees need the easiest access. From many  
15 areas, public transportation requires going to  
16 downtown to get a transfer to get across the  
17 rivers.

18 Traffic on the South Side is overly  
19 congested already because it is a narrow strip  
20 of land with narrow streets and limited access.

21 How many of you Board members live here  
22 or are familiar with our traffic? If you are  
23 not familiar, try driving Carson Street any rush  
24 hour or any weekend evening, or try getting to  
25 the north side when there is a ball game. You

1 walk to town to support businesses or vice  
2 versa. With people in the heart of our  
3 downtown, maybe the Mayor could get a Nordstroms  
4 to open a store downtown, instead of in the  
5 suburbs.

6 If the Isle of Capri doesn't get the  
7 license, Pennsylvania will end up spending more  
8 money in the long run, repairing bridges because  
9 of extra crossing required or creating arteries  
10 in either north side or South Side when they  
11 already exist into downtown.

12 They will bring higher subsidies  
13 instead of Port Authority to run extra routes to  
14 get employees to the other side of the rivers,  
15 plus the added cost of bailing the city out of  
16 debt, because the heart of the city died due to  
17 the lack of people.

18 If the casino is built on the north  
19 side or the South Side, will the people cross  
20 the river to visit a dead downtown area? I  
21 don't think so. There is too much to do on  
22 those two shores already.

23 PRESIDING OFFICER SIMMONS: Thank you  
24 very much, Mr. Bertenthal.

25 Arthur Bathrop.

1 MR. BATHROP: My name is Arthur  
2 Bathrop, and I am a long-term resident of  
3 Allegheny County. I am an elder at Petra  
4 International Ministries.

5 Petra is and always has been committed  
6 to a strong community outreach. So I am not a  
7 proponent of gambling; however, I am a realist  
8 and I recognize and realize that casino gambling  
9 is coming to Allegheny County.

10 I am in support of Harrah's proposal  
11 because of their aggressive commitment to  
12 culture diversity. And I know culture diversity  
13 is a primary concern for Mr. Franco Harris, as  
14 he has indicated so clearly and eloquently  
15 today.

16 I am in support of Harris' proposal  
17 primarily because of Franco Harris. Why?  
18 Because I know for a fact that the individuals  
19 make things happen, not buildings.

20 You can invest in infrastructure,  
21 bricks and mortar; however, if you do not invest  
22 in people, ultimately, as stated earlier, the  
23 project will fail.

24 Franco Harris has a demonstrated track  
25 record in community involvement and commitment.

1 on all sides, both sides of the aisle. And I  
2 know that once this deal is cut, the only people  
3 that are going to be left at the table are  
4 players.

5 I can say to you without stuttering  
6 that Franco is a player.

7 PRESIDING OFFICER SIMMONS: Thank you  
8 very much.

9 It appearing that we have exhausted all  
10 of the registered and signed-in speakers for  
11 today, the Pennsylvania Gaming Control Board  
12 Public Input Hearings will resume tomorrow  
13 morning. Doors will open at 7:30, sign-in will  
14 begin at 7:45, and the hearing will promptly  
15 begin at 8:30.

16 The hearing now stands adjourned.  
17 Thank you.

18 (Hearing adjourned at 2:30 p.m.)  
19  
20  
21  
22  
23  
24  
25

1 I have worked closely with Franco on two  
2 projects, the African American Chamber of  
3 Commerce -- African American Culture Center and  
4 the construction of a library at a Mont  
5 Christian Academy.

6 What I found was that Franco's interest  
7 was consistent in both projects: Education,  
8 cultural diversity and economic parity for our  
9 community.

10 I have learned that Franco has a great  
11 care for young people and takes seriously his  
12 ability to influence positively in their family  
13 life. I feel strongly that this association  
14 with Harrah's, he would be -- in his association  
15 with Harrah's, he would be a drum major for the  
16 African American community, assuring us  
17 opportunities at the appropriate time.

18 Economic strength in the African  
19 American community has often been underrated and  
20 overlooked, but it has the potential to  
21 greatly strengthen our economic situation in the  
22 county and the city.

23 I have never been a proponent or great  
24 believer in trickle-down theory, but I do and I  
25 can say I have seen both minority participation

1 I hereby certify that the proceedings  
2 and evidence are contained fully and accurately  
3 in the notes taken by me on the within  
4 proceedings and that this is a correct  
5 transcript of the same.  
6  
7  
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9 Lorraine K. Troutman, RPR  
10 Reporter - Notary Public  
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NOTARIAL SEAL  
Lorraine K. Troutman, Notary Public  
Lower Allen Township, Cumberland County  
My Commission Expires July 24, 2006

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