

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: SIX APPLICATIONS FOR REMAINING CATEGORY 2 SLOT
MACHINE LICENSE IN THE CITY OF PHILADELPHIA

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PUBLIC HEARING

* * * * *

BEFORE: Linda Lloyd, Presiding Officer
William Ryan, Chairman
John McNally, Commissioner
James Ginty, Commissioner
Gregory Fajt, Commissioner
Keith McCall, Commissioner
Annmarie Kaiser, Commissioner
Jennifer Langan, Ex-Officio Designee

HEARING: Wednesday, May 8, 2013
9:00 a.m.

LOCATION: Lincoln Financial Field Way
1020 Pattison Avenue
Philadelphia, PA 19148

Reporter: Jazmin Arce

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NONE OFFERED

P R O C E E D I N G S

PRESIDING OFFICER:

Good morning. My name is Linda Lloyd, and I'm the Presiding Officer for this public input hearing conducted by the Gaming Control Board, addressing the six applications for the remaining Category 2 Slot Machine License in the City of Philadelphia. Before we begin, if you can turn off all your cell phones or at least turn them to vibrate so not to disturb the speakers today.

As Presiding Officer, I call to order this public input hearing for Category 2 applicants, Market 8, Market East Associates; Casino Revolution, PHL Local Gaming, LLC; Hollywood Casino PA, PA Gaming Ventures, LLC; The Provence, Tower Entertainment, LLC; Stadium Casino, LLC; and Wynn Philadelphia, Wynn PA, Inc. The date is Wednesday, May 8th, 2013. The time is 9:03. And the location is Lincoln Financial Field, West Club Level, at 1020 Pattison Street, Philadelphia, PA, 19148.

This public input hearing is convened by the Pennsylvania Gaming Control Board pursuant to and as required by Section 1205(d) of the Gaming Act and the Board's regulations.

1 Members present today for the hearing
2 are, to my immediate right, Chairman Bill Ryan; and
3 down the line, Commissioner John McNally and
4 Commissioner Jim Ginty; to my left, Commissioner Greg
5 Fajt, Commissioner Keith McCall, Commissioner Annmarie
6 Kaiser; and representing Treasurer Rob McCord,
7 Jennifer Langan.

8 As a result of an accident late last
9 year that required some corrective surgery last week,
10 Commissioner Tony Moscato is not physically here with
11 us but says he will be viewing via our live video
12 stream so he can also hear the comments and concerns
13 of the public.

14 This is the third of four days of public
15 input hearings to be held by the Board, designed to
16 allow elected officials and the public to express
17 their thoughts, opinions and concerns with the Board
18 about the six proposed projects in Philadelphia.
19 Public officials will have 15 minutes to speak,
20 community group representatives will each have ten
21 minutes, and individual members of the public will
22 have five minutes.

23 Each speaker should begin their remarks
24 by stating your name and municipality where you reside
25 and, if speaking on behalf of an entity, the name of

1 that entity. All speakers should have signed in and
2 signed the oath at the registration table, which is
3 located back behind us. If you registered to speak
4 and did not sign in or sign the oath, please do so
5 before you speak.

6 To assist all speakers in adhering to
7 the time limit permitted, we have an electronic stop
8 timer located right down in front of me. The light
9 will show green, yellow and red. When it is green,
10 your allotted time has started. When the light turns
11 yellow, you have 30 seconds remaining, and you should
12 wrap up your comments at that time. And when the
13 light turns red, you'll be expected to stop speaking
14 and return to your seat. If anybody has any questions
15 here's staff --- our staff out at the registration
16 table. Feel free to ask them questions.

17 I would also like to remind everyone, if
18 you choose, you may submit written comments. It will
19 be included as part of the record of this hearing.
20 Written comments may be an alternative to live
21 testimony or in addition to, can be submitted to our
22 staff at the registration table, or you may submit
23 them via our website or mail to our Board Clerk --- or
24 sorry, our Board Secretary, Mickey Kane.

25 We will accept written comment until

1 close of business September 30th, and at that time,
2 the evidentiary record for the public hearing will be
3 closed.

4 If you are a speaker today and you have
5 written notes or testimony which you'll read from,
6 when you're finished if you could give a copy to our
7 court reporter, who is sitting over here to my left,
8 that would be helpful for her.

9 A copy of the Code of Conduct for this
10 hearing was available to you. I expect all in
11 attendance today will adhere to this Board's Code of
12 Conduct. There will be many opinions, positions, and
13 viewpoints shared today, and we are all interested in
14 hearing what everyone has to say. The members of
15 media who are present, we ask that you follow the same
16 Rules of Conduct, and conduct any interviews you might
17 want to conduct out away from the hearing space.

18 Before we begin, I'm going to give a
19 brief description of each proposed project. On
20 February 12th, 2013, each applicant had the
21 opportunity to present to the public a presentation of
22 its proposed project. These presentations were
23 streamlined through the Board's website and are
24 currently available for viewing on our website as
25 well. In addition, the public version of each

1 applicant's application and other information were
2 posted on our website for viewing. They will remain
3 up during the course of the Board's decision-making
4 process.

5 The first proposed project is Market 8,
6 Market East Associates, owned by the Goldenberg Group
7 of Blue Bell, and is to be located at 8th and Market
8 Street. It is proposed to include 2,400 slot
9 machines, 112 table games, with four levels of
10 underground parking of approximately 750 spaces, at a
11 cost of about \$500 million. The representatives here
12 today on behalf of Market 8 are David Mercuris and
13 Alan Rosenberg.

14 Casino Revolution, owned by PHL Gaming,
15 LLC, is to be located at 3333 South Front Street and
16 Packer Avenue, and is proposed to include 2,000 slot
17 machines, 85 table games, and about 157,850 square
18 feet of space, with 250 hotel rooms, at a cost of \$367
19 million. Representatives here today on behalf of
20 Casino Revolution are John Burke, Joe Procacci and
21 John O'Riordan.

22 Hollywood Casino, owned by PA Gaming
23 Ventures, LLC, is to be located at Seventh Street and
24 700 Packer Avenue. It is proposed to include 2,050
25 slot machines, 82 table games, and 100,000 square feet

1 of space, with 3,500 parking spaces, at a cost of
2 about \$480 million.

3 The Provence, owned by Bart Blatstein,
4 Tower Entertainment, LLC, is to be located at 400
5 North Broad Street and Callowhill, is proposed to have
6 300 slot machines, 150 table games and 120,000 square
7 feet of space, with 125 hotel rooms, and 60,000 square
8 feet of shopping space, at a cost of about \$700
9 million. Representatives here today on behalf of
10 Provence are Bart Blatstein, Jill Alexander from the
11 Isle of Capri, and Michael Fabius.

12 Stadium Casino, LLC, owned by the
13 Cordish Companies and Parx is to be located at 900
14 Packer Avenue and Ninth Street. It is proposed to
15 have 2,000 slot machines, 125 table games, and 200,000
16 square feet of space, along with a 240-room hotel, and
17 2,500 parking spaces in the garage, at a cost of about
18 \$400 million. The representative here today on behalf
19 of Stadium Casino is James Doherty.

20 Wynn Philadelphia, owned by Wynn PA,
21 Inc. and Wynn Resorts is located --- is to be located
22 at 2001 Beach Street and 2001 to 2005 Richmond Street.
23 It's proposed to have 2,500 slot machines, 100 table
24 games and a 150 square feet of space --- 150,000
25 square feet of space, with a 300-room hotel, at a cost

1 of \$897 million. The representatives here today on
2 behalf of Wynn are Annie Allman and Christopher
3 Soriano. These are the six projects about which the
4 Board will hear public input today. And we will get
5 to that immediately.

6 Our first comment will be read into the
7 record by our Chief Counsel, Doug Sherman, on behalf
8 of Councilman Clarke.

9 ATTORNEY SHERMAN:

10 Good morning. The Board has received
11 for inclusion in the record a letter from the
12 letterhead of Darrell L. Clarke, president of the City
13 Council of Philadelphia. The letter is addressed to
14 the members of the Pennsylvania Gaming Control Board.

15 I greatly respect the important role
16 each of you play in deciding not only the recipient of
17 Philadelphia's second casino license but the very
18 future of gaming in the Commonwealth of Pennsylvania.

19 As the president of City Counsel, it may
20 be inappropriate for me to weigh in on any of the
21 proposals submitted; therefore, I am not endorsing a
22 particular site. However, I appreciate this
23 opportunity to share with you my personal knowledge of
24 one of the applicants.

25 I have known and respected Bart for

1 decades. Our careers in Philadelphia have run nearly
2 concurrently. The word visionary has been overused to
3 the point of cliché. But with Bart Blatstein, the
4 term truly applies.

5 Bart is a Philadelphian. Born and
6 raised here. He loves this place, these
7 neighborhoods, its traditions, and the inherent
8 toughness of its work-a-day people. He embodies the
9 passion and no-nonsense work ethic of his fellow
10 Philadelphians. It's why he's never left us, despite
11 building a hugely successful development firm and
12 amassing a personal fortune that would allow him to
13 live anywhere in the world.

14 Bart's love of this city is evident in
15 the numerous transformational projects he has
16 undertaken over the years. Rather than looking to
17 develop or redevelop parcels in the city's more
18 established and densely-populated neighborhoods, Bart
19 looks elsewhere. Where others see blight and decay,
20 he sees opportunity for transformation and
21 neighborhood revival. He's done it time and time
22 again. He has finished every project he has set out
23 to build.

24 The Avenue North project was an early
25 success story for Bart in my District. Bart's

1 company, Tower Investments, was selected as developer
2 by the Redevelopment Authority after two previous
3 developers were unsuccessful. Tower received final
4 selection as the project redeveloper by the RDA in
5 late 2004. The project commenced construction in
6 2005. In both project components, the entertainment
7 retail complex and student housing were finished and
8 in use by 2006. It's the largest project development
9 in the history of North Philadelphia.

10 The entertainment retail component, The
11 Shops at Avenue North includes a seven-screen
12 multiplex movie theatre on the second floor of the
13 90,000 square foot building. The theatre complex, The
14 Pearl, is the first movie theatre in north
15 Philadelphia in 40 years. On the first floor is an
16 array of retail and commercial tenants.

17 The student housing component, at The
18 Edge at Avenue North, is a 256,000 square foot,
19 12-story residential facility, which houses over 1,200
20 Temple University students. The first floor includes
21 10,000 square feet of retail space.

22 Bart's newly-opened Tower place is the
23 first luxury apartment building built on North Broad
24 Street in Philadelphia. The historical building,
25 originally built in 1959 by renowned architects

1 Carrol, Grisdale and Van Alen, has been renovated with
2 modern features, appliances and amenities. Tower
3 invested more than \$70 million in complete gutting and
4 rehabbing of the 300,000 square foot building and
5 completed the ambitious project in just 11 months.

6 The former State Office Building has
7 been transformed into 204 high-end apartments. It is
8 a transit-oriented development which will help make
9 the burgeoning area from Spring Garden north on Broad
10 Street a more sustainable, vibrant, livable community.

11 Phase II of Tower Place will feature new
12 construction of an additional 20-story, 170,000 square
13 foot building, including an 18-story residential
14 tower, with an additional 215 units along 15th Street,
15 and a two-story, 80,000 square foot retail building
16 along Spring Garden Street. The total development
17 investment in Tower --- in Phase II of Tower Place at
18 completion will be \$110 million.

19 Tower's nationally-renowned Northern
20 Liberties redevelopment began in January 2000, when
21 Bart acquired the former Schmidt's Brewery at 2nd and
22 Girard, in Northern Liberties, at a Sheriff Sale.
23 Since January 2000, Tower has constructed, renovated
24 and leased more than 550 residential units and 150
25 (sic) square feet of commercial space in the formerly

1 neglected and abandoned Northern Liberties community.
2 The centerpiece of the Northern Liberties
3 redevelopment is The Piazza at Schmidt's. The AIA
4 Award winning project is renowned as a model of urban
5 redevelopment at its best, with open public spaces and
6 cutting-edge architecture. The Piazza at Schmidt's
7 opened in May 2009. It's a three-acre site that was
8 abandoned for decades. It now features 414
9 residential units, and on the ground level, 100,000
10 square feet of commercial space, including four
11 restaurants. The Piazza, which has a large
12 performance stage and an enormous 26-by-16-foot
13 screen, the city's largest, for movies and sporting
14 events, hosts year-round festivals and entertainment,
15 most of them free to all.

16 The companion piece to The Piazza in
17 Northern Liberties is Liberties Walk, an innovative
18 urban design four-block development that inverts the
19 buildings from the streets to create a pedestrian-
20 friendly place. Liberties Walk features a series of
21 three-story buildings that are a combination of retail
22 on the first floor and residences above, for a total
23 of 72 residential units, 35,000 square feet of retail,
24 and 19 townhomes, with the former St. John Church
25 serving as a performance art center and gallery. In

1 addition to its innovative design, this development
2 has offered unique opportunities to women and
3 minority-owned businesses. These are but a small
4 sampling of the neighborhood transforming developments
5 Bart Blatstein has created in Philadelphia but an
6 accurate snapshot of the value he continues to bring
7 to our city. Should you require additional
8 information, please feel free to contact my office.
9 Thank you. Sincerely, the Honorable Darrell L.
10 Clarke, President, Philadelphia City Council.

11 PRESIDING OFFICER:

12 Thank you. I've been asked to let you
13 all know that --- where the restrooms are located.
14 The ladies' room is on this side, back that way. And
15 the men's room is around the screen and back behind
16 us, I believe. Oh, the ladies' room is that way? So,
17 that's where those are if you need those.

18 Our first individual speaker today,
19 William Cody Anderson.

20 MR. ANDERSON:

21 Mr. Chairman, members of the Gaming
22 Control Board, my name is William Cody Anderson. I
23 live in the Mount Airy section of Philadelphia. I
24 first want to thank you for the opportunity you have
25 provided me to express my preference in reference to

1 the Category 2 Gaming License currently being
2 considered.

3 I'm here today to state my support for
4 PHL Local Gaming, LLC, Casino Revolution. I have
5 known of the good works of one of the principals in
6 particular for over 30 years, the Lomax Group, their
7 partners in particular, for over 30 years.

8 The Lomax Group partners in PHL have
9 provided a voice through their radio station, WURD, to
10 the Philadelphia community at great sacrifice for many
11 years. I'm not as familiar with Mr. Procacci, as I am
12 with Dr. Lomax, though I've heard great things about
13 him and his works in the South Philadelphia area. I
14 believe in their intent to provide a top-notch class
15 operation, and I believe in their commitment to the
16 citizens of Philadelphia.

17 It is of special interest and consistent
18 with the quality individuals that they are for them to
19 commit to total inclusion in this project. I believe
20 they have the ideal location, with an acceptable
21 distance from neighborhoods. They have committed to a
22 workforce that will fairly reflect the diversity of
23 Philadelphia. Their stated measurable goals are 35
24 percent of their workforce to be minority, 50 percent
25 of the workforce female. On the construction phase,

1 32 percent of the workforce to be minority, and seven
2 percent female.

3 Philadelphia and its citizens clearly
4 would benefit from the award to this local applicant
5 of one of the most significant economic opportunities
6 in quite some time. For too long we in Philadelphia
7 have watched others benefit from the resources of
8 Philadelphia, while we waited for the trickle-down
9 benefits that never came or come. We have all made
10 contributions and sacrifices to this great city. This
11 time, why not choose representatives of the diverse
12 community, those who will share with us. Why not
13 choose an applicant who is not just saying what they
14 will do but one who stands on what they have done.

15 I ask you to strongly consider
16 Philadelphians in your decision. I ask you to choose
17 PHL Local Gaming, LLC, Casino Revolution. Thank you.

18 PRESIDING OFFICER:

19 James White? James White?

20 MR. WHITE:

21 Good morning, Mr. Chairman. My name is
22 James Stanley White. I live in the Green Village
23 Neighborhood, South Philadelphia, and I am currently
24 the Executive Vice President Emeritus of Temple
25 University and a member of the Board of Trustees of

1 Temple University.

2 I also am the former managing director
3 of the City of Philadelphia, the former Commissioner
4 of the Department of Licenses and Inspections for the
5 city, in addition to a number of other positions I've
6 held. And, it's based on those experiences that I
7 have concluded that my support should be given to PHL
8 Local Gaming, LLC, Casino Revolution, proposal.

9 My conclusions about the strengths of
10 the PHL Local Gaming, LLC, Casino Revolution, proposal
11 are based on the following. I'll briefly state those.
12 First, the location at Front and Pattison, in my
13 professional opinion, is a unique and ideal location
14 for such a complex as is proposed. To begin with, the
15 area we now are holding this hearing is a collection,
16 an assortment of different kinds of commercial and
17 entertainment activities that have gone through, I
18 think, the test of time in dealing with the support or
19 opposition from neighbors who are, in some cases,
20 affected by traffic and other aspects of such activity
21 here. We have perfected, in my opinion, crowd
22 control, traffic control, and all of the things that
23 are normally the concerns of neighbors. And this
24 proposal, I think, is excellent, outstanding, in that
25 regard.

1 Secondly, the commitment of PHL Local
2 Gaming to establish and finance a Casino Revolution
3 Neighborhood Improvement District is most impressive.
4 The concept here is to provide security and
5 maintenance services beyond those currently the
6 responsibilities of Philadelphia municipal government
7 departments and agencies.

8 Thirdly, the proposed site is adjacent
9 to major highway access ramps and easily, therefore,
10 accessible to travelers from all parts of
11 Philadelphia, the neighboring counties of
12 Pennsylvania, as well as those in New Jersey and
13 Delaware and accessible to persons who come here for
14 entertainment and come by air. The closest to the
15 Philadelphia International Airport is a major
16 advantage to this site.

17 Next, the commitment of the planning and
18 development and building of Casino Revolution will
19 have a large and, we feel, the largest minority/female
20 equity participation than the other builders. And
21 historically, any development in this city has not
22 matched or equaled the commitment that has been stated
23 by the developers of this project. They have plans to
24 establish a local Minority Inclusion Advisory
25 Committee to guide these actions, to ensure that the

1 people who will be the beneficiaries of this inclusion
2 policies will actually have a say in both the
3 establishment of policies and practices and will have
4 the opportunity to stay abreast of the progress are
5 the concerns that should be addressed immediately.

6 PHL additionally is Philadelphia owned
7 and is committed to generating sufficient positive
8 economic impact for Philadelphia and the Philadelphia
9 workers and businesses.

10 And lastly, the PHL partnership of
11 principal owner and CEO, Joseph Procacci, and the
12 investor, Dr. Walter P. Lomax, Jr., the founder of the
13 Lomax Company will guarantee --- thank you. I think
14 my time has ran out.

15 PRESIDING OFFICER:

16 Thank you. Joe Volpe?

17 MR. VOLPE:

18 Good morning. My name is Joseph Volpe.
19 I'm here in support of Bart Blatstein's project on
20 North Broad Street.

21 I've known Bart for over 20 years. Bart
22 has had a huge role in helping me open my first
23 wedding venue in Northern Liberties over ten years
24 ago, in 2003. It's called Cescaphe Ballroom. As
25 everyone here knows, Northern Liberties, ten years

1 ago, wasn't such a great neighborhood. I watched and
2 helped Bart turn around the entire area of Northern
3 Liberties to be a successful neighborhood. Today I
4 own and operate five wedding facilities in the City of
5 Philadelphia. I employ over 250 people.

6 I will successfully create over 600
7 weddings this year in Philadelphia. My newest
8 facility is on North Broad Street, two blocks away
9 from Bart's proposed project. I think it will be a
10 great success of the redevelopment of North Broad
11 Street. Thanks you guys for the opportunity of
12 letting me speak today.

13 PRESIDING OFFICER:

14 Jack Ferguson?

15 MR. FERGUSON:

16 Good morning, members of the
17 Pennsylvania Gaming Board. My name is Jack Ferguson.
18 I'm the president and CEO of the Philadelphia
19 Convention and Business Bureau. And I thank you for
20 the opportunity to address you today.

21 My interests and the interests of the
22 Philadelphia Convention and Business Bureau and its
23 900 members in meeting here today is not to endorse a
24 single casino but to seize the opportunity to ask you
25 to make the best decision for the city's economic

1 infrastructure. PHLCBB has always supported casinos
2 in our area. They have been proven successes for
3 Pennsylvania, creating jobs and keeping revenues in
4 the Commonwealth. PHL also supports an additional
5 casino in Philadelphia, regardless of the location,
6 and sees its added value in the city's entertainment
7 offerings.

8 I have met with almost every casino
9 developer or representative at this point and believe
10 that the right mix of infrastructure, community
11 engagement and collaborative marketing support, any
12 one of these casino projects can be a win for
13 Philadelphia in terms of jobs and economic
14 development. The Stadium area, North Broad Street,
15 Penn's Landing, Market East, in some way you could say
16 each of those neighborhoods is a catalyst of
17 transformation.

18 As the primary sales and marketing
19 agency for the Pennsylvania Convention Center and the
20 global marketing arm for the City of Philadelphia,
21 we're acutely aware of the impressions visitors see of
22 our city and their experiences here. We study this
23 daily. Philadelphia has an incomparable array of
24 historical sites, retail options, restaurants, hotels,
25 parking, and it truly is a modern renaissance city.

1 We regularly hear wonderful comments to support this.

2 Additionally, the expansion of the
3 Pennsylvania Convention Center, the largest investment
4 in the history of the Commonwealth of Pennsylvania, it
5 has impressed our customers and are continuing to tell
6 the positive stories in our global messaging.

7 Expansion has sparked the growth for the
8 surrounding area and has served as a catalyst for new
9 public spaces, retail restaurants. In addition, we're
10 excited about the city's renovation of Dilworth Plaza,
11 which draws visitors, workers and residents to enjoy
12 the green spaces surrounding City Hall. We know, too,
13 that convention attendants come to create --- the
14 convention attendees that come create more nightlife
15 activities in the surrounding areas of the Convention
16 Center.

17 One of the greatest selling points of
18 Philadelphia is its walkability. I tout that every
19 day in my work as I move customers around the city.
20 But the sad fact is that on all points --- but the sad
21 fact is that it is not a selling point in all parts of
22 the city, including those sites that are under
23 consideration. As one example, when I was growing up
24 in Philadelphia, the Fairmount area to be specific,
25 Market East heralded the city's retail corridor with

1 famous department stores like Wanamaker's,
2 Strawbridge's and Goodman's. It's now a shabby shadow
3 of its past. As it continues to have steady
4 pedestrian traffic, the street is dominated by a
5 collection of low-priced chain stores, eateries and
6 government buildings. As a result, this has been a
7 struggle to get major retailers to make improvements
8 and move here.

9 Compared to other parts of the city,
10 Market Street East is perceived as seedy, uninviting
11 and unsafe. We have seen this repeatedly in customer
12 surveys and hotel comment cards. Market East,
13 Philadelphia's main street, is a critical concern for
14 our convention and tourism business, and we work daily
15 to improve that. Just like the other sites under
16 consideration, it needs a catalyst of change. Of
17 course, a casino project anywhere in Philadelphia
18 requires careful planning, including attention to
19 traffic, design, jobs, pedestrian sensitivity and
20 strategic collaborative marketing.

21 Members of the Gaming Board, I want to
22 restate that I'm not here to endorse any one casino
23 over the other. Your decision impacts the residents
24 and the visitors alike in every organization in the
25 city. So, I thank you for your time and your

1 consideration today.

2 PRESIDING OFFICER:

3 Paul Steinke?

4 MR. STEINKE:

5 Good morning, members of the Gaming
6 Board. My name is Paul Steinke, general manager of
7 Reading Terminal Market in downtown Philadelphia, and
8 a lifelong Philadelphian. I'd first like to say thank
9 you for taking the time and effort to help us decide
10 what is the best site for these projects in the city.

11 The development that would result from
12 the Market 8 proposal would have a beneficial effect
13 on the Market East commercial district. It would
14 bring more people and activity to the corridor, which
15 could also have a beneficial effect on the area in
16 which the Reading Terminal Market operates by bringing
17 more prospective patrons into the vicinity.

18 Market East, as Mr. Ferguson just
19 indicated, has been lacking in commercial activity for
20 many years, with several vacant lots and underutilized
21 buildings between Sixth and Juniper Streets. The
22 Market 8 project could be a needed catalyst for
23 returning Market East to its historic role as a main
24 thoroughfare and access of commercial and
25 entertainment activity in the city, a role for which

1 it was originally intended as far back as the founding
2 of the city.

3 The progress and outcomes contemplated
4 by the Market 8 proposal look like a
5 once-in-a-generation opportunity to bring Market East
6 back after more than three decades of decline and
7 underutilization. Thank you.

8 PRESIDING OFFICER:

9 Vincent Frustillo?

10 MR. FRUSTILLO:

11 Good morning, Mr. Chairman, members of
12 the Board. Thank you for this opportunity to endorse
13 wholeheartedly Casino Revolution this morning. I'm a
14 retired account executive for the Liberty Mutual
15 Insurance Company. And for 12 of my 33 years I had
16 the pleasure of servicing the Workers' Compensation,
17 general liability, automobile and property insurances
18 for the Procacci Brothers companies. That perspective
19 gives me a unique insight into the way they do
20 business, how they treat their employees, and their
21 concern for public safety.

22 At Liberty Mutual, we had great value on
23 risk quality. When you talk about risk quality, some
24 of the attributes are how they look at safety, how
25 they protected their employees, what their losses were

1 as a result and credit worthiness.

2 From a safety standpoint, Procacci has
3 implemented every recommendation we ever made. They
4 implemented some of their own. They went to all of
5 our safety seminars and showed a unique caring for all
6 their employees. They brought people back to work on
7 light duty so that they can come back and safely go
8 back to the job.

9 From a general liability standpoint,
10 their premises were always neat and clean. They
11 showed a real concern for the public in general.

12 On the automobile, they had a very
13 strict driver policy so that unsafe drivers were not
14 on our public streets. And they passed all of our
15 tests in every way, and especially including credit.
16 They always paid their bills. We evaluated their
17 safety --- their financial statements every year, and
18 they passed with flying colors. Not many companies
19 could say that.

20 I believe the Procaccis show a unique
21 ability to manage their business every day personally.
22 We don't always see that from the CEO of some of the
23 companies that we insure.

24 Also, as a sports fan, I am thrilled by
25 the location of the entertainment venue. I live in

1 Media, PA, sorry, I forgot to say that, coming from
2 Delaware County. I also have a home in Margate, New
3 Jersey. I never visit the casinos there. I just
4 don't go to one casino, just for the sake of that.
5 But I can see me going to an Eagles game, a Phillies
6 game. Go right down the street. It's easy access to
7 I-95. You know, a full entertainment venue. I
8 believe the location of Casino Revolution would bring
9 the destination for many sports fans, not just in the
10 five-county area but also for all those sports fans
11 who come from different cities to watch the Phillies
12 and the Flyers, et cetera. So, thank you again for
13 this opportunity to speak.

14 PRESIDING OFFICER:

15 Rhett Chiliberti?

16 MR. CHILIBERTI:

17 Hello, everyone. My name is Rhett
18 Chiliberti. I'm from Broomall, Pennsylvania. And I'm
19 here for Market 8.

20 I have a background in --- just to give
21 a little bit of background about myself, I have a
22 background in civil engineering, site development. I
23 work for a company called Bohler Engineering, and we
24 have an office at 15th and Market. We've been doing
25 work in the city for at least 20 years. And we've

1 known and worked with Goldenberg for, I guess, at
2 least 13 years. And right now we're working on a
3 project with them and this will be more a high-rise
4 project, student housing and some mixed-use components
5 there.

6 So the Market 8 location really isn't
7 anything new to the Goldenberg Group. This is
8 something that they've done before successfully. I'm
9 sure you're all aware of some of the projects that
10 they have done, large-scale shopping centers and some
11 high-rise developments.

12 The location at Market 8 was critical
13 about that location of it being a downtown location.
14 And the Market Street corridor has been pretty much
15 the same for quite some time in my opinion. And I
16 grew up in south Philadelphia. I've lived and worked
17 in Philly for over 30 years. So, in my opinion, it's
18 really been the same. And we had this fantastic
19 opportunity to bring in this vibrant site use. Some
20 of the other uses that's going to bring with it, and
21 really transform that Market Street corridor. So,
22 again, it's this fantastic opportunity.

23 If you look at Baltimore, what they've
24 been able to accomplish with the stadiums, they had an
25 opportunity, they seized it. They brought the

1 stadiums in. And I'm sure we all can agree that that
2 really has transformed that entire city. So, we had
3 an opportunity, we passed on it. So, I saw Citizens
4 Bank in going to south Philly, as an opportunity that
5 we missed. And we're all here today with an
6 opportunity to bring something fantastic into downtown
7 Center City location. So, I think we should seize
8 that opportunity and bring it in downtown and Market
9 8. Thank you.

10 PRESIDING OFFICER:

11 Christopher Stromberg?

12 MR. STROMBERG:

13 Hello. I am a local resident. I live
14 in the Graduate Hospital area, and I'm an architect in
15 the community. And I guess first I'd like to talk
16 about the site. I'm here in support of the Market 8
17 project. And that site has been kind of a
18 longstanding sore spot in the city, as you guys know,
19 for many years. It's kind of a disconnect in the
20 urban fabric between City Hall and Independence Hall.
21 And the area is suffering architecturally. It's
22 struggling economically. And it's essentially, you
23 know, a real sore spot as far as the rest of the
24 surrounding Center City. And everybody's been
25 struggling as to how to actually reconnect these two

1 to be a common continuous urban corridor that's
2 successful.

3 The area is currently seen as unsafe and
4 undesirable for commercial tenants. So, there really
5 isn't anything that would draw the commercial tenants
6 to begin to revitalize. There needs to be a catalyst.

7 There needs to be an anchor project to do that. So,
8 Market 8 I feel will turn the tables in that respect,
9 not only being a successful project in its own right,
10 but it would also be a catalyst for the surrounding
11 blocks in order to connect those fabrics together.
12 We've seen how different sections of corridors could
13 become revitalized, but they need to be connected in
14 order to become successful. The draw would bring much
15 needed restaurants, shops and other stores that are
16 needed in that entire area.

17 The design proposal itself also gives a
18 hundred percent of its ground floor retail to
19 independent tenants. So, it's not a casino on the
20 ground floor. It's actually all independent shops and
21 restaurants. The casino starts on the next floor. As
22 a designer that's a hugely important factor, as far as
23 giving back to the corridor.

24 As I said, it fills a gap. I also teach
25 architectural design at Philadelphia University, and

1 we've used that site for many, many years as a study
2 as to how to connect these fabrics together. And to
3 see that empty for so many years is really tragic. I
4 truly feel that this project would be a huge benefit
5 in order to revitalize that entire area.

6 So, as far as my personal relationship
7 with the Market 8 crew and the Goldenberg Group, I'm
8 behind them as a resident of Graduate Hospital. I
9 have a child at E.M. Stanton Public Elementary School.
10 As you all know, the public schools are in a huge
11 financial strain right now, in particular, our school,
12 which is in dire need of renovations. And People
13 Helping People, their philanthropic arm has stepped up
14 to become a huge part of our efforts to try to make
15 the school a better place. And they've donated time,
16 money. They've come help paint the school, brought
17 people out, and also a part of our future Renovations
18 Committee, as far as planning and economic support in
19 that respect. So, that's been a big part of, you
20 know, the relationship that we've had.

21 I've had a professional relationship
22 with the Goldenberg Group for a couple years now,
23 working on various projects with them in different
24 capacities. I've continually seen them have, as a
25 developer and a --- whether it's from the financial

1 side or whether it's from the construction end, a
2 longstanding track record of commitment to the
3 community, in giving back and sensitive to their ---
4 to the communities that they impact and figuring out
5 ways that they can be environmentally conscious as
6 well as economically boosting to the surrounding
7 areas. So, high-quality design and, you know --- and
8 sensitive projects has always been at the forefront of
9 what they do. So, I think that as a team, the
10 combination of the respect and track record that the
11 Goldenberg Group and Market 8 team has, along with the
12 absolute need for 8th and Market to be greeted as a
13 site to me makes it --- it's kind of a perfect example
14 of everything coming together that make it a wonderful
15 project. So, I'd definitely encourage you guys to
16 support that project. Thank you.

17 PRESIDING OFFICER:

18 Herb Reid?

19 MR. REID:

20 Good morning, Board. I'm here to
21 testify in support of Bart Blatstein and The Provence.
22 I am a developer that has known Bart for a couple of
23 years now. And before knowing Bart, I respected him
24 as the transformative visionary, excuse the cliché,
25 that he is and what he has done in the City of

1 Philadelphia.

2 Since meeting him, I have found him to
3 be immensely supportive in my growth and my building
4 within the city. What I have discovered is a man with
5 a laser focus and a work ethic and energy that frankly
6 embarrasses me at times, being 25 years my senior.

7 My story is not ununique to other young
8 developers that have benefited from the mentorship and
9 wisdom of Mr. Blatstein. I have found in him someone
10 who is committed to the betterment of the city in a
11 way I don't think you will find in other candidates.
12 That is why I wanted to make it here. While I'm
13 constrained with time with my projects, I think it's
14 important that I speak up for a man that I think has
15 the energy, the fervor, the love of this city,
16 accompanied with the vision, to make The Provence a
17 premier destination.

18 With a stellar track record in this city
19 that doesn't need repeated, it's hard to imagine
20 there's a single better individual equipped with the
21 knowledge, resources and ability to deliver this
22 casino to the City of Philadelphia. Because of the
23 work he's done in making the Northern Liberties
24 section of the city a prime neighborhood for a wide
25 cross-section of people, it has seen unparalleled

1 growth and even drew me into the neighborhood after
2 spending most of my life over the bridge.

3 Being a developer primarily in the
4 Temple University area, I have seen firsthand Bart's
5 impact on Broad Street in north Philadelphia. The
6 growth he's helped spawn near the university in north
7 central Philadelphia still needs help along Broad
8 Street and tying into the vibrancy of Center City. A
9 project of this magnitude will help the already
10 building momentum along North Broad and help bridge
11 the gap between neighborhoods, supporting growth
12 beyond just The Provence in every direction. This is
13 what Bart Blatstein is. This is what he does. He's
14 of Philly. He is Philly. And with him at the helm,
15 The Provence is sure to be a success. I thank you for
16 your time.

17 PRESIDING OFFICER:

18 Barbara Capozzi?

19 MS. CAPOZZI:

20 Good morning, Commissioners. My name's
21 Barbara Capozzi. I'm president of the Packer Park
22 Civic Association, which is the neighborhood adjacent
23 to the Sports Complex. I'm also the community
24 representative and the treasurer to the Sports Complex
25 Special Services District, which is the special

1 services district devised to mitigate the problems of
2 the Sports Complex.

3 Our position against any of the three
4 applications proposed for this area is far more than
5 the formal and infamous NIMBY, not in my backyard.
6 Indeed, I sincerely thank you for coming to my
7 backyard so that you can see for yourself all that we
8 already have here, not only in our backyard but on our
9 front porches for many of us. We have Lincoln
10 Financial Field, capacity 68,000. We have Citizens
11 Bank Park, capacity 45,000. We have Wells Fargo
12 Center, capacity 21,000. And last but not least, we
13 have XFINITY Live!, which has turned out to be very,
14 very live. That capacity is only 5,000.

15 In our immediate vicinity, we also have
16 a Navy base, which is growing fabulously and
17 beautifully, 10,000 employees plus we just celebrated.
18 We have FDR Park, which we're trying to turn into the
19 next Central Park. So, we have good things balanced
20 with the problem issues.

21 Gone are the days when there was a
22 stretch of time when there wasn't events constantly.
23 These venues now are booked, overbooked and
24 simultaneously booked for most of the year. Surely
25 you can imagine all that we all endure. I challenge

1 any neighborhood in this city, any neighborhood, to
2 match event for event, capacity for capacity, what we
3 already have down here. So, I never want to voice
4 something to another neighborhood that I haven't
5 already taken myself, but in this case I'll match
6 anybody for what we have already.

7 As you can see, we have a whole lot
8 going on. And the question is, could we survive if we
9 had more? The answer is a resounding no. Our civic
10 organizations and the Sports Complex Special Services
11 District have worked tirelessly to make it work, to
12 accommodate all the parties, to unsnarl the traffic,
13 to mitigate the noise and the trash. Our neighbors
14 have made many sacrifices and accommodations over the
15 years so that the city can make more revenue. That
16 was a big pitch to us way back when the new stadiums
17 were being built. So, we've accommodated so that the
18 city can make more money, so that the teams can have
19 sparkling new homes, and so the fans can have a very
20 safe neighborhood to come into, because that's an
21 important factor also. But enough is enough.

22 It would stretch the imagination plus
23 the capacity and the resources of our good neighbors
24 to try to mitigate any more damage from even more
25 cars, strangers, noise and confusion in the area.

1 Now, you may hear all these statistics and think, hmm,
2 with all those people that they already host, this
3 would be a built-in crowd for the casino, for the
4 casino to be successful. Quite the opposite. Please
5 remember that every ticket event has high prices.
6 Parking is expensive. Accessory beer, food are costly
7 at sporting and entertainment events. Plus, the fan
8 is already here for four to six hours. Will they have
9 additional time and additional money to hop down the
10 street to a casino? We strongly doubt it. Plus,
11 please remember that there's lots of alcohol and other
12 controlled substances that may already have been
13 consumed by the time they leave the sports
14 entertainment complex.

15 Correspondingly, every other person on
16 the face of the planet who is not at an event here for
17 the day has the good sense to completely avoid the
18 entire area during --- before, during and after
19 sporting events or risk being snarled in pre-game
20 traffic or post-event traffic that lasts for hours
21 despite our very best efforts.

22 To support the high cost of these very
23 expensive operations to try to win --- you know, to
24 try to produce a winning team, every dollar of
25 tickets, of beers, parking revenue is needed. I'm not

1 here to express the teams' opinion, but any casino
2 operation here will cannibalize team operations and
3 stretch the already overburdened fans because the cost
4 will get passed on to them. We doubt there's much
5 synergy after the initial curiosity wears off, between
6 the --- because the fan-based dollar and additional
7 time away from family and work just is not going to be
8 there.

9 The teams have been our good partners as
10 we work through many of the issues here, and we don't
11 want to see them get hurt in any way. It's out of
12 mutual respect for them but, much more importantly,
13 for the 5,000 households that immediately surround
14 this neighborhood that we firmly say our position is
15 no to any of the three. We believe a casino here will
16 not thrive or survive and it will be a poor man's
17 SugarHouse, which is --- helps no one. Rather,
18 thinking more globally as to what location would be in
19 the best interest of the city, the region and the
20 state and what location will produce the most revenue
21 and most economic development around it, with the
22 least amount of pain to Philadelphia, we would suggest
23 that one of the two proposed casinos in the Convention
24 Center Area. Let me remind you it's the Pennsylvania
25 Convention Center, because the state put up so much of

1 the money. Any one of the two casinos in that area
2 would be much more ideally located. And this is where
3 we hope the Commission will see the most value for
4 Philadelphia's second casino.

5 First of all, personally, I feel if a
6 person from Philadelphia loses money at a casino, it
7 hurts all Philadelphians. It's less time they spend
8 with their children, less money for school, for books,
9 for clothes, eroded family savings, lost businesses,
10 et cetera. But if a guy from Kansas at a convention
11 in big, bad Philadelphia loses money at the casino, it
12 hurts us all less. And that's fine with me. Ideally,
13 the casino should be at the airport so it could really
14 grab out-of-town dollars. But since that's not an
15 option, a casino closest to the Convention Center is
16 far better than one down here.

17 A Convention Center-focused casino will
18 better distinguish itself from SugarHouse, which is
19 very, very important, but it will also help to revive
20 the development and the nightlife in that growing
21 area. Needless to say, our nightlife down here does
22 not need any assistance.

23 I'll leave you with this image. Putting
24 a casino where there's already four very large, very
25 loud entertainment and sports events is like putting a

1 ten-pound sausage in a one-pound bag, or like putting
2 a size 14 girl in a size 2 jeans. No matter how you
3 slice it, it's ugly. I thank you for listening. And
4 I also --- if you're not sure about what I'm talking
5 about, I welcome you back during a multi-event
6 evening. Thank you. I have copies.

7 PRESIDING OFFICER:

8 Shawn Jalosinski?

9 MR. JALOSINSKI:

10 Chairman Ryan, Board members, good
11 morning and thank you for this opportunity --- for
12 this valuable opportunity to provide testimony today.
13 My name is Shawn Jalosinski. I'm the Executive
14 Director of the Sports Complex Special Services
15 District. My testimony today is focused on sharing
16 some of the initial community concerns and questions
17 related to the three casino projects proposed for
18 South Philadelphia in the Sports Complex area, those
19 being The Live! Hotel and Casino project, the
20 Hollywood Casino Philadelphia project, and the Casino
21 Revolution project.

22 With respect to background, the District
23 was established in 2002 and exists because community
24 leaders, government leaders, and the sports venue
25 operators agreed that residential neighborhoods

1 surrounding an active Sports Complex have unique needs
2 and challenges unlike any other location in the City
3 of Philadelphia. The district is a 501(c)(3)
4 non-profit corporation, serving approximately 9,000
5 residents living in 4,100 households, with mission to
6 protect community interests, improve neighborhood
7 quality of life, and promote efficient operation of
8 the adjacent sports venues.

9 The District is fully funded by the
10 three sports venue operators: Comcast-Spectacor, the
11 Philadelphia Phillies and the Philadelphia Eagles. It
12 should be noted that my testimony today does not
13 reflect the views or position of the noted venue
14 organization but most directly represents the formal
15 position of the elected District Community Directors.

16 The District serves four distinct
17 neighborhoods. Every four years, a formal election is
18 conducted and the residential households elect a
19 Community Director to represent their neighborhood and
20 serve on the Board of Directors. With respect to this
21 casino topic, the four Community Directors unanimously
22 oppose any casino to be located south of Oregon
23 Avenue, based on concerns of traffic congestion,
24 security and neighborhood quality of life impacts.

25 On a personal note, I've had the proud

1 opportunity to be the founding Executive Director of
2 the District for the last ten years. Obviously, this
3 casino license award involves a lengthy process and we
4 all are working very hard to learn more about the
5 proposed projects with the goal of protecting the
6 public throughout. To that end, I offer the following
7 points for your respectful consideration. One, please
8 consider that traffic congestion is already the top
9 concern of neighbors in South Philadelphia. The
10 District formally surveyed residents in 2005 and more
11 recently, in 2011, to determine neighborhood
12 priorities based on this factual data. Not
13 surprisingly, traffic and parking are overwhelmingly
14 the two areas of highest community concern.

15 Two, please consider that District
16 residents already use a monthly Sports Complex event
17 calendar to plan their local travel around the surges
18 of traffic that occur before and after Sports Complex
19 events. The three Sports Complex venues host
20 approximately 380 events, 8 million visitors, and 5.5
21 million vehicle trips each year. A casino with just
22 3,000 slots could add an estimated 10 to 11 million
23 vehicle trips and more than triple the amount of
24 traffic in this area. In addition, a casino will
25 operate 24/7, meaning neighbors will no longer get the

1 relief of less area activity during non-event times.

2 Three, please consider that District
3 residents have already accepted trade-offs as part of
4 the deal that enabled the Sports Complex to expand
5 with new venues for the Phillies and Eagles. Despite
6 the dedicated efforts of area stakeholders, only so
7 much can be done to ease area traffic congestion, so
8 District efforts for community improvement more
9 significantly include the trade-offs of street and
10 sidewalk cleaning, tree care, landscape
11 beautification, recreational facility upgrades,
12 lighting enhancements, public safety initiatives, and
13 various community events.

14 Four, please consider the
15 recommendations for a Community Benefits Agreement as
16 set forth by the Philadelphia Gaming Advisory Task
17 Force for this same license process in 2005. In
18 particular, that City report recommended that a
19 special services district be created, or an existing
20 district enhanced, for the neighborhoods impacted by a
21 casino. It should be noted that the District Board of
22 Directors has met privately with each of the three
23 area applicants to learn more about the project
24 proposals and express related concerns. The District
25 has also exchanged initial correspondence with these

1 applicants regarding a CBA, although their respective
2 responses under such a voluntary request have included
3 varying levels of commitment thus far.

4 Five, please consider the full build-out
5 scenarios. Even if an applicant is only planning to
6 build 2,000 to 3,000 gaming positions to start, the
7 winning applicant will still have a license that
8 allows future expansion to over 5,000 gaming
9 positions. That full build-out should be modeled as
10 well, and now, to assess the worst-case scenario for
11 future traffic and parking impacts.

12 Six, please consider the actual
13 proximities associated with the proposed projects.
14 For example, the proposed casino on Packer Avenue is
15 only 1,200 feet from a residential property and only
16 600 feet from an elementary school that will reopen
17 this fall.

18 Seven, please continue to consider the
19 current traffic impact reports submitted by applicants
20 --- please consider that they have various
21 deficiencies. I stress continue, as I understand
22 through my valuable partnerships with the City Streets
23 Department and PennDOT, that the applicant Traffic
24 Impact Reports are being enhanced, and I applaud your
25 efforts in that regard.

1 Most notably in the reports, the study
2 areas do not encompass the full impact area critical
3 to ongoing Sports Complex operations. In reviewing
4 these reports, also please consider that a line drawn
5 on paper does not necessarily represent the route
6 patrons would follow to and from a casino. Motorists
7 more typically follow the path of least resistance,
8 which unfortunately can greatly impact local
9 residential streets.

10 Please consider the impact of ongoing
11 and future roadway and bridge construction maintenance
12 projects in the area, including the future
13 reconstruction of I-95, which will have a huge and
14 significant impact on this area.

15 Please consider that detailed Sports
16 Complex scheduling and parking rules already exist to
17 keep event operations manageable, including a cap of
18 84,000 event patrons at any given time.

19 Please consider interstate access. An
20 elevated expressway passing by a location does not
21 mean that location has good interstate access. For
22 example, a current and significant problem in this
23 area is that there is no access to westbound I-76
24 located anywhere east of Broad Street, despite all of
25 the development and activity on the east side of Broad

1 Street, which is where we are at now.

2 Please consider the combined impact of
3 other area development into the future. The Ports
4 continue to expand to the east. The 1,200-acre Navy
5 Yard continues to develop to the south. The currently
6 vacant Food Distribution Center will have a
7 still-to-be-determined reuse with related impacts.
8 XFINITY Live! is a mixed-use entertainment venue
9 located in the Wells Fargo Complex across the street
10 here. Phase I opened in March 2012, and future
11 expansion is already approved to include up to 350,000
12 square feet of development and a 300-room hotel.

13 Ten, and finally, please consider that
14 what is good for Philadelphia sports fans is equally
15 good for South Philadelphia residents. And beyond
16 having our teams win, that is getting event patrons to
17 and from the venues in a most efficient manner.
18 Please consider the impact a casino could have on the
19 existing Sports Complex operations and the adjacent
20 neighborhoods, including traffic, parking, security,
21 and overall neighborhood quality of life impacts.
22 These are the very reasons why the District Community
23 Directors unanimously and understandably oppose a
24 casino in this area.

25 In closing, I understand you have a very

1 challenging decision to make, guided by the
2 Pennsylvania Gaming Act. This Gaming Act defines your
3 primary objective to protect the public. I share in
4 this goal. While the District does not have any
5 authority over such matters, the District will
6 continue to help where possible to position the
7 neighborhoods for the best possible outcome. I look
8 forward to submitting additional and more detailed
9 written comments after the revised Traffic Reports are
10 complete and made available for public review.

11 Last, I hope my testimony will be
12 helpful in your determining where a casino will work
13 best, and more importantly, where it could only make
14 already challenging conditions even worse. Thank you
15 once again for your time and consideration.

16 PRESIDING OFFICER:

17 Robert Stroker?

18 MR. STROKER:

19 Good morning. My name is Robert
20 Stroker, and I am Dean and Vice Provost for the Arts
21 at Temple University. And I am here as an individual
22 to speak on behalf of Bart Blatstein.

23 I've been here for --- this is my 11th
24 year in Philadelphia, working at Temple University. I
25 probably clock in, oh, probably nearly 60 hours a week

1 working in North Philadelphia and Center City. I
2 take that drive on North Broad Street from City Hall
3 to Temple University probably, I don't know, a dozen
4 times a week. And over my 11 years here, it's been a
5 real joy to have seen the revitalization of so many
6 different parts of the community on North Broad Street
7 and in Northern Liberties in the work that Bart has
8 done in those areas. You can't deny what he's done
9 for that community. I walk through those areas every
10 day, not only with the students and the young people
11 on North Broad Street but also the community, having a
12 grocery store now there and a movie --- just basic
13 things. And the Northern Liberties project is just
14 amazing. You know, it's one thing to be able to
15 promise excellence and quality and dedication and
16 commitment to community, but Bart certainly has shown
17 true outcome measures of all those traits, quality,
18 excellence and commitment to community through his
19 work, just observations.

20 The second thing, here at Temple
21 University we put on and produce over --- between 400
22 and 500 public --- free public performances, shows,
23 exhibitions for the community, and we work very, very
24 hard to bring people to North Broad Street, to that
25 area of campus. And we're successful, but it's helped

1 as far as having new restaurants coming in on North
2 Broad Street, Osteria and Route 6 in that particular
3 area, and I am 110 percent certain with this new
4 addition on North Broad Street --- a new addition of
5 real excellence in entertainment and dining, it will
6 help to continue to revitalize the entire North Broad
7 Street area. Really, Northern was part of the Avenue
8 of the Arts in Philadelphia. So, I'm very, very
9 supportive of that location, and I'm certain that will
10 be a homerun there.

11 And the last thing I just want to
12 comment on, when I came --- moved here 11 years ago, I
13 knew nothing about Philadelphia, the people. I'm from
14 Detroit. I lived in Texas for ten years. And after
15 moving here, I soon met Bart, and I really got it
16 then, this passion for Pennsylvania, for Philadelphia.
17 And he's the real thing. He just is so passionate and
18 enthusiastic about the city, the people, and the
19 commitment to the people here. You just hear it. And
20 he's also --- you know, has helped some of the young
21 people. I've seen him. He's worked with promoting
22 art students in his projects, sponsoring --- promoting
23 music students so they can have a place to perform,
24 and also helping young people to enhance their
25 education. And his dedication here is truly amazing.

1 So, I'm certain that this new project will just
2 continue to improve the quality of life for so many
3 people in this general area. Thank you.

4 PRESIDING OFFICER:

5 Joyce Romanoff? No Joyce Romanoff or is
6 she --- oh, she's making her way.

7 MS. ROMANOFF:

8 Good morning. My name is Joyce
9 Romanoff, and I reside in Northbrook, Illinois. I am
10 the owner of Maya Romanoff Wallcovering and Textile
11 Company. It's a 42-year-old handcrafted wallcovering
12 and textile company, and it's based in the Chicago
13 area. We have continuously manufactured and
14 distributed products geared to the high-end
15 residential and the luxury hospitality market within
16 the design and architectural design industry. We are
17 regarded by our industry associates as the gold
18 standard for quality, design and innovation. We are
19 the largest multi-disciplined, handcrafted
20 manufacturer in the United States. And I'm also a
21 woman-owned business.

22 As you can imagine, the last several
23 years have been quite challenging for our business
24 with the recession. We are regarded --- throughout
25 the years we have received numerous product design

1 awards, Icon of Industry, and a Lifetime Achievement
2 Award from both the Museum of Arts and Design and Aid
3 to Artisans.

4 Wynn Hotels represents the epitome of
5 design excellence worldwide. His hotels are
6 meticulously designed to bring authenticity and
7 historical significance to the less-traveled audience.
8 He alone has brought this level to Las Vegas and many
9 others have followed him, but none were able to
10 achieve his level of success. He is supportive of
11 women-owned and minority businesses. He advocates ---
12 and he advocates retaining craft industry in the
13 United States, brings philanthropic good works to all
14 communities he has his flag, and he's a valued vendor
15 and collaborator who brings innovation design elements
16 in every project. To his hotels, he is always trying
17 to surpass his last masterpiece. A Wynn hotel brings
18 commerce and ancillary business to the area, as well
19 as added value to the infrastructure of the city in
20 which he builds. A Wynn hotel brings global attention
21 to the city.

22 I am very, very pleased that, because of
23 the design and the beautiful high-quality hotels, we
24 were able to successfully keep our business going
25 through his co --- his continuous building globally.

1 And they are an honest and trustworthy and respected
2 player in the hospitality industry. I thank you.

3 PRESIDING OFFICER:

4 Tom Zitt?

5 MR. ZITT:

6 My name is Tom Zitt. I'm the senior
7 vice president for Innovation Group. I'm here on
8 behalf of SugarHouse Casino.

9 Pennsylvania has been very successful
10 with its gaming development. Part of that success ---
11 probably the key part of that success has been the
12 strategy to geographically distribute licenses across
13 the state to provide convenience and access to the
14 largest portion of the population as possible.

15 The Innovation Group provided the 2003
16 study for the Pennsylvania Senate and it provided the
17 roadmap for that distribution. The goal was to
18 maximize capital investment and physical impact and to
19 minimize the cannibalization of one casino --- by one
20 casino to another.

21 Revenues have ramped up. Pennsylvania's
22 been very successful. In fact, it's been the envy of
23 the region. Pennsylvania has been going up.
24 Connecticut, Atlantic City, on a downward trip.
25 However, the Philadelphia area is showing signs of

1 maturation. As you can see on the chart, even with
2 the addition of Valley Forge, total market revenues
3 have flattened and the growth spike from the addition
4 of table games to SugarHouse, has deflated. The green
5 line there is growth rates on a trailing 12-month
6 basis, and the yellow line is revenues. You can see
7 the big bump from adding table games pretty much
8 simultaneous with the opening of SugarHouse in the
9 summer of 2010. You notice that, with the opening of
10 Valley Forge, we didn't quite get that same bump.
11 Revenue has been pretty flat, and the growth rate has
12 declined to about three to four percent, again, on a
13 trailing 12-month basis.

14 The next page, you can see a table that
15 shows six-month chunks of what growth rates look like.
16 So a year-and-a-half ago Philadelphia area was growing
17 about 13 percent. That growth rate slowed to about
18 three percent in the last six months. That's through
19 March. That's typically the level you associate with
20 normative, organic growth, not growth you would see as
21 a result of opening a new facility.

22 These trends are consistent with a
23 report we did for Treasurer McCord in 2011. In the
24 last 12 months, the Philadelphia area has generated
25 about \$1.17 billion in gaming revenue. This is only

1 about two-and-a-half percent off from what we have
2 projected. Part of that variance is due to the fact
3 that we do not project for what Valley Forge would get
4 from hotel guests.

5 In conclusion, the maturation of the
6 Philadelphia market is increasingly evident,
7 increasing rates of growth, increasing cannibalization
8 from new development. The geographic distribution has
9 pretty much been achieved in the Philadelphia area,
10 Harrah's to the north, Harrah's Chester to the south,
11 SugarHouse in the center, and Valley Forge in the
12 west. As shown in our report for the Treasurer, the
13 Commonwealth would gain more by development outside of
14 Philadelphia. Thank you.

15 PRESIDING OFFICER:

16 Noah Ostroff.

17 MR. OSTROFF:

18 Good morning. My name is Noah Ostroff,
19 and I'm a residential real estate agent for a Coldwell
20 Banker Preferred. And I'm in support of Bart
21 Blatstein's project, The Provence.

22 Today I want to speak about the positive
23 impact that Bart Blatstein has had on the real estate
24 industry of Philadelphia. I do the majority of my
25 business in Center City, Northern Liberties, and the

1 surrounding neighborhoods. My business, as well as
2 many of my colleagues, has been tremendously affected
3 in a positive way by what Bart Blatstein and his team
4 have done for Northern Liberties.

5 The real estate market right now is
6 booming in Northern Liberties, and this is primarily
7 because of The Piazza, the shopping centers, Liberties
8 Walk, the Swim Club, and all the other great
9 properties that Bart Blatstein and his team have put
10 together in Northern Liberties. People now want to
11 live, shop, work and, most importantly, spend money in
12 that area. The more businesses that he has brought,
13 the more people want to live there. The more people
14 that want to live there, the more businesses that want
15 to be there. And it just continues to snowball. The
16 entire area surrounding Northern Liberties right now
17 is thriving thanks to what Bart Blatstein has done for
18 the neighborhood. I feel The Provence will have the
19 same impact or greater to transform the North Broad
20 Street corridor and all the surrounding neighborhoods
21 around it. People will now be excited to live in this
22 area. And with more people, there will be more
23 businesses. More businesses mean more jobs and,
24 ultimately, more money for the city.

25 Currently, the city makes a four-percent

1 transfer tax on every real estate transaction in the
2 city. And with a destination spot like The Provence,
3 given its location, the positive impact it will have
4 on the surrounding neighborhoods and the real estate
5 market, given the density surrounding this location,
6 will be tremendous. It will have the most positive
7 impact, both financially and practically, for the City
8 of Philadelphia.

9 The neighborhoods immediately
10 surrounding The Provence stand the most to gain out of
11 any other casino location in Philadelphia. I think
12 research and history will show that The Provence will
13 have an unbelievable impact on the City of
14 Philadelphia for years to come. Thank you.

15 PRESIDING OFFICER:

16 Roland Cassis?

17 MR. CASSIS:

18 Board members, good morning. My name is
19 Roland Cassis. I am a real estate developer. I am
20 also an entrepreneur. I grew up between Beirut,
21 Lebanon, Liberia, Monrovia. Actually, my family was
22 involved in the casino business in Liberia, and I
23 helped run my family's business after college. I
24 really hated it and what it's done to the community
25 there, so I came back here.

1 My first thing to say is no casinos.
2 That's not what I'm here to talk about. It was a very
3 smart move bringing gambling to Pennsylvania. We are
4 the second highest after Vegas. What I'm here to talk
5 about is each location, and I'm here to give my
6 opinion.

7 I agree with Barbara and what she said,
8 so I back her up a hundred percent. We don't need
9 more casinos around here. We don't need kids and
10 families after games and enjoying themselves going to
11 casinos. I might bite myself by saying that because I
12 own over a million square feet in Fishtown and
13 Northern Liberty, so of course I want Wynn to go
14 there. But to have something like Wynn in the middle
15 of nowhere, you may as well bring a rebel casino from
16 Atlantic City and put it right there and wait until it
17 closes down in a couple of years. It's literally in
18 the middle of nowhere. It doesn't make sense.

19 I like The Provence for one reason,
20 because it is located in the center and close to the
21 Convention Center. It connects everything all
22 together. I wouldn't be here today if I didn't
23 believe that.

24 Now, the Market 8 on 8th Street, it was
25 supposed to be a Disney location at one point. It was

1 two blocks away from the Constitution Center. About
2 five years ago I got involved in this organization,
3 they take children around Christmastime, you know, and
4 buy them gifts. So, the place to take them was across
5 from 8th and Market, over at the mall over there.
6 It's a family area. There's a lot of people that come
7 there. This is not who you want to attract to
8 gambling. We want the outsiders to come and gamble.
9 I was walking in today and a lady was showing a group
10 of four people about the locations. And then she
11 pointed at where they're staying, the hotel they're
12 staying at. And then she goes, you're close to The
13 Provence Casino. It's the closest of Center City.
14 The people that come here to our Convention, people
15 that does have money and don't want to gamble. They
16 want to enjoy themselves. And for that reason I am
17 for The Provence.

18 Another reason, I told Bart --- I was
19 sitting next to him. I said --- told him, I would not
20 be here today if I didn't believe it is the best
21 location for the City of Philadelphia.

22 To talk about Bart, he was the only
23 developer in 2008 that kept on building and developing
24 when the economy and the whole world crashed. So, I
25 don't have to tell you because you've heard it from

1 everybody else. Thank you for being here. You have a
2 long day to go.

3 PRESIDING OFFICER:

4 Rory Kramer?

5 MR. KRAMER:

6 Thank you. My name is Rory Kramer. I
7 live in the Fairmount area, at 17th and Green Street
8 in Philadelphia. I'm here to speak against The
9 Provence Casino. It's stated in the Gaming Act, and
10 as your Chairman put it, the primary goal of the
11 Commission is to protect the public. I speak to you
12 as a resident who lives just 1,200 feet from the
13 proposed Provence Casino, closer to the whole complex,
14 a sociologist who studies racial segregation in
15 Philadelphia, a current renter who is hoping to buy a
16 home in my neighborhood. But I have put those plans on
17 hold until after your decision. If the Provence is
18 built, I will likely move out of the city.

19 I believe that to protect the public
20 means picking a casino that will do two things.
21 First, it will do the least harm to the area
22 surrounding it. And let's be clear, as others have
23 noted, a casino is not just a neighbor but an
24 anchoring institution for a neighborhood, especially a
25 particularly large project like Mr. Blatstein's.

1 Second, it should help spur development.
2 And the idea that a casino spurs outside development
3 is one that is optimistic, unproven, and seems to me
4 in someone who studies urban planning, a foolish
5 claim. Mr. Blatstein's supporters have focused on
6 that second, and I have strong reservations.

7 First and foremost about that, in
8 particular, to The Provence, the neighborhood directly
9 surrounding the casino is undergoing substantial
10 investment already. The Mormon Church is under
11 construction. The Granary project is near completion.
12 The Divine Lorraine is moving closer to renovation.
13 And the area east of Broad is becoming a thriving arts
14 and performance neighborhood. This area of Center
15 City certainly needs further development along those
16 lines. It does not need a casino. The area is
17 directly adjacent to the museums along the parkway,
18 and I'm unclear about why that's where a casino should
19 go.

20 It seems that the majority of the
21 outside development would be part of Bart Blatstein's
22 Provence project, and the focus of his proposal has
23 been on the magical ability to spur development blocks
24 away to the northeast and across Broad Street but not
25 the actual neighbors --- neighborhood surrounding it,

1 which is already pretty much developed.

2 Suffice it to say that my research on
3 residential segregation and the impact of major roads
4 such as Broad Street with the idea that there will be
5 development in areas such as Poplar in the highly
6 unlikely category of possibilities. But that wasn't
7 actually my main focus.

8 My main focus is to note that, using
9 Google map distance calculator, the following schools
10 are within 1,500 feet of the current Inquirer building
11 but not listed in Mr. Blatstein's Appendix 28, that's
12 publicly available: J.R. Masterman; Benjamin Franklin
13 High School; Parkway Central City High; Mathematics
14 Civics Science Charter School; and the new proposed
15 home of the Philadelphia Performing Arts Schools.
16 There are further schools within 2,000 feet including
17 a new Catholic girls school, near the main branch of
18 the free library.

19 Quite simply, Mr. Blatstein believes his
20 casino will impact the development of Francisville and
21 Poplar, both neighborhoods north of my apartment,
22 which is north of the schools I've listed. And he
23 also believes his casino will impact those schools.

24 You told me at a previous meeting that I
25 lived far enough away from the casino, never mind my

1 daily walk through his Complex's footprint to and from
2 the train station to get to work, that I should not
3 expect to be impacted by the casino. I live one block
4 from J.R. Masterman. I live two blocks from Ben
5 Franklin High School. Ben Franklin is across a one
6 lane road from a parking lot where Blatstein says will
7 be used for his casino parking. That parking lot is
8 completely full every day with the office workers and
9 many nights due to events at Vie. So which is it?
10 Are they so far away as to not qualify as impacted or
11 close enough to expect people to park there and
12 gamble, and none of those people will be drunk or loud
13 enough to bother the residents who live in the
14 neighborhood?

15 This is not where a casino should be
16 located, surrounded by schools, directly next to a
17 residential neighborhood that is healthy and
18 undergoing growth, and next to a developing arts
19 corridor that is only limited by zoning changes, not
20 its need for a casino.

21 He's also claimed that this will be a
22 high-end casino. Aside from the fact that even
23 high-end casinos and major gambling locations, for
24 example, Wynn Las Vegas, still have dollar slots and
25 aren't exclusively luxury casinos, he's renegotiated

1 that claim that it would be a high-end casino with a
2 national operator. He is now --- instead of working
3 with Hard Rock Casino, Isle of Capri will run its
4 casino. This would be, by a sizable gap, the largest,
5 most luxurious casino ever owned or operated by Isle
6 of Capri. So, now a developer who's never built a
7 casino and a regional casino operator that does not
8 know the Philadelphia area, who has no major casino
9 remotely like this one, are going to build an urban
10 city on the sky on top of a casino. Color me
11 unconvinced, that's a winning or likely combination.
12 Thank you.

13 PRESIDING OFFICER:

14 We are going to take a break. We --- it
15 is now almost 10:30. We'll reconvene at 10:45.

16 SHORT BREAK TAKEN

17 PRESIDING OFFICER:

18 Okay. We're ready to begin again.
19 Jeffrey Smith is our first speaker.

20 MR. SMITH:

21 Good morning, Mr. Chairman, members of
22 the Board. I'm here to speak in support of The Live!
23 Casino and Hotel, which is a partnership between the
24 Cordish Group and the Greenwood Gaming Corporation.

25 And I come to speak as an individual

1 because I can speak to the XFINITY Live! Project which
2 I work closely with Cordish. I do EOP, or Economic
3 Opportunity Plan enforcement in the City of
4 Philadelphia. I've done over \$2 billion worth of
5 projects in Philadelphia over the last eight years, so
6 I think I have a little bit of experience in how to
7 speak to what they do and how they complete their
8 tasks.

9 But as far as the majority and the
10 women-owned business entity inclusion, as far as ---
11 and also with the employment inclusion on XFINITY
12 Live!, a \$16 million job, which 47 percent is awarded
13 to minority and women-owned businesses. So, it's
14 refreshing to see a company that would actually follow
15 the rules and actually look forward to being a part
16 and contributing to the wellbeing of Philadelphia
17 residents. And I'm sure that, if awarded the
18 contract, that they would do that on a larger scale
19 with the casino project. And I just want to say that
20 I am in support of them and I've first hand
21 experienced their dedication and their support to our
22 community. Thank you.

23 PRESIDING OFFICER:

24 Vail Garvin? I've been asked also
25 to --- again, the restrooms, if you don't want to come

1 back around either side, there are some at the bottom
2 of the elevator, back that way.

3 DR. GARVIN:

4 Good morning, Commissioners. Hello.
5 I'm Dr. Vail Garvin, and I am currently running the
6 Central Bucks Chamber of Commerce. I've been doing
7 that for over 12 years. Prior to that, I was the
8 Senior Vice President of Corporate and Public Affairs
9 for Blue Cross in Philadelphia, currently been serving
10 on their board now for nine years.

11 I am here to support PHL and Casino
12 Revolution. I'm here as an individual because I want
13 to say I concur with everything Mr. Jim White said
14 earlier as far as location, the quality of the
15 organization. But when you look at an organization, I
16 think you need to look at the individuals behind it,
17 which you do.

18 I want you to know I love Dr. Walter
19 Lomax. That family is incredibly dedicated to
20 Philadelphia and to the communities in which they
21 live. I'm sure most of you know Walter. He has done
22 so much to help reinvigorate Philadelphia. His heart
23 is Philadelphia. I look with pride at the people
24 wearing the white T-shirts. That shows you that the
25 community loves him as well. And they love him so

1 much, if you will look at the corner of 20th, and I
2 think it's Lombard, you'll see a big mural of Dr.
3 Lomax on that wall, because of what he's done to help
4 make that community a safe place to work, a safe place
5 to go to the new school they established there. This
6 was years ago. And now I can tell you this, that if
7 Dr. Lomax and his family are involved with this
8 wonderful casino, this is a casino that will be run
9 with excellence, but not just excellence from a
10 business standpoint, excellence from the heart. And I
11 would almost use as a tagline that it would be a
12 casino with a heart, knowing Dr. Lomax and him wanting
13 to give back to this community. So, I wanted to make
14 that point with you. And I thank you very much for
15 letting all of us testify today. I appreciate it.
16 Thank you.

17 PRESIDING OFFICER:

18 James Sanders?

19 MR. SANDERS:

20 Good morning, Board. Yes, it's still
21 morning. Good morning, Chairman, Commissioners,
22 business leaders, and all other distinguished
23 participants. My name is James Sanders. I'm Director
24 of the MBDA Business Center of Philadelphia,
25 Pennsylvania, which is located at The Enterprise

1 Center in West Philadelphia. Thank you for inviting
2 me to speak before you today.

3 The MBDA Business Center of
4 Philadelphia, Pennsylvania is a network office of the
5 U.S. Department of Commerce, Minority Business
6 Development Agency. And there are over 40 offices
7 across the continental U.S.A., including Puerto Rico
8 and Hawaii. The U.S. Department of Commerce is the
9 only federal agency that is designated to work with
10 business owners that are a minority.

11 In 2011, MBDA clients accounted for over
12 \$3.96 billion in contracts and capital across the
13 country. As far as construction is concerned, it's
14 about \$1.3 billion in construction. And so we know
15 that --- and we know and understand that construction
16 is a major indicator of growth, a major economic
17 indicator of growth in our economy. So, it is
18 imperative that MBE and WBE firms have the opportunity
19 to competitively bid and compete for these casino
20 projects in our area in order to spur the growth in
21 our economy that is desperately needed.

22 It is also important for small
23 businesses of various backgrounds, such as ethnic
24 minority, women and disadvantaged business enterprises
25 to gain access to contract opportunities before they

1 become RFPs or bids because at that point it's
2 typically too late. In many cases, this does not
3 happen. But in this case, the Wynn project has --- or
4 the Wynn Pennsylvania team has decided to not only
5 begin to design a plan on paper but to implement that
6 plan. This is forward thinking.

7 According to the Pennsylvania Gaming
8 Control Board's 2011-2012 Gaming Diversity Report, in
9 Fiscal year 2011-2012 there was approximately \$440
10 million spent in non-construction gaming. Of that
11 spend, \$32 million plus was spent with MBE/WBE firms,
12 which totals about 7.4 percent. In that same period,
13 construction was about \$119 billion. Of that amount,
14 \$4.5, approximately, went to MBE and WBE firms, for a
15 total of approximately 3.8 percent. In 2009,
16 construction and non-construction spend was \$408
17 million plus and \$589 million plus respectively. That
18 portion that was spent, as far as MBE and WBEs was \$28
19 million plus and \$47.9 million, which totals 7 percent
20 and 8.1 percent respectively. Those numbers showed
21 that efforts have been made to include MBEs and WBEs
22 in business in those projects prior. But that still
23 does not represent the current population of ethnic
24 minority and women businesses in this region. If Wynn
25 is awarded a gaming license and they continue the

1 momentum started with their outreach that occurred on
2 April the 3rd and prior to, it will be exciting to see
3 their casino and resort project achieve higher
4 numbers, hopefully at the 25 percent level or above,
5 in minority inclusion and even higher in the labor and
6 workforce.

7 Wynn has taken a proactive approach of
8 reaching out to minority and women-owned businesses in
9 our community. They create --- they also created a
10 dynamic team in Keating Consulting, LLC, as well as
11 Intech Construction. These organizations have a
12 proven track record of success in construction, as
13 well as diversity inclusion. Over the years I have
14 sat on construction oversight committees and have
15 witnessed the work that both of these organizations
16 have done. And I can say for Intech Construction,
17 they have --- I've worked very closely with them on
18 several projects, the Disney project and several
19 others in the private sector or public sector, where
20 they have exceeded the diversity inclusion goals that
21 were put in place. So, they have a very strong
22 supplier diversity program in that organization.

23 Finally, the Enterprise Center, the
24 operator of the MBDA business Center, also draws upon
25 a strong team with a long history of advocacy on

1 behalf of minority businesses. The Enterprise
2 Center's objective is and has been to develop, grow
3 and position minorities, women and disadvantaged
4 businesses to bolster the local economy. We also have
5 within our organization, the U.S. Department of
6 Transportation, Office of Small Disadvantage Business
7 Utilization, Small business Transportation Resource
8 Center, specifically focused on disadvantaged business
9 enterprises. So, we are committed to working with
10 these organizations to spur the growth in our economy.

11 This concludes my testimony. I hope
12 this information I provided today was informative and
13 will be helpful in your decision-making process, as
14 you seek to award the next gaming license, which will
15 possibly be the biggest construction project in
16 Philadelphia post the Pennsylvania Convention Center
17 expansion. Thank you again, Chairman Ryan,
18 Commissioners and business leaders for your time and
19 attention today.

20 PRESIDING OFFICER:

21 Robert Welch?

22 MR. WELCH:

23 Good morning, Mr. Chairman and Gaming
24 Board. Thanks for having me here today. My name is
25 Bob Welch. I'm the president of the Central Bucks

1 Chamber of Commerce. I'm here as an individual. I'm
2 a West Point graduate and a longtime Army officer.

3 I'm here to express my strong support
4 for the Casino Revolution project in the City of
5 Philadelphia and you awarding them a gaming license.
6 The reasons are clear why you should approve this
7 application, because Casino Revolution will provide
8 positive economic stimulus and growth of the immediate
9 area surrounding the Front and Pattison Street
10 location, as well as for the entire City of
11 Philadelphia. What's more, I personally know Dr.
12 Walter Lomax, Jr., who is an investor in the Casino
13 Revolution project. And a businessman who's better
14 suited could not be found. Walter is a great man.

15 The benefits of the Casino Revolution
16 project are as follows. The proposed gaming facility
17 will be a large employer of the City of Philadelphia.
18 The construction of the facility will provide hundreds
19 of construction jobs over a multi-year period. The
20 gaming operation will generate large city and state
21 tax revenues. And the facility's proposed location is
22 an excellent one, given the road structure of that
23 area.

24 The above-mentioned benefits are
25 complemented by the fact that Dr. Walter Lomax is part

1 of the investor group PHL Local Gaming, LLC, which
2 will own and operate the gaming facility. I can
3 safely say that Dr. Lomax is one of the finest and
4 most honest gentlemen I've met in my years living in
5 central Bucks County. His business acumen and success
6 is well known, but I know him more for his
7 philanthropic and beneficence to countless local
8 charitable and community organizations. I sit as well
9 as a board member of the James A. Michener Art Museum.
10 Dr. Lomax's generosity to that institution, to our
11 Chamber, and to countless other places is remarkable.
12 He shares the wealth. We need that kind of man
13 involved with this casino project. The people are
14 important here, not just a big business man with a lot
15 of resources. We need good people. And Walter Lomax,
16 he's your guy.

17 I've been a land developer for 20-some
18 odd years in the greater Bucks County area and
19 strongly believe that the PHL Local Gaming, LLC's
20 plan, Casino Revolution, is the best one. Dr. Walter
21 Lomax is a man of high character, and the city should
22 be very pleased that he's part of the ownership group.
23 Thank you.

24 PRESIDING OFFICER:

25 Lisette Gonzalez?

1 MS. GONZALEZ:

2 Good morning. My name is Lisette
3 Gonzalez. I actually do --- I am a --- the Federal
4 Director for Friends of Seth Williams, so I manage the
5 political action committee for Friends of Seth
6 Williams. But I am also very involved in the
7 community of Philadelphia. I sit on several boards,
8 five charter school boards, a special education board,
9 and also the Lighthouse, located on Lehigh Avenue.

10 I'm here in support of Bart Blatstein.
11 Bart has made a lot of positive developments in the
12 Philly area and has provided a better quality of life
13 for our city in terms of The Piazza area, the
14 restaurants, the store fronts, apartments and condos.
15 His developments have increased crowd --- have
16 decreased the crowding in Old City, Midtown and all
17 the surrounding areas. And this is because we now
18 have places to go besides downtown. Having options is
19 what increases our quality of life. Options is what
20 we all want. His projects have provided jobs,
21 economic development, it has enhanced and transformed
22 Philadelphia.

23 Bart's mission and vision is what has
24 been exposing our urban communities to positive
25 cultures, social settings and pedagogy. We often

1 teach each other by enjoying these great experiences,
2 and we are constantly learning something new every
3 day. I believe the opportunity to move forward with
4 this development will positively impact the city with
5 another option that will improve our city, maximize
6 our taxpayer investments, and continue to be one of
7 the largest cities, with beautiful people,
8 restaurants, colleges, schools, buildings, and
9 attractions like this casino to increase the reasons
10 why this is a must-see and visit city, the City of
11 Philadelphia. Thank you.

12 PRESIDING OFFICER:

13 Ed Ezbicki?

14 MR. EZBICKI:

15 Good morning. My name is Ed Ezbicki. I
16 am here this morning to speak on behalf and in support
17 of Mr. Joseph Procacci and PHL Local Gaming. I have
18 known and worked with Mr. Procacci and his family for
19 nearly 25 years, as I represent an international food
20 packaging company as commercial director for
21 agricultural products. We supply the packaging to
22 their locations in Philadelphia and New Jersey and
23 Arizona and Florida. It's a pleasure to work with
24 this company under the leadership of Mr. Procacci.
25 Trustworthy, honest, innovative, combined with an

1 exceptionally strong work ethic and a passion to
2 service his customers are but a few of the adjectives
3 that make Mr. Procacci successful.

4 Mr. Procacci also takes a strong
5 leadership role in the produce industry, being
6 actively involved in organizations like the Produce
7 Marketing Association, the United Fresh Produce, and
8 is considered an icon in the produce industry,
9 involved in many charities, such as Friends of Brian,
10 Friends of Bo. Mr. Procacci's family continues to
11 contribute to the local community.

12 I was born and raised in Philadelphia,
13 grew up in the Roxboro section, went to high school at
14 Roman, and to college at Philadelphia University. I
15 take great pride in the city. And I know through the
16 leadership of Mr. Procacci, he will make the city
17 proud with Casino Revolution. It will be a success.
18 Thank you for your time.

19 PRESIDING OFFICER:

20 Robert Kenney?

21 MR. KENNEY:

22 Good morning. My name is Bob Kenney,
23 and I'm here to speak on behalf of Bart Blatstein.
24 I've been involved in the financing of many of Bart
25 Blatstein's real estate development projects in

1 Philadelphia and the surrounding suburbs since
2 approximately 1995. Over the 15-plus years that I've
3 been doing business with Mr. Blatstein, I have
4 provided approximately \$165 million in financing in
5 approximately 15 transactions. The largest single one
6 approximated \$41 million, and many were for
7 construction. Mr. Blatstein has always handled all
8 financing satisfactorily in my experience.

9 During my 15-year tenure in lending to
10 Mr. Blatstein, there have been at least one recession
11 and one great recession, which has resulted in the
12 performance of real estate projects in general being
13 less than expected. However, I've never seen any of
14 Bart's projects not succeed regardless of the economic
15 environment.

16 I've successfully syndicated one
17 sponsored by Mr. Blatstein, which confirms that other
18 lenders are also agreeable to providing Mr. Blatstein
19 with credit, and they have proactively developed
20 relationships beyond the ones we have syndicated.

21 I wish to add that Mr. Blatstein has, in
22 his development efforts, transformed previously
23 undesirable neighborhoods into dynamic, vibrant
24 neighborhoods that have added to the economic activity
25 of the City of Philadelphia.

1 When he first commenced retail
2 development along Christopher Columbus Boulevard,
3 south of Penn's Landing in the '90s, it was an area
4 populated by warehouses and some underutilized
5 industrial space. Today the area has blossomed into a
6 blossoming retail and entertainment destination thanks
7 to Mr. Blatstein's willingness to lead a pioneering
8 redevelopment effort.

9 And in Northern Liberties, he has
10 transformed what was a dormant, unattractive
11 neighborhood into one of the city's most desirable,
12 hippest places to live, encouraging more young people
13 to remain here and live in the city. I'm confident he
14 can bring the same energy and focus to North Broad and
15 advance that area's renaissance.

16 In closing, my experience with Mr.
17 Blatstein has proven him to be a man of excellent
18 character and a man who, above all else, cares about
19 his hometown of Philadelphia, who sees its potential
20 to be great and has the desire and ability to realize
21 that vision. Thank you for your time.

22 PRESIDING OFFICER:

23 John Noonan? Mr. Noonan? Michael Noda?

24 MR. NODA:

25 Chairman Ryan, members of the Board,

1 good morning. My name is Michael Noda. I am a
2 resident of the Newbold section of South Philadelphia,
3 and I am a professional poker player. And I am here
4 to deliver you a message of two parts. One, yes,
5 please, in my backyard. Two, the asphalt wasteland we
6 stand in the midst of today is not my backyard.

7 A little bit of background, and let me
8 explain myself. In 2008 I left Philadelphia and moved
9 to southern Nevada to take up the job of professional
10 poker player at the instigation of two of my friends.
11 Two years later I returned to Philadelphia because I
12 found that remaining in a place like Las Vegas, where
13 the most basic of daily tasks requiring an automobile
14 was intolerable and incompatible with my continued
15 sanity. This is not a unique position for many people
16 in America, especially of my generation. And younger
17 people are flocking to our cities, especially
18 Philadelphia. 2010 was the first census in 60 years
19 in which the City of Philadelphia gained population
20 within its city limits. But today I still own a car
21 because it's necessary to have good access to Harrah's
22 Philadelphia and Parx and Bensalem.

23 Currently, a lot of my business goes out
24 of state, to more transit accessible locations in
25 Delaware and New Jersey. I would like to bring my

1 business home to the city and Commonwealth that I call
2 home. My testimony today is not purely self-
3 interested. If I was looking at the merits of these
4 purely on financial grounds, I would have to say that
5 Mr. Steve Wynn has the best track record of taking
6 care of the frequent patrons of his casinos. But I
7 have a responsibility as a citizen and to promote
8 things like more pro-social gaming and employee access
9 and other factors I have written about on my blogs,
10 which can be found at sictransitphiladelphia.org. I
11 ask you, please, put this casino where it belongs, in
12 Center City, at either 8th and Market or 16th and
13 Callowhill. Abandoning this casino to the parking
14 lots of South Philadelphia or the highway interchanges
15 of Fishtown is an admission of surrender that all the
16 critics of casino gaming over the last ten years have
17 been right. There is no mitigation for the negatives
18 that can accompany casino gaming and that it's
19 something to be shoved away in a dark corner and
20 forgotten about. I don't believe in this. I doubt
21 you do, too.

22 Moreover, it is a recipe for a simple
23 death of casino gaming in Pennsylvania 30 years from
24 now, as we have seen in Atlantic City, when more
25 people will be more like me and do not want to have to

1 drive to have a pleasant evening's entertainment. So,
2 I ask you, please, put this casino downtown. Choose
3 the future, choose the city, and do not hide this
4 wonderful opportunity away in a parking lot. Thank
5 you for your time.

6 PRESIDING OFFICER:

7 Christopher Plant?

8 MR. PLANT:

9 Hello there. My name is Christopher
10 Plant, and I am a ten-year resident of Philadelphia.
11 And I just want to say how much I've seen the city
12 change since I've arrived here.

13 I'm a residential real estate agent, and
14 I do a lot of non-profit work as well. In my real
15 estate practice I deal with a lot of transplants and
16 first-time residents of Philadelphia, and I'm
17 frequently giving tours around Philadelphia and having
18 to explain the great void on Market Street. And so I
19 wanted to speak in support of the Market 8 project.

20 You know, that area at City Hall is very
21 busy, is increasing with its capabilities with the
22 development of Dilworth Plaza. Independence Hall is
23 fantastic and vibrant. And then Market 8 is a mess,
24 and there's nothing going on there. And I think that
25 this project would really add to the social fabric of

1 the city in a way that the casinos on the edge of the
2 city would not, and so I'd like to see, you know, this
3 project more than any other because of that and
4 because I think it will make a better city, I think it
5 will encourage people to become more involved with the
6 city, to learn more about the city, and to make it a
7 better city. So, I just wanted to speak of my support
8 of Market 8. Thank you very much.

9 PRESIDING OFFICER:

10 Dena Herrin?

11 MS. HERRIN:

12 Good morning. My name is Dena Herrin.
13 I'm the president of Congregation Rodeph Shalom,
14 located at 615 North Broad Street, a few blocks north
15 of the proposed Provence Casino location.

16 In April, you heard from Paul Snitzer,
17 the chair of the North Broad Community Coalition, a
18 Pennsylvania not-for-profit entity that represents
19 thousands of Philadelphia families who live, work, go
20 to school and pray within yards of the proposed
21 Provence Casino. We are a member of that coalition.

22 I believe it is important that you
23 better understand the members of this coalition as
24 unique entities, so I'm here today to tell you a
25 little about our wonderful congregation. Rodeph

1 Shalom was founded in Philadelphia in 1795 and
2 established a permanent home at Broad and Green
3 Streets in the mid 1860s. We have remained committed
4 to our North Broad neighborhood throughout our long
5 history. We stayed when so many other congregations
6 left the city. We never lost faith and never waivered
7 in our commitment. Our patience has finally been
8 rewarded. We are seeing a resurgence in our
9 neighborhood of committed homeowners and independent
10 businesses that many thought were gone for good. And
11 we have been proactive in helping to support this
12 amazing growth. We are a driving congregation with
13 approximately 3,000 members and growing.

14 Three years ago we opened a high-
15 quality, full-day early learning center. We are at
16 capacity and looking to expand. Increasing numbers of
17 our young parents are walking their children to
18 school. Hundreds of people come to Rodeph Shalom
19 every Shabbat. Many are new residents of our North
20 Broad neighborhood. Most of the others fight the
21 already-congested rush hour traffic to get to us in
22 time for our evening prayer service. After every
23 Shabbat service, you can find many of our congregants
24 enjoying dinner at the new restaurants across the
25 street.

1 On Sunday we have a thriving religious
2 school with nearly 350 students. Many of their
3 parents attend adult education and social events at
4 the same time. We have completed 85 percent of an \$18
5 million capital campaign to expand and renovate our
6 historic building. We broke ground on these
7 improvements last December. I give you this
8 information because it's important that you know who
9 we are as an independent entity and why the prospects
10 of a casino just a few blocks from our home is so
11 disconcerting.

12 We believe that a casino can/will act as
13 a deterrent to local homeownership, which is a
14 fundamental requirement for our neighborhood
15 development to continue. Should our community be the
16 test case for the effects of a casino development in
17 the heart of a downtown urban area, housing so many
18 schools, places of worship, residences and small
19 businesses? We think not.

20 We have been a committed member of this
21 community for over 150 years. We have made
22 significant investment in time, money and good will to
23 improve our neighborhood to ensure that it is an
24 attractive destination for residential development.
25 We believe that it is disingenuous to argue that a

1 casino in the neighborhood is an attractive selling
2 point to young families and empty-nesters looking for
3 a home around North Broad. And we know that it is
4 precisely the commitment of homeownership that is
5 driving efforts to improve community schools and
6 attract new neighborhood businesses.

7 Mr. Blatstein has been very receptive to
8 speaking with our congregation and generous with his
9 time. And while he has been available, we have seen
10 nothing in the months that have followed his initial
11 contact with us that alleviates the concerns that I
12 have set forth or indicate progress in addressing The
13 Provence's inadequate traffic, safety and security
14 proposals.

15 We believe that our North Broad
16 community is enjoying a resurgence, stimulated by
17 homeownership, religious, educational and new high-
18 quality neighborhood business institutions. So, when
19 you hear that there is nothing going on in a
20 neighborhood, we beg to differ. See for yourself.
21 Let any of the thousands of proud members of our
22 community show you what is really happening there.
23 Thank you for considering this testimony, and I hope
24 you will agree to visit us at our North Broad home.

25 PRESIDING OFFICER:

1 Walter Pelaez, P-E-L-A-E-Z? I'm sorry
2 if I mispronounced it.

3 MR. PELAEZ:

4 That's okay. Mr. Chairman, good
5 morning, members of the Board. My name is Walter
6 Pelaez. I come here as an individual. I am the CEO
7 for Sobel. We are a textile manufacturer and
8 distributor, with corporate offices in Las Vegas,
9 Nevada, show rooms and distribution centers in Hawaii,
10 Orlando and Atlantic City.

11 When I first learned that Mr. Steve Wynn
12 was applying for a license, I was personally compelled
13 to come here and give my testimony, my positive
14 testimony, because of the impact that he has had and
15 his companies have had over myself, our companies and
16 the City of Las Vegas, because I believe that that's
17 the same impacts that he can have for the City of
18 Philadelphia.

19 Allow me to take you back to 1994, when
20 I moved into the City of Las Vegas. Our company was a
21 very small company. We weren't on the map. We had
22 never done a luxury project of the nature that Steve
23 Wynn had put forth in the City of Las Vegas. And at
24 that time I had requested a meeting with the
25 executives of Wynn to be able to have an opportunity

1 to be able to bid on such a project in the textile
2 category. We were granted that meeting. We were
3 given access. We were included in the RFP process,
4 and we won the RFP process. So, we supplied the
5 majority of the textiles for the hotel opening in
6 April of 2005. And in a subsequent bid, we were
7 awarded the majority of the textiles for the second
8 tower opening in December of 2008.

9 This might seem like a trivial fact to
10 you, but I bring this up because it's actually a very
11 important fact. Why do I say this? I say this
12 because our category, the textiles, is a very
13 important category. After all the billions of dollars
14 are spent bringing up facilities and bringing up the
15 restaurants and the entertainment venues, the
16 performance of this investment is dependent on our
17 products. Why? Because our products touch every
18 guest in an intimate way, after they come out of the
19 shower. They cuddle every guest every night. So,
20 that for the hotel experience, it's basically
21 predicated on the night's stay. That's what a hotel
22 room does, is to provide a night's sleep. So, for Mr.
23 Wynn to personally entrust us with this product
24 category speaks in miles of his business ethics, of
25 what he and his staff are capable of doing.

1 Minority business usually receives,
2 unfortunately, the minor categories, the categories
3 that are popular to put out in the paper and say
4 they're in support of business. But when someone
5 entrusts the most important category, which is the
6 textiles, to a minority-owned business like Sobel, I
7 personally flew out here to tell you this, it speaks
8 miles of his business ethics and, again, of his team.

9 So, this is how Steve Wynn and Wynn
10 Hotels and Resorts has personally impacted me and, of
11 course, our company. But the impact of that goes well
12 beyond myself and our company. It goes to the City of
13 Las Vegas. And I firmly believe that he can do the
14 same thing here in the City of Philadelphia.

15 Today, my wife, Monica, and I raise our
16 beautiful and vibrant daughter, called Sophia. She's
17 a great tennis player and an aspiring author. And
18 yes, she's nine years old. And she wants to be a
19 veterinarian. The reason I say this is because when
20 we think of casinos, we think of tables, gaming, slot
21 machines. But Wynn is much more than that. It's a
22 sophistication of entertainment, of fine restaurants
23 that brings fine chefs, who in turn need fine doctors
24 and so on and so forth, great venues, so --- your
25 light's coming on, so I'll wrap up.

1 So, basically I just kind of want to
2 close this and leave you with a thought of a very wise
3 saying that says we are what we repeatedly do.
4 Therefore, excellence is not an act but a habit. And
5 Steve Wynn has had a habit of creating great projects,
6 creating revenue, transforming cities. And I believe
7 he could do the same thing here for the City of
8 Philadelphia. So, please remember my testimony when
9 making your decision. Thank you.

10 PRESIDING OFFICER:

11 Ronald Fernandez?

12 MR. FERNANDEZ:

13 Good morning, Pennsylvania Gaming
14 Control Board staff, Chairman Ryan and other elected
15 officials. My name is Ron Fernandez. I'm the
16 president and majority owner of Silver Lining
17 Amenities, a certified minority business enterprise.
18 We are a provider of the hotel guest room amenity
19 products to Wynn Resorts.

20 I want to thank you for the opportunity
21 to participate in today's meeting, as I will provide
22 testimony in support of Wynn Resorts' pursuit of the
23 Pennsylvania State Gaming License.

24 I liken my story to a real-life tale of
25 David and Goliath. In the business world, where I

1 believe the true example of life's best practice to
2 play it forward took place. Fourteen (14) years ago I
3 had a dream to seek new business opportunities in the
4 bustling Town of Las Vegas based on the thin premise
5 that I had enough business knowledge and experience in
6 the cosmetic and personal care industries to win the
7 minds and hearts of the major hotels in this fabulous
8 city of entertainment. So, I embarked on my journey
9 with eyes and ears wide open and hoped for the best.

10 After spending almost nine months
11 knocking on doors and cold calling and facing repeated
12 rejection, I finally found someone who would listen
13 long enough to my eager sales pitch on how I can bring
14 a refreshing and innovative guest amenity product line
15 to their valued hotel clients. That company was the
16 Mirage, then owned by Steve Wynn.

17 Some seven months later I found myself
18 remaining as one of the finalists against the
19 incumbent supplier. Imagine that, myself, a complete
20 unknown in this gigantic world of hotel guest
21 amenities, without a single hotel client on my resume,
22 standing now at Mr. Wynn's doorstep.

23 I was later told by the Mirage's
24 management that the final conversation went something
25 like this. Mr. Wynn asked who were his management

1 team's finalists and what could each bring to the
2 party. A nervous executive explained how the
3 long-running incumbent was making their predictable
4 bid and offer, but on the other hand, the executive
5 team found this virtual unknown kid who talked a good
6 game, acted like an entrepreneur and had some cool
7 patching signs and some wonderful smelling formulas.
8 Mr. Wynn then asked two simple questions. How much
9 cost savings is each party bringing to the table and,
10 most importantly, which supplier deserves the
11 contract. His executive team explained the incumbent
12 supplier offered a nominal cost savings whereas the
13 kid would save the hotel several hundreds of thousands
14 of dollars. However, more uniquely importantly to his
15 staff was their strong desire to utilize the
16 philosophy that Mr. Wynn himself embodies, give the
17 little guy a chance. And with that, enriched in the
18 entrepreneurial spirit that burns inside, Mr. Wynn
19 replied, this is the smart choice. With that said, I
20 truly believe it is this play it forward philosophy
21 that Mr. Wynn instills in all his employees that
22 garners in the long run a stronger and more faithful
23 employee and more robust supplier relationships.

24 It was soon thereafter that Mr. Wynn's
25 management team realized I was eligible for MBE

1 consideration. Thus, I was immediately ushered into
2 several meetings to enlighten myself on the benefits
3 and the --- excuse me, benefits and the industry
4 recognition associated with becoming a Certified
5 Minority Business Enterprise.

6 The Wynn management team guided my
7 company through the certification process, introducing
8 me to other MBE and WBE companies, to expand our
9 horizon and grow our business network. This led to
10 attending MBE and WBE tradeshow events, educational
11 seminars and conferences.

12 The most rewarding aspect our company
13 has learned from the Wynn management throughout all
14 these years has been their consistent rules for fair
15 business practices. From this genuine supplier
16 partnerships emerged, and thus client loyalty that is
17 more difficult to find in today's extremely
18 competitive business climate truly exists.

19 On behalf of my company, Silver Lining
20 Amenities and Wynn Resorts, I thank you for this
21 opportunity to speak before you.

22 PRESIDING OFFICER:

23 James Schneller?

24 MR. SCHNELLER:

25 Hello. I'm James Schneller. Thank you

1 to the Board. Good to see you again. I hope you had
2 a nice evening. I'm with Eastern Pennsylvania
3 Citizens Against Gambling. Our name is appropriate.
4 We've been told it's a little strong, but we are
5 sincerely here in the interests of the aggrieved in
6 our region, and we're hopeful that our message isn't
7 lost because of its direction. We want to encourage
8 you to use the law, especially in all ways possible,
9 because as many people have said, it certainly does
10 include avenues for consideration of the interests of
11 the public. And the public at large and the comfort,
12 safety, morality and health of the population, which
13 is still the phrase used in all zoning law and much of
14 the land use law. It's an important factor of our
15 state and the health law, I might add.

16 We are hopeful that your consideration
17 will take into account the matter that SugarHouse is
18 an existing casino and that the juxtaposition of not
19 only SugarHouse but Harrah's and Parx will help you
20 balance the deleterious effects that are going to
21 happen. There's been much talk about the correlation
22 with the sporting venue. There's been correlation
23 with the Center City venue. We had a major comment
24 that Center City is very populated. We are a little
25 Manhattan, many high-rises and, unlike Manhattan, many

1 neighborhoods, one of which has been extolled as the
2 reason for casino building, and other neighborhoods
3 like that, not very --- maybe ten in number that
4 require consideration for the fact that they're family
5 raising individuals. We've made much and continue to
6 make more about the fact that the casino emphasis in
7 our nation has become obvious as detracted from our
8 rights to religion. Our religious interests inherent
9 in our Constitutions.

10 We feel that recent studies should be
11 brought into consideration, and we'd love to help you
12 with that. Many studies show that five percent of
13 habituated or troubled gamblers are seeking help and
14 are getting help. There's a large segment --- we're
15 not sure that there's any way to get ahold of that.
16 We have an unfortunate fact to relate, that the
17 physiological nature of habituation and addiction is
18 very akin to that of the pornography that's trampling
19 our nation's morals. These are physiological features
20 of our makeup that are being taken advantage of. So,
21 we are very concerned as to how this applies to having
22 a casino in the neighborhood on the television that's
23 being advertised.

24 Our first --- and we do ask you to table
25 the matter in five years for what's happening to find

1 its place for these economic conditions. We believe
2 the economic conditions would quickly reveal the fact
3 of the focus or sub-focus of the gambling phenomenon
4 on people in stressed or economically-deprived
5 situations. Likewise, in the sporting arena we have
6 large concerns about the doubly effect, should there
7 be an emphasis in the same region as such an abundant
8 and busy sports complex for such a deleterious type of
9 activity.

10 We object that the Act itself, while
11 giving room for these kind of considerations, may not
12 be strongly enough implemented, that the BIE, the OEC,
13 they have room to take these things under
14 consideration. And the denominations in Philadelphia
15 cry out for your help. It's an easy and flippant
16 thing to say that, well, the money would be going into
17 churches. Why not just send it into Bandits. That's
18 an accepted term, I hope, still. This is an aspect of
19 gambling that you have to take into consideration. If
20 the money --- it could gone to coffers that are much
21 more experienced in charity and growing strong, young
22 adults isn't there, who benefits? What industry
23 stands to make money?

24 We have different demands that we
25 requested yesterday. We certainly hope that you give

1 tabling or with the generous amount of time you seem
2 to have allotted for this process, you will pay
3 attention to the --- any study possible and implement
4 a study regarding local effects of each proposal, the
5 radius of a mile, the radius of half a mile. Have
6 these ever been attempted in a sociological survey?
7 It can be done. Take into consideration the two-mile,
8 the ten-mile and 25-mile. These are wonderful
9 scientific challenges for American technology.
10 Certainly to inflict another casino in Center City or
11 on the sports fans is uncalled for. We don't have any
12 preference. There's arguments against each of them.
13 We also ask that you do --- I've said that. God bless
14 you. We hope you'll table it permanently.
15 Pennsylvania deserves better.

16 PRESIDING OFFICER:

17 Kate Grimm?

18 MS. GRIMM:

19 Good morning. I'd like to thank the
20 Pennsylvania Gaming Control Board for the opportunity
21 to speak today on behalf of PHL Local Gaming and
22 Casino Revolution. My name is Kate Goodwin-Grimm, and
23 my support of PHL Local Gaming is for both personal
24 and professional reasons.

25 I know firsthand what it means to be a

1 part of Procacci Brothers family. My father has
2 worked for Procacci Brothers for more than 20 years.
3 And I, too, had the pleasure of working for them while
4 going to school. During that time, I witnessed Mr.
5 Procacci's care and concern for his employees, their
6 families and the local community.

7 Approximately 15 years ago my father had
8 a heart attack while at work. Not only did Mr.
9 Procacci ensure that my father was safely and quickly
10 transported for medical care, but he was also one of
11 the first to visit my dad in the hospital. And he was
12 pushing a hand truck full of fruit for all of the
13 nurses and the doctors there taking care of my dad.
14 This is just one of the many stories about Mr.
15 Procacci going above and beyond to help his employees,
16 their families, and the members of the local
17 community.

18 As I look around the room today, I see
19 many of the things that I love about this great city.
20 I see hard workers. I see committed community and
21 family members. And I see a passion to make
22 Philadelphia the best it can be. The Procacci Brother
23 family embodies this Philadelphia spirit from the
24 owner, Mr. Joseph Procacci, to each and every member
25 of the Procacci team.

1 I'm here today because I believe that
2 PHL Local Gaming is the right choice for Philadelphia.
3 It has the right location, the right strategy and the
4 right ownership for the unique needs of our unique
5 city. It is the only choice that embodies the
6 Philadelphia spirit.

7 Casino Revolution will sit on the ideal
8 site within Philadelphia, close to and visible from
9 major highways, yet far enough away from residential
10 neighborhoods as to not disrupt the everyday life for
11 those residents. Furthermore, Casino Revolution is
12 the only South Philadelphia bidder that provides
13 desperately-needed additional hotel inventory right
14 from the start. As an event planner, I know just how
15 critical this is for the City of Philadelphia.

16 Casino Revolution's destination-caliber
17 250-room hotel casino is right sized, right priced and
18 right timed for our city. PHL Local Gaming offers a
19 sound business strategy that is line with the needs of
20 the community and the target demographic.

21 Furthermore, Casino Revolution can be completed and
22 open for business before all other bidders, providing
23 much needed revenue and jobs for the state and local
24 community.

25 Simply put, PHL Local Gaming and Casino

1 Revolution is the right choice for Philadelphia. I
2 thank you again for your time and for the opportunity
3 to speak today.

4 PRESIDING OFFICER:

5 Jim Vesey?

6 MR. VESEY:

7 Good morning. My name is Jim Vesey,
8 managing director for Capital Markets and Jones Lang
9 LaSalle in Philadelphia, also an adjunct professor and
10 business fellow at Villanova School of Real Estate.
11 My whole career has been of real estate focus, and I'm
12 very passionate about the industry. I'm here to speak
13 as an individual on behalf of Bart Blatstein. I want
14 to focus on two things. One is location and then two
15 is the developer.

16 Location. Real estate folks always say
17 location, location, location. That is the key thing
18 in any major real estate decision. When I look at the
19 location of the alternative sites, you know, I really
20 don't see any benefit to having another casino down
21 near the stadium. I'm a lifelong Philadelphian, a
22 season ticketholder for the Eagles. I go to all
23 the --- had my heart broken by all the sports teams
24 here, but I've also waited in two-hour traffic after a
25 game. That's what you have to do if you want to go

1 see the Eagles play live. Instead, I see an
2 opportunity here not only to raise money for the state
3 and the city but also to help transform a
4 neighborhood. So, from that vantage, I think there's
5 really two that you might consider. Certainly, Bart's
6 is one. Right on Broad Street, right near the
7 Convention Center. You know, it's large enough. It
8 has all the amenities, and it's going to be a
9 mixed-use entertainment Mecca at the end of the day.

10 To compare it --- I want to point out
11 one difference between the Goldenberg site on 8th ---
12 on Market Street, which again, would help transform
13 that part of the city, but also Bart's location. The
14 Market Street site has better public access. Like the
15 subway or the L runs right there.

16 One of the beauties of Bart's site is he
17 has an interchange off of Vine Street right there.
18 It's a full, circulating in, out, every way you need
19 to go on Vine Street, and he has a parking garage as a
20 part of his project. Somebody that goes to the casino
21 is bringing a lot of money or winning a lot of money.
22 They're not going to take the subway there or back.
23 They're going to drive there. I think that's a key
24 component of what he's planned in terms of why I think
25 his location is outstanding.

1 The second piece is the developer. And
2 again, there's a lot of talented folks here, teed up,
3 and it's a tough decision that you folks have to make.
4 But Bart is a Philadelphian, and he's transformed
5 neighborhoods his entire career. I don't know if the
6 members of the Board have been to The Piazza, but it's
7 mind blowing. The first time I went there I walked in
8 and thought I can't believe I'm in Philadelphia. I
9 mean, really, it's just a completely transforming
10 development that really has changed Northern Liberties
11 in a good way for everyone. I think he has the
12 history to do that. You know, all he does is urban
13 redevelopment. That's all he's done his whole career.
14 And he has a history of making things successful.
15 He's focused. And I've seen some of the plans. I
16 think it's really exciting because, again, his hotel,
17 transforming the old Inquirer building, but also
18 entertainment, theater, shops, additional residential.
19 It's a whole live, work, and play environment. I just
20 think it's going to be a huge addition to the city and
21 something that's long term successful for both the
22 state and the city. Thanks for your time and good
23 luck with your patience in listening to all these
24 speakers. Thank you.

25 PRESIDING OFFICER:

1 Laura Fox?

2 MS. FOX:

3 Good morning. Hello. I want to
4 address --- my name is Laura Fox, and I want to
5 address on a theme that I've heard a couple of
6 speakers say, particularly the last one, a little bit
7 of both personal and professional level.

8 I am a lifelong Philadelphian and
9 out --- suburb resident, having lived in the city now
10 for 25 years. I am a real estate lawyer in the city
11 and also a friend of Ken Goldenberg. And I'm speaking
12 on behalf of Market 8.

13 As the last speaker said, too, there are
14 two things that are important. As someone who has
15 worked in real estate in the city now for 25 years, I
16 feel that the location in the city and of Market East
17 is so vital to revitalizing. We've heard it I think
18 over and over again. I couldn't agree more that the
19 last thing we need is everything else down in this
20 area. I wasn't such a big sports fan, but I have two
21 boys who are now grown, and I became a sports fan just
22 so I could talk to them occasionally at dinner and
23 have been down there many times and echo that, as
24 wonderful as it all is, getting in and out of here and
25 thinking that there could be more down there is more

1 than I can bear, as someone who lives in the city and
2 loves the city and appreciates it and wants it to keep
3 thriving. So, I think that the Center City location
4 is so vital to this project.

5 But in terms of Ken Goldenberg, I have
6 known him for about 20 years. We've raised our
7 families together. And part of that is the fact that
8 they have been raised together because he is the kind
9 of person that, once you get to know him and meet him,
10 he includes you. And that includes a huge range of
11 people. You know, probably --- he lives in Chestnut
12 Hill. I live in Germantown. Our children have played
13 sports and been together all of these years. And
14 the --- it is really remarkable, if not whatever ---
15 of everything else he has done in terms of real estate
16 development. You've heard some of his People Helping
17 People, which is a vital part of who he is and what he
18 does, but he's also devoted countless hours to
19 children on the field, off the field, mentoring. My
20 two sons have grown up without a father, and he has
21 been a vital part of that process. There are many,
22 many other children that, when he meets them, he gets
23 to know them in a very meaningful way and continues to
24 sort of stay with them in their lives. He's very
25 generous.

1 Again, you've seen some of his --- or
2 heard, hopefully, and seen through the presentations
3 his work with People Helping People for a broad range
4 and, you know, sort of a formalized non-profit that
5 includes a lot of work in Philadelphia and then, of
6 course, a lot of work in Kenya and the Ivory Coast.
7 But he also does in the way that --- just sort of kind
8 and generous people do, he sees when someone needs
9 something, whether it's a new uniform or help getting
10 a tutor to get through school, maybe a family that
11 needs a car that --- so they can get their kids to
12 where they need to go or even themselves to work, but
13 he --- so he's --- I think that that power of
14 observation and the kind of person he is makes him
15 also an amazing real estate developer. And because
16 I'm a real estate lawyer, worked with many developers
17 over the years, and he is very unusual in his whole
18 outlook of how he does it. And I think that's
19 particularly important in a casino that --- you know,
20 we've also heard some negative things about casinos as
21 well as positive, and I'm in favor of it. But I think
22 the way that that's developed is so important, that
23 someone who can have that global look and make it the
24 way he's proposing, which is a little different than
25 vertical.

1 So, we've got the retail and the other
2 stuff at the bottom, have the casino there for people
3 who want to do it. I think it's so important to how
4 the city will continue. And I certainly hope my
5 children, who are now in college, will, you know, come
6 back and --- I mean, one is still here and will stay
7 and the other one will come back and develop. But I
8 think that all of those things, the location, the
9 project design, and how he understands --- in my
10 specific case, I think how families work and
11 communities work and how to support that can only be
12 an asset in developing a project like this. So,
13 anyway, I'd like to thank you, and I appreciate your
14 time.

15 PRESIDING OFFICER:

16 R. Mitchell Deighan?

17 MR. DEIGHAN:

18 Hi, folks. My name is Richard Mitchell
19 Deighan, and I've been a resident of Northern
20 Liberties since the late 1970s. My former partner,
21 Mike Anderson, and I were among the neighborhood's
22 original urban pioneers. I was the elected president
23 of Northern Liberties Neighbors Association and also
24 chair of our Zoning Committee when the idea of
25 riverboat gambling brought focus to our spectacular

1 eastern boundary.

2 In those early years I encountered not a
3 single casino naysayer, which provided me the time to
4 evaluate the idea without being swayed one way or the
5 other. My feeling is that gambling is somewhat
6 analogous to the process Northern Liberties has
7 greatly benefited from in its rags to riches rise to
8 become one of the city's region's and nation's big
9 success stories. And so, I've been following the
10 evolution of this far-reaching endeavor with great
11 interest, despite the inherent tensions of being one
12 of the Philly activists who publicly endorsed local
13 casinos.

14 I greatly admire all six of the casino
15 proposals in the sense that they spotlight the
16 untapped potential of Philadelphia. After considering
17 each proposal's core elements, I'm here to express my
18 strong and absolute belief that The Provence is head
19 and shoulders above its rivals.

20 Almost a decade-and-a-half ago, when
21 Bart Blatstein made the successful bid at sheriff's
22 sale for the Old Schmidt's Brewery, a monumental
23 process was set into motion. And as time moved
24 forward in the years preceding the sale of Schmidt's,
25 the array of urban visionaries amidst the ranks of the

1 Northern Liberties Neighbors Association had steadily
2 grown in numbers. So, by the time Bart entered the
3 equation, we had, in effect, prepared ourselves to
4 work with a partner with vision and the capacity to
5 make that vision a reality, producing an urban
6 phenomenon that's bucked every negative national trend
7 during the dark years of the recent recession,
8 spurring a construction frenzy that continues at
9 somewhat breakneck and breathtaking speed and
10 spreading well beyond the borders of Northern
11 Liberties. This is, of course, not taking into
12 account Bart's keystone developments in other sectors
13 of the city.

14 Bart's brilliant concept of
15 incorporating the former Inquirer/Daily News and State
16 Office Buildings is, quite simply, an extension of his
17 unprecedented efforts, right up the street from the
18 Pennsylvania Convention Center, right on major
19 transportation arteries, powerfully repurposing
20 formerly vital structures and potentially appealing to
21 a new casino demographic. So, I feel not only a
22 certain honor to be able to testify on behalf of The
23 Provence today but also a certain responsibility.
24 There are many who have deep feelings for the City of
25 Philadelphia, its history, sense of place and hard-

1 earned reputation as a City of Ideas. As one of them,
2 I am so grateful to have the opportunity to urge you
3 to select The Provence to become Philadelphia's newest
4 casino. Thank you.

5 PRESIDING OFFICER:

6 Lance Silver?

7 MR. SILVER:

8 Good morning. I can get you one of
9 these ties. My name is Lance Silver. I've been a
10 developer in Philadelphia and a native of Philadelphia
11 for too long, over 40 years. I've seen developers
12 come and go. I was --- I hate talking about myself,
13 but I built on the waterfront the first big
14 development here, Pier Three and Five. I built in Old
15 City, most of the beginning apartments there. We
16 built the first condominiums in Roxborough back in the
17 '70s. And in 1980 I did something very interesting in
18 Chinatown. So, I'm very well versed and very
19 knowledgeable about good developers. Bart's one of
20 the best besides me. And one of the things I want to
21 say is that when you look at location, location,
22 location, which is really a misnomer, it's location,
23 accessibility and visibility, Bart's location is I
24 think the best of all six for many reasons. And we're
25 not going to get into all of those specifics. But if

1 you look at the general layout of the neighborhoods,
2 with the hospitals and with the other institutional
3 types of uses there, it lends itself terrifically with
4 its access from the highways, et cetera, for this kind
5 of a use.

6 One of the things that I find difficult
7 about government, and I've worked with the Department
8 of Environmental Protection, I've worked with the Army
9 Corps of Engineers, et cetera, is that a lot of times
10 they don't have vision. And where there is no vision
11 people shall perish. That's 29:18 from Proverbs, from
12 the Old Testament. And I'll put that on the table
13 right now.

14 So, with that in mind and with the
15 responsibility that you have of granting a license to
16 a worthy development and developer, and Bart is one of
17 the best I know, not only personally but from a gut
18 basis, as a good person, the historic rehabilitation
19 of the Inquirer Building, which is an icon, holding
20 the entire Philadelphia vision, when you drive into
21 the city, et cetera, that's what you see. And one of
22 the things that government has done is provided us
23 with historic rehabs. This is a terrific opportunity
24 to do that. So, with the rehab, with the developer
25 --- and one other thing that you've done as a

1 government is you've spent hundreds of millions of
2 dollars on the Convention Center, which you just
3 expanded. Let's get everything we can in the way of
4 development of bulk in an area where it's going to
5 really help the City of Philadelphia. And we need all
6 the help we can get. So, Bart Blatstein and The
7 Provence is what you want to do. And that's it.

8 PRESIDING OFFICER:

9 Steven Gartner?

10 MR. GARTNER:

11 Good morning. They say you should never
12 do an act with children or pets, and going before
13 lunch is probably right up there with something you
14 shouldn't do. But I'm here to speak wearing several
15 hats. And I'll try not to use the word pioneer and
16 visionary in talking about my very good friend, Bart
17 Blatstein. And that's the first hat I wear.

18 Many of the supporters here to talk
19 about the project are close friends or business allies
20 of the applicants. And I'm no different. However, as
21 a close friend, the assumption is that you're in the
22 tank for that person. And many or most of the
23 speakers that came here are. However, being a close
24 friend gives you unparalleled, unfettered access to
25 certain items that are absolute facts about somebody.

1 And the absolute fact about Bart Blatstein, as long as
2 I've known him, which is now for almost two decades,
3 is that for his entire professional career he has had
4 the interests, the desires, the wants and the needs of
5 Philadelphians and those of the Greater Philadelphia
6 region well above the typical motivation of that of a
7 developer. I've been with him countless times, and he
8 has the uncanny ability to first think about what will
9 work, what will be popular, what will be cool and what
10 will be needed for whatever constituents he's been
11 working with. Case in point, early in his career,
12 renovating townhomes in Queen Village at the forefront
13 of that movement; in south Philadelphia, bringing
14 first-class retail to the waterfront for the needs of
15 the community. Most developers would look at that and
16 say, well, obviously there's a profit motive, but he's
17 always thinking about what will play, what will work.
18 He did it in Northern Liberties. There's been a lot
19 spoken about it. I was with him when he originally
20 discovered Northern Liberties. He had the option to
21 build a strip center and said, no, this is what will
22 work, this is what is cool. The same with Temple
23 University, first-class student housing. This is what
24 will work. He is literally the Steve Jobs here in
25 Philadelphia when it comes to understanding what will

1 work. And as a Board, that is critical because you're
2 looking at a business that must not just survive but
3 thrive.

4 The second hat I wear is that in the
5 commercial real estate field. For 26 years I have
6 worked with major national retailers, restaurants, and
7 other commercial users on exactly what you're here to
8 talk about today, which is site selection. I am an
9 expert at consulting commercial users at selecting
10 sites. This is what I do. I do it on behalf of users
11 of real estate, and I do it to attract users of real
12 estate. And there's certain fundamentals. I've
13 lectured on this, the art and science of site
14 selection. Question one, is my patron there?
15 Question two, are there enough of them? Three, four,
16 five, access, visibility, parking. And finally, what
17 is the competitive landscape now and in the future.
18 If I were not looking at any existing applicants,
19 Broad and Callowhill, North Broad Street, at the Vine
20 Street Interchange, is the spot I would put a dot on
21 the map and say that is the location that attracts not
22 just Center City but the valuable customers and
23 patrons that a casino needs from the northern suburbs,
24 from the western suburbs, from Center City. It's a
25 highway interchange and it sits on a major avenue for

1 Philadelphia. It's exactly where you would put that
2 dot on the map. So, I did this all without using the
3 words pioneer, without visionary. I thank you for
4 your time.

5 PRESIDING OFFICER:

6 Thomas Furia?

7 MR. FURIA:

8 Good morning. My name is Tom Furia, Jr.
9 I am the president and COO of Penn Jersey Paper
10 Company. We are a Philadelphia-based company that is
11 celebrating our 50th year inside the city. My father,
12 Tom Furia, Sr., our CEO, has been doing business with
13 Joe Procacci for the 50 years that we've been in
14 business.

15 The Procacci family has a partnership
16 with us. And without that demand, our company and
17 Philadelphia area --- I believe that Joe Procacci and
18 PHL Local Gaming will be the best option for
19 Philadelphia for the next casino.

20 Joe Procacci and his family has been in
21 business for over 60 years and are part of the fabric
22 of Philadelphia. They believe in core values and
23 dedication and loyalty to their employees and their
24 families, to the customers and to the vendors they do
25 business with and giving back to the community. I

1 think that Joe Procacci and his organization is the
2 best one for the next casino. Thank you.

3 PRESIDING OFFICER:

4 John Noonan? Mr. Noonan?

5 MR. NOONAN:

6 Good morning. I apologize for not being
7 here the first time. I was preoccupied. I'm told
8 that I can tell you a little bit about who I am. I've
9 been in the City of Philadelphia for about 30 years.
10 And I started my first real estate project in Boston,
11 right out of college. It was a mixed-use project of
12 865 luxury apartment units. I've been sort of in the
13 field of big development projects my entire career,
14 about 40 years or so. I came to Philadelphia as a
15 result of meeting Bill Rouse. I went to work for him
16 three years later and did a long, wonderful period of
17 time with Bill. I saw the things that he had as a
18 vision for the city. And I think most Philadelphians
19 saw how many of those projects under his guidance,
20 along with Ed Rendell, pulled together a lot of good
21 things in Center City.

22 My activity in the city involved three
23 major hotel projects. And of course, one was
24 Sheraton, Society Hill, which we opened in 1986. The
25 second one in the city was the Ritz-Carlton at Liberty

1 Place, which opened in 1990, 300 rooms, which is
2 currently the Westin Hotel. Then I went off on my own
3 and I did the Hyatt at Penn's Landing. And I brought
4 Dan Keating in as a partner, and we still continuously
5 own that hotel. I love the city. It's been really
6 good to me.

7 I've looked at the various options that
8 this Commission is looking at in terms of awarding a
9 gaming license. And in full disclosure, about a year
10 ago I started a relationship with Kenny Goldenberg to
11 look at a project that I had been involved in for
12 three years, which is the adaptive reuse of the Family
13 Court on the Parkway. I wanted to do a luxury hotel
14 there. There's an --- we've been short listed, we're
15 one of five, and we're in the game, and we plan to win
16 that. And during that year of getting to know Kenny,
17 I had a sense of the kind of person he is. And he is
18 not only a person that wants to do good real estate
19 development projects that succeed financially, he's
20 also a community-based heart that likes to give back
21 to the community. So, when he decided to jump in, in
22 this casino competition, I sat in the backseat and
23 watched carefully the other players emerge. And it's
24 probably difficult for anybody to believe that the
25 decision that I made to come here today to testify on

1 his behalf is based not on my relationship with him,
2 hopefully we succeed and do the Family Court together,
3 but I stepped back and I was very objective about
4 which casino site is going to do something that's a
5 sure bet for the City of Philadelphia. And there's
6 only one, in my opinion, and that's his site at 8th
7 and Market.

8 Eighth and Market has suffered for a
9 long time. I grew up in Boston. And when I go back
10 to Boston and I see how that city hums and how the
11 retail and the housing prices and the hotel prices and
12 how successful and clean and active that city is and
13 the people on the street, I come back to Philadelphia
14 and we've become in the last 30 years --- in the 30
15 years I've been here, the transformation in Center
16 City has been enormous, except for that piece from
17 City Hall to Independence Hall. That's been a
18 problem. We need something to activate it. We need a
19 subsidy. We need something to generate it.

20 I am close to several of the council
21 people that I've worked with over the years. The last
22 project I did was --- I was brought in to do the St.
23 James on Washington Square, which is a 45-story luxury
24 apartment building. And it's owned by the government
25 of Abu Dhabi because they love the City of

1 Philadelphia and they'll own it until --- I guess they
2 won't run out of oil money, but they love that trophy
3 project. And I stood on the top of the St. James,
4 which looks right down on 8th and Market. And I stood
5 up there with a councilman, whose name I won't reveal,
6 and we looked around the city. And he's passionate
7 and in love with the city as well. And I had just
8 come back from Boston and I said to him, we need a big
9 dig, we need a big dig in the City of Philadelphia.
10 And he said, what would your big dig be? I said, I
11 would bury 95. I have a lot of history on 95. Rouse
12 & Associates was the master developer down there for a
13 number of years. I ended up coming back five or six
14 years later and did a height on the waterfront. This
15 particular councilman said, I would bury the Broad
16 Street subway through the Navy Yard under the river
17 into South Jersey. And we turned around and I looked
18 down and I said, what are we going to do with East
19 Market Street? And this was ten years ago. So, my
20 vote is let's do something with this chip that you
21 have. You have a chip. You have a subsidy, a casino.
22 It's something that will activate Market Street, and
23 it will be something that you will see actually
24 happening. And you will bring those pieces together
25 in the city successfully. So, thank you very much for

1 your time.

2 PRESIDING OFFICER:

3 Thank you. We are going to take a break
4 for lunch. It's about 12:05. We'll get started again
5 about one o'clock.

6 LUNCH BREAK TAKEN

7 PRESIDING OFFICER:

8 The first speaker this afternoon is
9 Barry Whitney.

10 MR. WHITNEY:

11 Good afternoon, Board, Chairman,
12 Director Lloyd and members of the Board. My name is
13 Barry Whitney. I am a small business owner in the
14 Philadelphia, Pennsylvania area. I'm here to express
15 my support for the 8th and Market project of which Ken
16 Goldenberg and the Goldenberg Group are a critical
17 development team that are seeking to develop this
18 project.

19 I'm going to speak on three different
20 areas pretty quickly. One is the relationship I have
21 with the Goldenberg Group. The other is the
22 transformative nature of the projects that the
23 Goldenberg Group works on and the personal
24 relationship that I have with Ken Goldenberg and the
25 Goldenberg Group.

1 I started working with the Goldenberg
2 Group about six years ago. I was a former banker with
3 a few financial institutions in Philadelphia, and I
4 started my own financial consulting firm. A few years
5 ago, the Goldenberg Group was seeking to acquire
6 property at 11th Street and Cecil B. Moore in
7 Philadelphia, which is a former school that has been
8 since closed. And they were having some level of
9 difficulty trying to find financing for this project.
10 Within --- I think they had about three months to
11 actually finance this project, which was, I believe, a
12 \$10 million acquisition price. And out of the clear
13 blue, I received a call from some members of the
14 Goldenberg Group. At the time, my firm was very
15 small. We had never worked on a \$10 million financing
16 before, and this was a great opportunity for me to
17 really launch my business into another level. Within
18 that three-month time frame, I was able to secure the
19 financing for the Goldenberg Group. They won the RFP
20 for the project, and the project is now being
21 developed and being converted into a \$300-plus million
22 student housing and retail project development, along
23 with --- they're working along with Whitehall Baptist
24 Church, which also provides some very much needed
25 community facilities and some retail for that area.

1 I'm also working with them on some other
2 projects in Camden, New Jersey. They're working on a
3 project going down the Wilson Boulevard in Camden,
4 which is another supermarket and community development
5 and retail project.

6 As a minority business owner, \$10
7 million financing was pretty big for me. There were
8 not a lot of developers or a lot of other entities
9 that would have given me the opportunity to secure
10 that financing for them. But I was able to do so with
11 the help of some other people in the area.

12 The projects that the Goldenberg Group
13 works on have been very transformative in their
14 nature. By that what I mean is they've taken blighted
15 areas and they've transformed them into very, very
16 productive areas, businesses and supermarkets,
17 especially working with some of the more vacant
18 properties in Philadelphia, where there are food
19 deserts. I'm sure you've heard of that as one of the
20 buzzwords that's flying around these days, bringing
21 much needed economic development and much needed jobs,
22 much needed opportunities for members of the
23 communities in which they serve. I've seen how Ken
24 has been involved in that individually, as well as a
25 business owner. And he's done a very, very good job

1 of it.

2 I started off just working with the
3 Goldenberg Group as a contractor, as a consultant.
4 But, over the course of time, I developed a personal
5 relationship with Ken. It seems like he would always
6 show up at the Chestnut Hill Coffee Shop when I would
7 finish my runs in the morning. And through those
8 personal meetings, I was able to find out a lot more
9 about him as an individual, more so than just what I
10 would find out about him as a business owner. He's
11 very committed to the communities in which he provides
12 these developments around the city and even in the
13 suburbs. He's a very committed family man. He's
14 committed and he's dedicated his life and his free
15 time to projects, non-profit projects, not only in the
16 Philadelphia area but as well as in Africa and some
17 other countries. It's not that rare to find Ken in
18 Kenya for three to four weeks working on developing a
19 project to provide water to areas. In closing, let me
20 say that Ken is also my good friend, also a good
21 business owner. I'm in support of the 8th and Market
22 project. Consider these facts when you make your
23 decision. Thank you.

24 PRESIDING OFFICER:

25 Thank you. Phil Clark?

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MR. CLARK:

Mr. Chairman, Board, good afternoon. Thank you for hearing me. My name is Phil Clark. I own a gym called the Training Station at Second and Germantown at The Piazza. But a few years ago, no more than five years ago, I was just a guy with a diploma from St. James, a degree from Yale, and many, many years of experience competing, coaching and training at the absolute highest levels of my sport. One day, when I was preparing for the 2008 games, a man walks into the gym I'm training in. He sees me doing my thing. He walks up to me and simply says, hi, I'm Bart Blatstein. What do you do? I said, I run very fast. What do you do? He said, I got flat feet. I can't run. And he proceeded to come in on occasion afterwards, always taking a few minutes to talk to me, to get to know me, to understand my ideas and thoughts about training and exercise, and he gradually formed an opinion of me as an entrepreneur, although I seen myself primarily as an athlete. One day he said, I'm building a piazza. I would like a gym in it. I think you can run it. What do you think? I said, I think I can do it. And with his help, that gym came to be. Without his help, there would be no gym. The local press, the national press,

1 now call that gym one of the best in the area, with
2 the best services and the best equipment. I, in turn,
3 have touched the lives of hundreds of people from as
4 far away as North Carolina. And I think that's the
5 most important thing. Bart Blatstein is one person
6 who helped establish one person, who, in turn, has
7 helped hundreds of people.

8 This project will no doubt need many
9 operators to run many kinds of businesses. In that
10 group is a potential for great folks to provide all
11 kinds of great services and goods to people. But it's
12 just that, it's potential. They need somebody who
13 believes in them, believes in their vision, and is
14 willing to help to get them started. There's no doubt
15 in my mind that Bart is that person that will help
16 folks get started and perhaps do something that
17 benefits the city in ways that are way outside of what
18 any of us can imagine. In fact, I believe he's
19 already doing it. Based on my experiences, there's no
20 doubt he's cultivating those young men and those young
21 women right now. Thank you for your time. Best of
22 luck with your decision.

23 PRESIDING OFFICER:

24 Father Ed Brady?

25 FATHER BRADY:

1 Good day. As you mentioned, my name is
2 Father Edward Brady. I'm the pastor of St. Anne's
3 Parish, located in the Port Richmond and Fishtown
4 sections of Philadelphia, just a short distance from
5 the proposed 60-acre site of Wynn Philadelphia. We
6 have over 1,600 families in our parish. Worshiping
7 and contributing members include residents of Port
8 Richmond, Fishtown, Kensington and the surrounding
9 communities.

10 While I cannot speak on behalf of all of
11 my parishioners, I am here today to express my support
12 for the project and to share with you the feedback
13 that I have been hearing from many of my parishioners.
14 Let me begin by saying that we appreciate the outreach
15 by representatives from Wynn who, since December, have
16 repeatedly met with residents of the community and
17 continued to maintain an open dialogue with them. I
18 attended the meeting of the Fishtown Neighbors
19 Association on April 8th, where an overwhelming
20 majority of those in attendance from the community
21 voted in support of the project. I stand here today
22 to share with you the reasons that I support the
23 project and the reasons many parishioners have shared
24 with me about why they support a Wynn Resorts in
25 Philadelphia.

1 Neighbors I talked to are very
2 enthusiastic about what the Wynn project can mean for
3 Philadelphia. It's a \$925 million casino/resort, and
4 it's also a great new public space that will finally
5 develop our section of the Delaware waterfront. They
6 tell me what they think it means for our area and for
7 Philadelphia, and they are enthusiastic about it.

8 First, to them it means jobs, jobs and
9 jobs. Many of the residents in my parish work in the
10 trade and the construction industries, and they will
11 be directly and positively impacted by the 3,600
12 construction jobs that would be created if Wynn gets
13 this license. Parents are excited about the prospect
14 that their children, who are entering college, will
15 have an opportunity to begin a career in the
16 neighborhood where they spent their childhood, thanks
17 to 2,200 permanent jobs at Wynn Resorts in
18 Philadelphia.

19 They are talking about how great it is
20 that Wynn is a company that looks for the chance to
21 invest in their employees by offering tuition
22 reimbursement and other opportunities to help them
23 move ahead. Ladies and gentlemen, no one has to tell
24 the parishioners of St. Anne's that there is a
25 recession going on. Our families have been impacted

1 by the economy and have been un or underemployed for
2 months, many longer. For us, those 2,200 permanent
3 jobs are the jobs that we need to get our community,
4 the city and the state moving again, to get our
5 economy growing and to help address the unemployment
6 rate in the City of Philadelphia.

7 Then there is the proposed Waterfront
8 Park. It's a great opportunity. At 22 acres, it
9 would be more than twice the size of Penn Treaty Park,
10 the jewel of this community, and seven times the size
11 of Penn's Landing. Representatives from Wynn have
12 shared with members of the community that there will
13 be opportunities at the resort where they can take
14 their children for a bike ride along the riverfront
15 trail or stop to get ice cream at the ice cream shop
16 on a summer day or simply enjoy the park-like setting
17 without ever having to access the gaming amenities.
18 What a great opportunity for our neighborhood. It
19 will beautify an area that has long been ignored.
20 There is also a sense of optimism for what this could
21 mean for future development along the Delaware
22 waterfront should the Wynn Philadelphia Resort be
23 developed. In my parish, people understand that we
24 should support Wynn because it will bring the greatest
25 number of jobs --- great jobs that will support our

1 families and help our community grow. That's why it's
2 important to choose an applicant that has built and
3 operated successfully resorts before, someone who gets
4 it, someone who knows how to deliver on his promise
5 and can attract visitors and investors to
6 Philadelphia. In our community and all over the
7 waterfront, the choice is clear. We need a Wynn for
8 Philadelphia. I thank you for the opportunity to
9 share my testimony today, and have a good afternoon.

10 PRESIDING OFFICER:

11 Jill Fink?

12 MS. FINK:

13 I work for a non-profit. I'm not used
14 to walking in heels, so it took me a little longer to
15 get up here. Good afternoon and thank you for the
16 time to talk with you today in support of the
17 Goldenberg Group. My name is Jill Fink. I am the
18 Executive Director of the Weavers Way Community
19 Programs. We are a small community-based non-profit
20 based in Northwest Philadelphia. Our mission is to
21 build the Northwest Philadelphia community by
22 fostering cooperative activities that support local
23 food production, economic literacy, a stable
24 environment and healthy lifestyles. We were born in
25 2007, so we're relatively a young organization, by

1 Weavers Way Cooperative.

2 Farm education programs are one of the
3 primary focuses of what we do. And last year the
4 Goldenberg Group helped us with our program at Stenton
5 Family Manor, which is one of the city's --- the
6 second largest homeless facility for homeless families
7 here in Philadelphia.

8 Stenton houses up to 200 residents at
9 any time. Seventy-five (75) to 80 percent of them are
10 children and youth. On June 27th of last year, the
11 Goldenberg Group and People Helping People organized a
12 Community Work Day at Stenton on behalf of Weavers Way
13 Community Programs. Over the course of one day we
14 were able to expand the size of the Hope Garden from
15 one-quarter acre to three-quarter acres, effectively
16 enabling us to expand educational programming, field
17 production and the quality of the services we deliver.

18 This project would not have been
19 possible without the Goldenberg Group, People Helping
20 People, and the variety of contractors that they
21 recruited who donated materials and volunteered their
22 time and services.

23 Over the course of a single day, the
24 work participants tilled the existing garden, as well
25 as cleared and re-tilled a new quarter-acre section.

1 The garden was then fenced. A large two door gate was
2 installed to allow a tractor and other equipment to
3 access the site. And a smaller gate for foot traffic
4 was installed. Roses and climbing plants were planted
5 around the perimeter of the fence. Volunteers cleared
6 weeds. They landscaped, fabricated, mulched and
7 repaired an outdoor teaching kitchen. Picnic tables
8 were donated and installed by the Goldenberg Group.
9 The roof of our kitchen, outdoor kitchen area, was
10 repaired. And despite the hard labor and high level
11 of productivity, I can't overemphasize the festive
12 atmosphere that existed throughout the day. Stenton
13 staff members held a cookout, encouraging many
14 residents both adults and children to come out to
15 enjoy the garden and take part in the cleanup, which
16 included food prepared using vegetables donated from
17 our garden.

18 There were a lot of work that was done
19 and --- but mostly why I'm here today to tell you
20 about all of this is because, without the Goldenberg
21 Group --- Weavers Way Community Programs is just one
22 of many organizations that have benefited from the
23 work that Goldenberg Group does. But because of this
24 particular work, we were able to donate nearly a
25 thousand pounds of fresh produce to the Stenton

1 kitchen for use in meals prepared for residents. With
2 food that they couldn't use, we were able to sell it
3 at a farmers' market, raising over \$1,700 for our
4 organization and for this program. With the expansion
5 of the garden, we'll be able to donate at least 40
6 percent more food to that community kitchen this year.
7 And if you can imagine what it's like for these
8 homeless individuals to find small moments of
9 happiness in their lives when they're dealing with
10 things that are beyond the reach of what either of us
11 in this room can imagine, it was a true community day
12 where everybody really came together for that.

13 Why I'm here today on behalf of the
14 Goldenberg Group is because I believe that their
15 commitment to the communities they serve and the
16 non-profits that may exist are part of the culture of
17 their organization. They're part of the fabric of who
18 they are. It's what they believe in. It's not PR and
19 marketing. And in fact, I think they really, in their
20 heart of hearts, doing this public interest work is
21 what they really want to be doing. And the
22 development work and the money that they make allows
23 them to do it.

24 I want to be a part of an organization
25 and associate myself with an organization that does

1 that kind of work and can continue to give back to the
2 community that it serves. Thank you.

3 PRESIDING OFFICER:

4 Richard Feighery?

5 MR. FEIGHERY:

6 Good afternoon. My name is Richard
7 Feighery, and I appreciate the opportunity to talk to
8 each of you today. I'd also like to thank the City of
9 Philadelphia's Planning Commission for conducting
10 unbiased open houses to share basic information about
11 each of the six proposed sites.

12 I had the opportunity to attend an open
13 house here at Lincoln Financial Field. With some
14 basis of information going into the session, I was
15 made aware of each of the proposed venues'
16 characteristics. In late March I was able to grasp
17 the excitement of each applicant's proposal. Each
18 location offers something unique that our city could
19 benefit from.

20 As I interacted with members in the
21 room, several concerns were apparent, as I learned of
22 each site. After studying the proposals, I realized
23 that urban planning, economics and ownership are the
24 key elements. But ultimately, the choice must be the
25 proposal which offers the best overall economic and

1 societal impact for our city, state and surrounding
2 area.

3 I heard, oh, my God, this is a traffic
4 nightmare. How do I get there? How do I get out of
5 there? Where can I park? Can they expand this
6 location? How will the project affect our
7 neighborhood? As an educated consumer who deeply
8 cares about Philadelphia, I share my preliminary
9 observations with the individuals gathering
10 information. Some of the concerns I heard were
11 warranted, in my opinion. Also, since listening to
12 those concerns, I've been influenced by the opinions
13 of my family. We're a family with a rich tradition of
14 local involvement.

15 As I said, each of the six applicants
16 offers something unique and exciting for our city.
17 However, most also carry some, for lack of a better
18 term, not so good attributes. In Center City, The
19 Provence and Market 8 are undisputed traffic and
20 parking nightmares. In addition, they have a negative
21 impact on local neighborhoods. The Hollywood Casino
22 project and The Live! Hotel Casino project in South
23 Philadelphia also raise neighborhood concerns along
24 with traffic and expansion issues. The Wynn
25 Philadelphia project, at \$900 million, does not carry

1 expansion issues, but some of it seems unrealistic to
2 our market. The concept of a resort-type destination
3 seems unnecessary, as we already have a resort town
4 called Atlantic City. Wynn's Philadelphia project
5 also has similarities to local casinos such as Parx,
6 SugarHouse and the Sands. Each has nothing to offer
7 other than the amenities provided at their respective
8 destination.

9 In my opinion, there's only one viable
10 applicant, PHL Gaming's Casino Revolution is the
11 obvious choice. The proposal is physically viable to
12 the market, they have the ability to open quickly.
13 The facility has room for expansion on adjacent
14 property. The adjacent property is already owned,
15 unencumbered by Joe Procacci, the developer. The
16 location has ease of access to both 76 and 95, with
17 little impact on traffic or congestion. The location
18 is the furthest away from any neighborhood. The
19 location, at the base of the Stadium District, offers
20 an expansive venue for economic growth and
21 development.

22 If making your decision is based on
23 urban development, I do not see a better location than
24 the property owned by Joe Procacci. The tract of land
25 in the Stadium District is unmatched by the other

1 applicants. As a consumer, what I find necessary is
2 convenience. The Casino Revolution site offers this
3 by location.

4 The tracks for casino gaming in
5 Pennsylvania were laid long ago. The Philadelphia
6 marketplace shows incredible demand for casino gaming.
7 As the number two location in the country for revenue,
8 our state and local region have the opportunity for
9 continued growth. PHL Gaming is the engine for our
10 city and state to grow. The local ownership and
11 oversight team led by Joe Procacci are the gasoline
12 for this engine. Joe Procacci, along with Dr. Lomax,
13 bring local ownership and a longstanding vested
14 interest in Philadelphia. The partners have a proven
15 level of success in the Philadelphia marketplace. And
16 in addition, the operator, Merit Gaming, has extensive
17 success with inner-city gaming. What else could be
18 said? PHL, Casino Revolution, is the best choice.
19 While making a decision as to which proposal provides
20 the best overall economic and societal impact, you
21 have to answer a few critical questions. I am sure
22 these will be on your mind today, as they will be on
23 the day you make your final decision. As an educated
24 consumer, the choice is very simple. Successful local
25 ownership led by Joe Procacci is the best choice. Joe

1 Procacci is already a good neighbor in the community.
2 He has been for 65 years. His location, visibility
3 and access is far superior to the other applicants.
4 The scale and proposal is realistic for the market.
5 Thank you so much for your time.

6 PRESIDING OFFICER:

7 Thank you. And I apologize, I know I'm
8 going to mangle this name. Uche Ojeh? I'm sure I'm
9 not the first one.

10 MR. OJEH:

11 Yeah. It's Uche (corrects
12 pronunciation), Uche Ojeh. Good afternoon. I am a
13 small business owner in Philadelphia. I'm here to
14 speak on behalf of Bart Blatstein. There's been quite
15 a few people up here today that have had some
16 relationship with the people that spoke on behalf of
17 Bart. I met Bart for the first time today, walking in
18 here, but I'm here speaking on behalf because --- of
19 his project because I can speak to the evidence of his
20 previous work.

21 I moved here about six years ago from
22 Washington, D.C., and decided to look for my first
23 home purchase, looked around for different
24 neighborhoods, and I decided on Northern Liberties.
25 Heard great things about it, figured, you know, it's

1 an up-and-coming neighborhood and my purchase would
2 appreciate. And after buying the property I settled
3 on, interacting in the neighborhood, seemed like
4 everybody I met lived at the Liberties Walk. And you
5 know, I said, this is a nice development, able to
6 speak nicely. And Bart's name came up, well, he did
7 this, and this big plot of land across the street, and
8 The Piazza is going to be there and a mixed --- you
9 know, mixed opinions about what was going on, you know,
10 a supermarket, a movie theater. You know, but
11 whatever it was ultimately going to be, everybody was
12 confident that it was going to be beneficial.

13 Now, fast forward a few years. I
14 actually moved out of the neighborhood but still
15 retained my property. The first year before the
16 development had commenced, it was a little bit tough.
17 It took me about two months to find a tenant.
18 Finally, they got there. They were there for about
19 two years. And everybody sort of felt like they were
20 waiting for this big thing, you know, I could say
21 waiting for Superman, but waiting for this big
22 development that was coming that was going to
23 drastically change the neighborhood.

24 Fast forward to now. I've had a tenant
25 there for four years. It took me a week to put that

1 tenant there. I went to visit him and do some work on
2 the property last summer, and it was my first time
3 really being back in the neighborhood from the
4 perspective of someone that lives there. And I went
5 to a local bar and you can really just see the extent
6 of the transformation.

7 I've been to The Piazza since it opened,
8 but for whatever reason, this experience was just
9 drastically different. You know, shortly after I had
10 my house reappraised, and I can attest to the effect
11 of this development on the value of my house.

12 When we moved --- I got married and we
13 moved and decided to pick a location, I love Northern
14 Liberties and where it exists in the city, but we
15 moved to the Art Museum neighborhood of the city. And
16 one of the reasons we picked that neighborhood was
17 because of the centrality of it. Northern Liberties
18 and Old City were great but they were east. So, if
19 you went to, you know, East Oakland, where my in-laws
20 live, or anywhere else in the city, you could feel ---
21 I at least felt an extra 10 or 15 minutes once you
22 come back down 76 and you hop onto 676. It will take
23 about 10 or 5 minutes to get back east. Whereas,
24 being over by the Art Museum area, you hop right off
25 the Vine Expressway, 676, and you're there within like

1 two minutes. You know, we moved to 26th and Parrish.
2 And we recently actually moved further east, needed
3 more space to welcome new additions to my family,
4 moved further east to --- still in the neighborhood,
5 but now I'm closer to Broad Street. So, now we're
6 currently on 20th Street essentially. So, having the
7 experience of seeing the effect of The Piazza on
8 Northern Liberties, I know that The Provence in the
9 North Broad area will have a similar effect.

10 You know, everybody spoke about the
11 centrality of the location, which made perfect sense
12 for me and my personal convenience, just going home
13 and wherever else I'm going, but also from the
14 perspective of, you know, working in Center City and,
15 you know, living most of our life in Center City. The
16 convenience of that location --- you know, there's
17 already quite a bit of activity in the North Broad
18 area from Temple University ---. It finally looks
19 like somebody is going to develop the Divine Lorraine,
20 which will be another sort of spectacle star in the
21 North Broad pipeline. But I really think that this
22 Provence is really going to be sort of the Superman,
23 have the same sort of Superman effect that The Piazza
24 had in Northern Liberties.

25 You know, Bart is already in the area,

1 just like before The Piazza came out. And he was in
2 the Northern Liberties area actually way before I knew
3 about it, had been in there. All I realized was the
4 Liberties Walk projects. But you know, he's not just
5 coming in from out of nowhere and popping in to
6 capitalize off the opportunity. So I guess --- I see
7 the lights. That's pretty much my prospective. If I
8 spent some time with him --- you know, I'm sure if I
9 spent more time with him I could sit up here and talk
10 about how good of a person he is and all the good
11 stuff that he has done. But from my perspective, the
12 evidence of his work speaks for itself. So in my
13 humble opinion, I think you guys should make the right
14 decision and go with Bart Blatstein.

15 PRESIDING OFFICER:

16 James Burnett?

17 MR. BURNETT:

18 Good afternoon. My name is James
19 Burnett. I'm the Executive Director for the West
20 Philadelphia Financial Services Institution. And
21 we've had the pleasure of working with the Goldenberg
22 Group and Kenny Goldenberg for the past 12 years.
23 Over that period of time, we worked to build a
24 shopping center at 52nd and Jefferson Streets. The
25 shopping center created over 650 new jobs for a

1 neighborhood that did not have a supermarket and did
2 not have other retail to support the neighborhood. In
3 addition to that, we worked extremely diligently to
4 make sure there was both minority, women and disabled
5 participation in all of the work and contracts that
6 went on at the site.

7 That particular project had one of the
8 best numbers in Philadelphia at the time that it was
9 built in terms of we got close to 40 percent
10 participation in every area that we were seeking to on
11 the job. In addition to that, we've had some
12 challenges. Some of those challenges included having
13 to relocate 30 families. And in that case, we were
14 able to relocate all of those families into a better
15 situation than they currently were before that. In
16 some cases, those properties that were moved into were
17 not even replacing --- did more than just replace the
18 property that they were in but were also income
19 generating so that the family, in addition to having
20 their space replaced, is now generating income.
21 According to the Philadelphia Redevelopment Authority,
22 it was the best relocation that they had seen in the
23 City of Philadelphia. So, we were very excited in
24 terms of the outcomes it had. But all of this took an
25 extremely long period of time.

1 WPFISI started walking with the
2 Goldenberg Group in 1999, and our project didn't close
3 for financing construction until 2007. And that's
4 January 2007, right before the crash of the financial
5 market. So we were very fortunate to have a partner
6 like the Goldenberg Group to work with us over the
7 entire period of time and not walk away from deals.
8 There were projects in North Philadelphia. There was
9 projects on Delaware Avenue, where developers had
10 committed to come in and do work over that period of
11 time, and they walked away from the deals. Kenny did
12 not walk away from the deal. In fact, he invested
13 more and more money to make sure that these projects
14 would work. And so, as an organization, we're happy
15 to have been a partner with Ken. We're happy to be a
16 current partner with Ken and looking to build on the
17 relationship that we have.

18 In addition to that, we started a couple
19 of programs that have the name of the partnership
20 organization. One of them is called WesGold Fellows.
21 And in WesGold Fellows what we do is we actually go
22 out and we train high school students in an internship
23 program. The goal of the internship program is to
24 make sure that these high school students stretch
25 beyond what they believe they are capable of doing.

1 And so, in our program, we took them through the
2 development of the Park West Town Center. Each of the
3 students had a role in understanding the program and
4 the development itself. And just so you can get an
5 understanding of where most high school students are
6 in relationship to the projects of the scale that
7 you're talking about today, most of the students
8 thought our project at Park West Town Center would
9 only cost about a million dollars. And that was a \$55
10 million project. And so, when I spoke to them about
11 the fact that our drawings alone were over a million
12 dollars, it was huge for them. They couldn't
13 understand how this could really cost this amount of
14 money. So I think it's important that we try to
15 educate children, their parents, teachers, that these
16 projects are more than just the developer that stands
17 behind it or contractor. There's a lot of pieces that
18 go along with that. And that's what we tried to do
19 with WesGold Fellows. Kenny has been a huge supporter
20 of the neighborhood. We throw an annual celebration
21 there that brings 1,500 to 2,000 people every year.
22 We started scholarships this year. And this year
23 we're going to be doing \$5,000 worth of scholarships
24 for students in the neighborhood, too.

25 So, as a part of this --- I'm not a

1 gambler, so I'm not going to tell you that one casino
2 is better than another. But I can tell you right now
3 that I believe in Ken Goldenberg. And as a leader, I
4 think he's someone that you should consider operating
5 this particular casino. Thank you.

6 PRESIDING OFFICER:

7 Sonny DiCrecchio?

8 MR. DICRECCHIO:

9 Good afternoon. Thank you. You did
10 very well with the name, by the way. My name is Sonny
11 DiCrecchio. I am the president and the CEO of the new
12 Philadelphia Wholesale Product Market, located on
13 Essington Avenue, across from the Philadelphia Auto
14 Mall.

15 The group I'm here today to support is
16 PHL Local Gaming and their Casino Revolution concept.
17 I've worked with Joe Procacci on the new site of the
18 produce terminal, and it was a ten-year trek for us. I
19 started ten years ago, and we had many, many
20 obstacles. And the first person I went to was Mr.
21 Procacci because I really didn't know we were going to
22 do this because the City of Philadelphia or the State
23 of Pennsylvania had no land for us. We wanted to stay
24 here, but they had no land. Both of the stadiums were
25 being built at the same time, also. So I went to Joe

1 and I said, I think we're going to have to go to
2 Jersey and look for some land because regulations are
3 coming down and we're going to become dinosaurs in the
4 industry pretty soon, so we have to ---. At that
5 time, Joe said, no, do not go to Jersey. He said, you
6 just cannot move this. He said, we cannot move the
7 produce terminal to New Jersey because there's too
8 many jobs involved. I said, well, what can we do? He
9 said, we'll have to find the land and we'll have to
10 make them understand that we need land and find it
11 where we need it to keep the jobs here. And we did.
12 And one of the things that happened there is I
13 actually became a developer myself, which I didn't
14 realize it was happening. And Joe Procacci let me
15 develop this project. So did our other stockholders.
16 He guided us. And I would say --- I would agree that
17 he is not the same type of developer as Mr. Blatstein
18 or Mr. Wynn. I think he's more of a developer of
19 legacies. I know everyone in this company, at higher
20 levels in the company, they came from --- they all
21 know how to drive forklifts and jacks. They all came
22 to be promoted from within. And you don't --- you do
23 not get more locally grown than that. And that's very
24 important. That was very important for the integrity
25 of our project.

1 And I also --- I have some knowledge of
2 the Stadium District and the Food Distribution Center
3 because we were located there previously for 15 years.
4 So I do know the traffic patterns and I know about the
5 traffic counts because I run the studies. In fact, my
6 sister lives in there, so ---. She's nine years older
7 than me. We agree on nothing except for this
8 particular location at Front and Pattison. And one of
9 the reasons is because we've done so much work within
10 the Stadium District, we understand the flows of the
11 traffic. And I do know that, once you get west of
12 Lawrence and Seventh Street, that's where you start to
13 have your --- that's where you start to have your
14 problems, especially when games get out, that's the
15 point where everybody decides which way they're going
16 to go, left, right. When I heard about the Front and
17 Pattison location, I was happy about it because one of
18 my pet peeves throughout the last 15 years was I never
19 thought the --- I never thought the entertainment
20 industry was able to support this sports district and
21 what was going on here. I always thought there was
22 something missing. And I waited. The first time
23 around I waited. The second time around I waited to
24 see if anything would be developed. It was spot
25 developed. So, I just took a ride --- over lunch, I

1 just took a ride back, just took a ride down there,
2 and I noticed that there's no traffic at all right
3 now, obviously. And this --- I realized for the first
4 time that this particular project is --- it's the only
5 location that has no traffic for almost all of its
6 days and only certain parts of its night. Every other
7 project --- every other location is near a
8 neighborhood or near traffic that's all day long and
9 all night long. There's --- if you drive around, to
10 me it's like a desert right now. So, I just --- I
11 implore you to please give them the opportunity and to
12 let you know that Joe Procacci again is a Philadelphia
13 man and his roots ---.

14 One thing I just have to say, that he
15 pressed upon me from the beginning is bigger is not
16 better. He told me a story about a building that was
17 built mainly by donors in the Philadelphia area and
18 could not sustain itself. It still can't. It has to
19 have donations every single year, every single year,
20 just to make its budget. And he made me very aware of
21 that. And I'm glad he did because I scaled down that
22 building. And he said, you have to be able to operate
23 in good times and bad. And one of the things is that
24 we did build this and open this in the worst economy
25 since the Depression and were able to sustain that.

1 And I think that's why --- that's why his project
2 appeals to me, because I know that he can scale this
3 down. He could run this through any economy. And the
4 people that he entrusts beyond him can take it over at
5 any time. He allows you to build your own legacy.
6 Thank you very much for your time.

7 PRESIDING OFFICER:

8 Stanton Eckstut?

9 MR. ECKSTUT:

10 Hi. Good afternoon. My name is Stan
11 Eckstut, and I'm speaking on behalf of Market 8. I'm
12 an architect, known mostly for doing very large-scale
13 redevelopment projects. I'm been working the last 35
14 years in lower Manhattan, doing Battery Park City,
15 working in Baltimore's Inner Harbor east expansion,
16 both redevelopment and visitor destination issues.
17 I've had the ability to also do the new city center in
18 Las Vegas, where, without any casino knowledge, we
19 were able to do the next generation of casino
20 attractions, which has really become a destination in
21 its own right, mixed-use, higher density, and the
22 beginning of being something more urban. So that's
23 kind of the trend. At the same time, I've been
24 involved in the redeveloping of Hollywood, with the
25 Academy Awards as a means of redeveloping along

1 Hollywood Boulevard. So I see the casino as a major
2 means to a larger end, besides being obviously a
3 significant business enterprise that we have to
4 evaluate.

5 I think the most important thing I want
6 to say, in case I run out of time, which I'm sure I
7 will, is that the casino and the trends in the way we
8 see visitor destination is really becoming more of
9 urban districts in their own right as opposed to an
10 isolated building with its own parking lot and its own
11 amenities around it. And that has the ability ---
12 from the little we're learning, that that brings a lot
13 more business to the casino, as well as throw off a
14 lot more benefits to many others that are in your
15 district. So that, in a nutshell, is what I think is
16 a major point for you to consider.

17 I can see the casino as an enormous
18 engine. Obviously, it brings lots of people and
19 activity, revenues, particularly needed in this area
20 called Market East, which was an area that we've been
21 hired by the city to do the next big ambitious plan
22 for the city, especially Center City. It's really the
23 original, most active, densest part of Center City.
24 It remains today, after decades of market resistance
25 still on a path to redeveloping this other half of

1 Center City's main street. A casino is exactly the
2 kind of attraction that could overcome market
3 resistance, no matter where it is, and therefore
4 trigger the rest of the development of the significant
5 place.

6 There is, in fact, a plan. The city has
7 actually done a big plan. The policy, the land use,
8 everything is in place. It's welcoming this kind of
9 private development. In fact, I would argue that
10 maybe all casinos should have a big plan and be part
11 of a bigger district so that the benefits are thrown
12 off to many more.

13 The Market East Plan in a nutshell is
14 basically trying to bring everybody back to Market
15 Street, so it has more shops. Chinatown is a block
16 away. No one would know it. The Convention Center is
17 a block away. The Reading Terminal, one of the
18 world's greatest public markets, is a block away.
19 Well, here we have a chance to bring everybody back
20 onto Market. And this casino would be one of the ones
21 we think bringing everybody along the way. It's
22 public dollars already spent. All the infrastructure
23 is in place. It's just waiting for the private
24 investment. Rare to see all that in existence. We
25 think it's obviously the best location for a casino

1 because the setting is already set up. There's
2 nothing to do. All the major ways of traveling,
3 including cars, et cetera. There's no loss of
4 buildings or views of natural settings or public
5 access on the waterfront, et cetera. Ready to go,
6 controlled, land use zoning, place and infrastructure.
7 It's also probably the most visible to the most
8 people, the most accessible and the most connected.
9 It also, I think most importantly, has the most
10 business potential. And I'm speaking not as a casino
11 owner, not as a gambler or anything else. But if you
12 look at the work we're doing with these large
13 destinations, visitor attraction has become a big-city
14 business. New York City, San Francisco, it's just a
15 trend. The visit destination marketplace is growing.
16 The casino is a perfect complement. It brings more
17 business and more activities. It's part of the
18 vibrant district, though. It's not a stand-alone.
19 It's a much bigger district. It's something that's
20 more walkable between many attractions. In Las Vegas,
21 the G.M. Mirage, we basically did everything we could
22 to create a city of mixed use, higher density,
23 shopping, entertainment, walkable. Here, we have a
24 city that's already existing. And we have a casino
25 that could be with the convention business, which is a

1 big part of our plan in Las Vegas. It's also able to
2 be part of Chinatown, Society Hill, all this history,
3 Independence Hall. Where else can you do a casino
4 with all that, bringing a lot more visitors and a lot
5 more business to the casino itself. So, again, the
6 district, not building. Thank you very much.

7 PRESIDING OFFICER:

8 Andrew Brazington?

9 MR. BRAZINGTON:

10 Good afternoon, Pennsylvania Gaming
11 Control Board. I'm glad I can take advantage of you
12 having these hearings and allowing me to express
13 myself. My name is Andrew Paul Brazington, Jr. I'm
14 an active environmentalist, community organizer,
15 father, son and a Rotarian. I'm here to --- this
16 letter of support is for PHL Local Gaming, LLC, the
17 bid for Philadelphia's final Category 2 Gaming
18 License.

19 I believe that PHL's Casino Revolution
20 is located at the best site being proposed for a
21 hotel/casino facility based upon its sustainable
22 access to the 5.5 million visitors each year of the
23 South Philadelphia Sports Complex District, easy and
24 convenient access to streets and highways located off
25 of Interstate 95, Interstate 76, and the Walt Whitman

1 Bridge at Front and Pattison Avenues. This is a very
2 important piece here. Smart growth opportunities,
3 including being tied into the city's proposed Center
4 City waterfront to the Stadium District Navy Yard
5 light rail --- light rail development. Casino
6 Revolution would be the first of major infield
7 development between endpoints that eventually could
8 consist of waterfront and South Philadelphia high-rise
9 developments along with such a high-visibility transit
10 line, where half of the rail track needed already
11 exists. And unlike in other bids, Philadelphia's ---
12 or PHL's Casino Revolution's strategic location would
13 not intrude or disrupt residential neighborhoods
14 almost a mile away, to cause congestion of their
15 parking or traffic.

16 Finally, a survey was conducted where 93
17 percent of participants indicated a strong preference
18 to truly local ownership and control of any additional
19 hotel/casino in Philadelphia. PHL Local Gaming, LLC,
20 is the answer. Thank you very much.

21 PRESIDING OFFICER:

22 Vincenzo Marsico?

23 MR. MARSICO:

24 I want to thank you very much for giving
25 me this opportunity, allowing me to testify on behalf

1 of PHL, Mr. Procacci. A few months ago, maybe a
2 little longer, I was coming home from a business trip
3 from California. And I landed, like always, I called
4 my wife and kids just to let them know I was safe, and
5 then I got in the car and began the trek down 95 home.
6 I put on KYW, and after a while of listening to the
7 news, kind of zoned out and I wanted some music.
8 Well, I went to change the dial and I froze because I
9 heard a report that said local businessman, Joseph
10 Procacci, to be considered for a gaming license in
11 Philadelphia. And it was the last of its kind. And I
12 had some comfort in that. I had some comfort knowing
13 that that type of license can have a lot of different
14 effects in the city. But if it's granted to somebody
15 like Mr. Procacci, it will only have a positive impact
16 for this city. And I say that because of three
17 things. One, because of the integrity that Mr.
18 Procacci has. Two, because of his desire and devotion
19 to making this a destination point that even
20 Philadelphians will be proud of. And three, for his
21 commitment to the community and for Philadelphia.

22 So, when I think about his integrity,
23 when I graduated from college in 1998 I wanted to get
24 into human resources. With no experience, that was
25 almost impossible. Well, he gave me that opportunity.

1 And what I learned pretty quickly was that he does not
2 cut corners, and he usually takes the long way to make
3 sure that everything is done right and everyone is
4 done right. And when I think about his devotion to
5 making sure that this becomes a destination point, I
6 think about what we have right now. We have a ball
7 stadium, football, Wells Fargo. We have XFINITY Live!
8 We're really beginning to develop this as an
9 entertainment zone. And if you look at other cities
10 that are successful, that's what they have, as I
11 travel around the country. And by adding a casino
12 here, it really closes the loop on that entertainment
13 venue.

14 And then lastly, his commitment to the
15 community. As it was stated earlier, I mean, we've
16 read many times about neighboring states trying to
17 lure Mr. Procacci and other --- his business out of
18 Philadelphia with the promises of lower taxes and
19 higher profit. And each time he's declined those
20 offers. And he's declined empty buildings and vacant
21 parking lots and leaving eyesores in Philadelphia, and
22 he's done that because of his commitment to his people
23 and because he does not want to leave thousands out of
24 work. And this is the reason why I hope you award
25 this to Mr. Procacci. Thank you.

1 PRESIDING OFFICER:

2 Joseph Dennis?

3 MR. DENNIS:

4 Good afternoon, everybody. Good
5 afternoon to Mr. Chairman and to the Philadelphia
6 (sic) Gaming Control Board. I just want to say it's
7 an honor to talk to you all today. And my title is
8 community activist and, you know, radio --- longtime
9 WURD Radio listener. And I have never met Mr.
10 Procacci, but one thing I do know for sure, I've heard
11 a lot of good things about him. And one thing I know,
12 Dr. Walter Lomax, who I do know and stuff, he's a good
13 judge of character. And to me, Dr. Lomax would not
14 partner with a person like Mr. Procacci if he didn't
15 know what kind of person he was. The last three
16 people that came before me said wonderful things about
17 Mr. Procacci, and I'm looking forward to one day
18 meeting him, because his business record and his
19 record of looking out for his employees speak for
20 itself. And the same thing can be said for Dr. Walter
21 Lomax, who everybody knows --- who most people in the
22 city knows is the owner of WURD Radio Station, 900 AM,
23 which is one of the best-kept secrets in Philadelphia,
24 by the way. And Dr. Lomax is the person who has a
25 solid background of been a doctor in the medical

1 field, providing medical services for the downtrodden
2 and impoverished and is a philanthropist, as well as a
3 great businessman. And Dr. Lomax has always been
4 concerned about economic development for the African-
5 American community as well as the larger community.
6 And like people who have spoke before me have said,
7 the location for PHL Gaming, Casino Revolution, is in
8 the right place, right down here by the Stadium
9 Complex. You know, you're close to I-95 and
10 Interstate 76. So, you couldn't ask for a better
11 location. And then when you put the two men up, their
12 records up, Dr. Lomax and Mr. Procacci, you're talking
13 about two men who have a proven track record of doing
14 right by their employees and doing right by the
15 community. And that's not to say that the other
16 individuals, Mr. Wynn and Mr. Blatstein, are not good
17 people, but we look at it in totality. You put their
18 record up against the other casinos, like the people
19 have said before, it's in the right location, it's in
20 the right spot. And right now, with the stadium ---
21 football stadium, the basketball arena, XFINITY Live!
22 right in the heart of the entertainment complex, so
23 putting a casino out here would definitely be the
24 final puzzle. And you know, as we all know, the New
25 Jersey Giant Stadium is going to host the Super Bowl,

1 I think, next year. And you put a casino down here
2 and stuff, like on Front and Pattison, who knows? At
3 some point Philadelphia will be able to host the Super
4 Bowl, as well as maybe one day hosting the Olympics.
5 So the potential that a place like Revolution presents
6 to the community is endless and stuff. So I think
7 when all these things are weighed against everybody
8 else, I think that hopefully the right decision will
9 be made.

10 And everybody that I mentioned, like I
11 say, Mr. Blatstein and Mr. Wynn, they all are great
12 people, but I think when you look at it in totality,
13 to me and for a lot of other people, the best person
14 should be granted would be Mr. Procacci and Mr. Lomax.
15 Because to me, the records speak for themselves. Like
16 I said, they have a history of doing well in the
17 community. And the people that have worked for these
18 two men speak highly of them. So, in closing, I just
19 hope to say that everybody gets a fair hearing and
20 hopefully in the end the right decision will be made
21 by the Pennsylvania Gaming Control Board. Thank you.

22 PRESIDING OFFICER:

23 Judy Cerrone?

24 MS. CERRONE:

25 Chairman Ryan, Board members. My name

1 is Judy Cerrone. I'm president of the Stadium
2 Community Council, Inc. I'm also the Director of
3 District One and the Executive --- and the Vice
4 President of the Executive Board of the Sports
5 Complex ---.

6 PRESIDING OFFICER:

7 I'm sorry ---.

8 MS. CERRONE:

9 Should I start from scratch?

10 PRESIDING OFFICER:

11 No, you're fine.

12 MS. CERRONE:

13 I'm the Vice President of the Executive
14 Board of the Sports Complex Special Services District,
15 Director of District One and the President of Stadium
16 Community Council, Inc., which was established in
17 1989.

18 Some of the things I heard today are
19 making the hairs on the back of my head stand up. The
20 first thing I want to do is tell you that our
21 neighborhood is the closest --- is the only one south
22 of I-76 and east of Broad, from one block west of the
23 parking lot of the Phillies' north lot that I fought
24 six days in John Street's office. I was the one of
25 the ones who signed the leases for both stadiums, the

1 Phillies and the Eagles. And we got it pushed back to
2 Tenth Street because it was right behind our homes and
3 wouldn't be able to exist.

4 I think I've lived in the neighborhood
5 longer than anybody's testified. My family moved into
6 District One, which is comprised of 221 homes, and 50
7 percent or more are senior citizens, including me.

8 The traffic congestion that we've
9 experienced when we moved there first as a child ---
10 where the parking lot where the Phillies is now was a
11 valley. And you'll see it in the book. The first
12 section is District One, where I live. We had valleys
13 where we had farms. We had horseback riding. We had
14 the South City Drive-In. We had the Park Lane Bowling
15 Alley. And we had a great upbringing. Everything
16 changed. The Spectrum came; we coped. And then the
17 Vet came on top of us, and we were promised it would
18 never happen. My parents fought that with the
19 community. I was too young at the time. And of
20 course, they built it. And then the stadiums came,
21 which we negotiated, like I said, for six days in John
22 Street's office and took the vote to Council at 1:30
23 on the morning of December 7th, 2000. Otherwise, that
24 wouldn't have happened either.

25 The District is comprised of four

1 venues, District --- the unanimous vote of the four
2 community directors was absolutely no casino south of
3 Oregon Avenue. We are prisoners in our home. And I
4 know that sounds dramatic. I'm only a homemaker.
5 I've only worked outside the home two times for
6 part-time job for two years my entire life. Four
7 generations of my family lived in that neighborhood.
8 And now me and my brother, who have two separate
9 homes, are the only ones left. So I speak from a lot
10 of experience.

11 The traffic that goes through --- first
12 of all, I want to state emphatically that, as far as
13 I'm aware, and I've been there since 1956, I have
14 never heard Mr. Procacci's organization contribute
15 anything to the community, number one.

16 Number two, Packer Avenue has four I-76
17 East ramps and one I-76 West ramp, which is at my
18 corner. No matter what they tell you about the
19 traffic story that's going to work for them, it's a
20 lie. Every single car that wants to go I-76 West has
21 to come to Broad and Packer. The homes on my street
22 are crumbling. We are not built with sheetrock.
23 We're on pilings. I have had my house sheetrocked
24 because the walls split. I'm nine houses from the
25 corner of Packer. The corner homes --- we had to

1 sheetrock the entire homes. We vibrate from the
2 trucks from Sysco, who's in a three-year renovation
3 process with all their trucks. We have not only
4 Sysco, but we have car carriers coming from Delaware
5 Avenue, coming up Packer to get on I-76 West. Every
6 truck --- Ippolito's Brothers Seafood has to pass our
7 home to get on I-76 West. We're prisoners. We can't
8 get to church. We can't get to the CVS, which is 3300
9 South Broad, because we can't cross Broad Street. The
10 traffic is bumper to bumper. An example was Sunday.
11 On Sunday, when they had the Broad Street Run, which
12 we're all in favor of, and the Phillies had to
13 postpone their game, Packer Avenue stood still for two
14 hours because they couldn't move. They blow their
15 horns, especially night games, because it's hard to
16 get through Packer to get to I-76 West. They're
17 blowing their horns. They get out and fistfight in
18 the middle of Packer Avenue.

19 When XFINITY started to build, we
20 negotiated with them. They used 60,000 square feet of
21 300,000 square feet that they're allowed to build on.
22 So, that's just the tip of the iceberg of what they
23 intend to do. We're the only place in the United
24 States that has four venues operating in one location,
25 with 221 homes in the proximity closest to the parking

1 lot. And we were there first. We were there when
2 Municipal Stadium was the only thing that existed.

3 I also want to say that we fought to
4 have --- I sat on the board for the closure of the
5 Events (phonetic) Sports Center for three years with
6 the Army and was given an award. I sat on the board
7 with the Navy closure for the Navy Yard and fought to
8 not put a trash and steam plant in the Navy Yard,
9 which we won after three years of fighting. And that
10 was a plus because look how the Navy Yard has
11 progressed into something very worthwhile. But their
12 traffic also must use Broad Street.

13 We have no through streets except Broad
14 and Tenth, so you go --- I gave you the calendar of
15 events, Mr. Chairman. We live with that on the fridge
16 so we know when we can come and go to our own home. I
17 have come home from Third and Oregon, Pathmark, with
18 my frozen food not frozen anymore. I actually drive
19 up the wrong side of Packer Avenue, which I know is
20 illegal, so that I can get to my house so I can put
21 the food away. Our senior citizens can't get
22 anywhere. We have people --- four houses in my block
23 that are over 90 and live individually. There are 17
24 seniors over 80 in a block of mine, which is 40 homes.
25 They don't drive. You have no idea what the burden

1 you're saying to put a casino. The traffic doesn't
2 move. What they said about Packer Avenue using I-76
3 West is impossible. First of all, I'd like to say
4 that our city builds the facilities and then goes and
5 looks at the infrastructure, when in all the other
6 cities that I'm aware of, first you build the
7 infrastructure and then you build the facility. We do
8 everything ass backwards. I'm really upset. And what
9 I say I mean from the heart. I love my God, I love my
10 family, and I love my neighborhood. Everything I've
11 done in the neighborhood is because I've had four
12 generations there. My parents passed away a few years
13 ago, and now my son and my two little grandsons and
14 his wife moved to Jersey to get away from this. It's
15 turned into a nightmare. We can't take any more south
16 of Oregon Avenue.

17 What they're saying about I-95 and all,
18 you can't get on I-76, you can't get on I-95 because
19 they're standing still already. The traffic doesn't
20 move. It's impossible. Anybody who wants to come to
21 my neighborhood, I'll walk them around when there's a
22 game. He says there's no traffic when there's no
23 games, that's a lie. Trucks go up Packer Avenue. We
24 have a problem with SEPTA. They now use Packer
25 Avenue, by our home, to get to the Home Depot at 19th

1 and Oregon, which they never did before. So we have
2 all the empty buses going through. We have the
3 subway, which when it was built, I lived there. The
4 houses on Broad Street, the basements collapse. So
5 the subway people for the casino would get off at
6 Oregon and it would get off at Pattison and walk
7 through our community. It's too dangerous. We have
8 too many hardships. Nobody understands unless you've
9 lived there as long as I have. I've seen us go from a
10 happy, playful, good place to raise kids --- in the
11 last eight months, five houses went up for sale. That
12 has never happened in my neighborhood. They got out.
13 In the meantime, my property assessment just went up
14 75 percent. I want to know how my Social Security is
15 going to pay the tax when we get the millage, which we
16 don't even know what it is.

17 I think it would destroy our quality of
18 life. Our quality of life is a real hardship now.
19 You have to come and you have to see. You just can't
20 hear people say, oh, Procacci this, Procacci that.
21 They still have to come to Broad and Packer to get on
22 I-76 West, no matter what they tell you. There's no
23 other way. Growing up, there was an I-76 ramp on
24 Seventh Street, between Packer and Bigler. They took
25 it away to give an extra ball field. We need it back.

1 We've been fighting for over ten years to get it back.
2 Nobody does a thing. All we get is more traffic.

3 We get filth. They throw their trash
4 out the windows. If it wasn't for our own cleaning
5 crew --- we supplement many city services. We clean
6 all the streets every week. We prune all the trees
7 every other year. We plant trees every year. We
8 supplement many city services, and we get no credit
9 for anything. We work very hard.

10 I don't know what else to say. It's
11 just that when you can't get out, I can't explain the
12 feeling. I put my coat on the other day when there
13 was as Phillies game in the afternoon, the Businessman
14 Special. We have a church and school right off of
15 Tenth and Packer. Stella Maris closed, which was our
16 parish school, which my grandson was in the first
17 grade. Now it's going to be their street. It's a
18 block from Tenth and Packer where they want to put a
19 casino. No casino can be on Packer Avenue. It's
20 impossible. I thank you for your time and I thank you
21 for listening.

22 PRESIDING OFFICER:

23 Thank you. George Matysik?

24 MR. MATYSIK:

25 Good afternoon. My name is George

1 Matysik. I'm the Director of Government Affairs and
2 Public Policy at Philabundance. We're the Delaware
3 Valley's largest hunger relief organization, speaking
4 about PHA (sic) Local Gaming today.

5 Philabundance has the privilege to serve
6 nine counties throughout Pennsylvania and New Jersey.
7 Each week we deliver food to approximately 65,000
8 people, enough to fill this stadium to capacity. We
9 do this through our direct service programs and our
10 network of 500 member agencies, which include food
11 covers, emergency kitchens and senior centers.

12 As an organizations that serves
13 populations of low rates of access to safe and healthy
14 food, Philabundance strives to provide nourishment
15 that not only fills stomachs but also fills gaps in
16 nutritional needs. Whenever possible, Philabundance
17 aims to offer foods filled with essential vitamins and
18 nutrients like lean meats, low-fat dairy products,
19 whole grains and, of course, fresh fruits and
20 vegetables.

21 Due to our proximity to the ports and
22 food distribution center, Philabundance has been
23 blessed by a wealth of produce donations from area
24 importers and vendors. One of our longest and most
25 rewarding relationships has been with Procacci

1 Brothers, who have been incredibly generous community
2 partners of ours for over a decade.

3 In 2012, Procacci Brothers donated over
4 half a million pounds of fresh fruit and vegetables to
5 Philabundance, placing them within our top five food
6 donors for that year. And over the past ten years,
7 Procacci Brothers has generously supplied
8 Philabundance with nearly three-and-a-half million
9 pounds of produce that has been shared with our
10 Delaware Valley neighbors in need.

11 Not only do the Procacci Brothers
12 donations comprise a significant portion of the
13 produce that our clients receive, but their donations
14 have allowed us to continue to operate the
15 Philabundance Community Kitchen, our culinary arts job
16 training program. Procacci Brothers donates between
17 15 and 20 cases of produce a week, based upon a list
18 generated by the chefs at PCK, Philabundance Community
19 Kitchen, creating a consistency of donated produce
20 that's truly exceptional. Produce provided includes
21 not only the staple items, which is potatoes and
22 onions, but also scarcer fruits, like apples and
23 berries. Without Procacci Brothers' donations, the
24 shelters that receive the food that PCK cooks would
25 have a far less consistent access to produce.

1 In accordance with its mission of
2 treating customers with honesty and integrity,
3 Procacci Brothers has always ensured that
4 Philabundance receives only the highest quality
5 produce available. Procacci Brothers informs
6 Philabundance when produce that has been intended for
7 donation has spoiled and does not leave Philabundance
8 with useless product. Additionally, when
9 Philabundance has found itself at a state of produce
10 deficit, we've been able to contact Procacci Brothers
11 to help us through our donation shortages.

12 Procacci Brothers has supported
13 Philabundance above and beyond donated food. In rare
14 instances when produce donors have been unable to
15 deliver donations during Philabundance's receiving
16 hours, Procacci Brothers has graciously offered to
17 store these items until Philabundance could claim
18 them. Moreover, Procacci Brothers has been kind
19 enough to work with their own customers to persuade
20 them to donate excess produce to Philabundance
21 whenever possible.

22 Procacci Brothers' dependable record of
23 donations has enabled Philabundance to provide
24 low-income individuals and families throughout the
25 Delaware Valley with nutritious food that it would be

1 otherwise unable to access. Particularly as the
2 prices of produce rose throughout the economic
3 recession and many of our neighbors found fresh food
4 placed further out of reach, Philabundance's ability
5 to provide produce throughout the Delaware Valley has
6 become increasingly vital. Thanks to Procacci
7 Brothers' unflagging support in the past three years,
8 Philabundance has been able to continue to operate our
9 programs when they have been most urgently needed. As
10 both a neighbor and community partner, we couldn't be
11 happier with our relationship with Procacci Brothers
12 and their employees and look forward to continuing to
13 work together in the future. Thank you.

14 PRESIDING OFFICER:

15 Jerry Roller?

16 MR. ROLLER:

17 Thank you. Good afternoon. My name is
18 Jerry Roller. I'm an architect here in town, a
19 principal of JKR Partners Architects. My friend Bart
20 Blatstein asked me to say a few words about him. Bart
21 and I go back probably 30 years. We first met when he
22 was a sole young developer, and I was a sole young
23 architect. And we did a small thousand square foot
24 project and started from there. He grew. We grew.
25 We continued to work together. And I've always found

1 Bart somebody who understands development, who knows
2 how to get things done. He has a vision, and he's
3 fairly tenacious about achieving it. I have no doubt
4 that if he sets his mind to building a casino, given
5 your opportunity, he will build a casino.

6 He's always been involved in the
7 community. He's been involved in helping people. My
8 son was interested in real estate, and he gave him a
9 job in his office. He's now a real estate developer.
10 But Bart is the type of person who continues to
11 follow, to look for an opportunity. We developed ---
12 together we developed the area on Columbus Boulevard,
13 the movie theater. Brought something to Philadelphia
14 that hadn't been seen in a long time, a brand new
15 movie theater. It was his vision because there was a
16 lot --- there were a lot of people who did not see
17 anything there. Bart saw things in Northern Liberties
18 that people didn't see. And I think Bart sees things
19 on North Broad Street that other people didn't see.

20 You folks have an opportunity to
21 establish a casino as something not just for casino
22 revenue but for development of this city, the benefits
23 of putting a casino somewhere where it becomes more
24 than just a place to gamble. I think you have an
25 opportunity to make a mark in the city. Clearly,

1 Bart's location, perhaps the location of Market East
2 are the only locations where there's anything more
3 than a field where you can have casino parking and a
4 building. And I think this is the way you should go.
5 Thank you.

6 PRESIDING OFFICER:

7 Jeremiah White?

8 MR. WHITE:

9 Hello. Good evening --- good afternoon.
10 I'm here as a private citizen. And I want to express
11 my support for Bart Blatstein. I was appointed to a
12 local Community Colleges Board by the Mayor. And Bart
13 was also appointed to the local Community Colleges
14 Board by the Mayor. And that's when my relationship
15 with Bart really began to take hold, because I've
16 known him prior to that. I used to work with Bill
17 Rouse, the developer of Liberty Place. Bill was a man
18 with great vision, and he changed a lot of
19 communities.

20 So, my first introduction to Bart really
21 was through the newspaper. Then I took some tours
22 through his properties, and I recognized that same
23 kind of visionary dynamic neighborhood change that
24 took place around his projects. But when --- as we
25 worked together on Community Colleges Board, and I ---

1 I had a chance to work with him and get insight, and
2 several things became important. One was that we
3 wanted an experience for about 20,000 students who
4 come to the college to have the best. And one of the
5 things I could say about Bart was he always drove and
6 pushed everybody to get the best. He always felt that
7 we needed --- if we didn't have the resources
8 available, we needed to go get the resources to do the
9 best job for the outcomes that we needed with our
10 students. And last, it was really about how do you
11 take --- if we have a city where we have people that
12 make quite a bit of money and a lot of people that
13 make a little bit of money, and in the middle we have
14 a big gap of where people are going to go to get
15 employment, the question was how do we do that. And I
16 think Bart, through his real estate and other
17 ventures, began to look at how can we use workforce
18 development and training as a way to get more people
19 employed. And I think out of all the experiences that
20 I've had with him, I think this issue about how to
21 create jobs in that middle area --- in that middle
22 market was very important.

23 Also, I think I started a number of
24 organizations that encourage our young people in
25 middle schools to get involved in stem learning

1 activities, about science, engineering, technology and
2 math. We've heard a lot of people talk about things
3 that various organizations do in the community, which
4 is all great because it's all needed. And all the
5 applicants I think do do good work. But when I told
6 Bart that last year, on the State Science Proficiency
7 Test, 16 percent of all the students in Philadelphia
8 tested proficient in science, 16 percent total across
9 the board. And then when I told him that in the
10 African-American community nine percent of the
11 students tested proficient --- testing proficient
12 means one percent over 50. And if you say that
13 there's 72,000 African-Americans in the school
14 district, how many people are you talking about that
15 are proficient in science and in math? So, how are
16 you going to do the jobs? So, the question is not so
17 much what I do, it's where I decide to concentrate my
18 resources. So, Bart and I talked very clearly about
19 what we needed to do about that. And Bart has been
20 very supportive of efforts to recruit scientists,
21 technologists, engineers, to go into communities and
22 to these schools and make a difference.

23 So, I'm here to support Bart for two
24 reasons; one, that he understands what we need to do
25 in this middle market. You've got --- you have 50 to

1 60 percent unemployment in young African-Americans of
2 age 18 to 26. Sixty (60) percent, that's the official
3 number. We've got --- and these are people that are
4 coming out of a public school system that doesn't
5 prepare them for jobs. So, what are we going to do?
6 We could lock them up, which we're doing. Creating
7 private prisons is what we're doing. We got to have
8 another way to do this. And the other way to do it is
9 to have people, entrepreneurs, that are trying to
10 create these middle-market jobs so we can make a
11 difference. And so, in that regard, I think Bart has
12 demonstrated to me that he understands that. And so,
13 I want to repeat, as a private citizen, not as a
14 representative of this organization or that
15 organization, but a private citizen, I'm concerned
16 about the future of Philadelphia, particularly
17 because, even though we're attracting more people to
18 the suburbs and young people downtown, when you go out
19 into the neighborhoods and you look at the unemployment
20 rates and you look at the challenges, we have to have
21 ventures that bring jobs to those people. So that's
22 my testimony. Thank you.

23 PRESIDING OFFICER:

24 Harry Carroll?

25 MR. CARROLL:

1 Good afternoon. My name's Harry
2 Carroll. I'm with CFG Asset Management in Newtown
3 Square. I'm here to give my support to the Procacci
4 organization. I administer 401(k) plans throughout
5 the tri-state area, all different-sized companies and
6 all different-sized plans, different industries. And
7 the one thing that struck me about the Procacci
8 industry is it's a very high turnover industry. So
9 there's lots of people that are coming and going
10 typically in that industry.

11 What struck me about the Procacci
12 organization, and I've been working with them for
13 eight years, is the people that tend to get employed
14 there stay there. And it really struck me because
15 nobody wants these type plants, you know, the
16 administrator side. They say, well, there's going to
17 be too much work. There's too many turnovers of
18 employees. So, they're doing something right with
19 their employees that their employees are staying. And
20 the big joke is when they come and sit down with me
21 they say I'm a new guy here. I've only been here for
22 15 years. So Procacci, as an organization, as an
23 employer in the city, I haven't seen anything like it
24 in an industry like that.

25 If you look further and you look at

1 Procacci as the developers, I would look towards
2 Naples. And they do own a development in Naples.
3 It's Vineyards. It's got two golf courses. It's got
4 a hospital. I mean, it is a big development. I
5 didn't even know they owned it. I didn't know that
6 they were the developers in it. They're very quiet
7 about how they do business. It was only by doing
8 research that I found all of this out. And if you
9 look at what Naples was before they built that and
10 look at what Naples is now, I think that gives a
11 testament as to how they are in developers.

12 The family --- I'm sure that there are
13 many people here that talked about the giving to
14 charity that the family does. They do it very
15 quietly. They get their friends to do it. So from
16 the standpoint of who you're doing business with as a
17 developer, as an employer, as a person, you know, I
18 highly recommend --- obviously, you know, this is just
19 my humble opinion, I don't think there's anybody
20 better that's out there.

21 In terms of the site location, I drive
22 by I-95 every day to go to work. I live in New
23 Jersey. I drive, you know, right by the offices where
24 they are right now, where the proposed site is. In
25 terms of --- my father's in real estate, so he'll like

1 this. But in terms of real estate, you've got an
2 opportunity here to build a new skyline or part of the
3 skyline, to build something that is that close to the
4 I-95 corridor that can truly change the skyline, not
5 just be part of it but actually be a destination and a
6 draw. So, I know the work that they've done. You
7 know, again, I don't have anything prepared. I'm
8 somewhat rambling. And I appreciate your time, but I
9 support Procacci. Thank you.

10 PRESIDING OFFICER:

11 We're going to take a 15-minute break,
12 and we will start again at 2:45.

13 SHORT BREAK TAKEN

14 PRESIDING OFFICER:

15 Our next speaker is Pat Gillespie? Mr.
16 Gillespie? I'm sorry. Our next speaker is Mr.
17 Gillespie.

18 MR. GILLESPIE:

19 Thank you very much. And thank you for
20 your attention to this matter. Philadelphia
21 desperately needs a casino, a second casino. We need
22 the revenues. We need all the accoutrements that it
23 brings. And I'm here on behalf of the Wynn
24 contenders, although I will say that I'm a dear friend
25 of Blatstein's, and he would be my second choice.

1 But my first choice, of course because
2 of its size and its scale, is the Wynn project. Their
3 idea about the riverfront and the synergy that putting
4 a casino like Wynn's there will be very advantageous
5 for the construction industry. Oh, by the way, that's
6 who I work for. I'm the manager of the Construction
7 Unions in Philadelphia, and Wynn is by far the largest
8 construction project. He also happens to have done
9 this a few times before, which is always helpful. And
10 he also happens to have a plan that he can just fit
11 right in.

12 And despite what The Inquirer said about
13 the design, I think it's wonderful. And I think
14 opinion of design should just be vested with each
15 individual, not necessarily --- we shouldn't take as a
16 guide what Saffron says about it.

17 So, nonetheless, the building trade
18 unions are wholeheartedly behind the Wynn project. We
19 would hope --- oh, and the most important item about
20 the Wynn project, he's got the dough. He doesn't have
21 to go anywhere else. He's got the money. He's got
22 the authorization from his publicly-traded company
23 Board of Directors to spend upwards. Now, this is
24 where it gets a little dangerous because when you
25 start telling union guys that they have a pile of

1 money, we always want to get our share. So I imagine
2 the pile that he's told me he has, it's much bigger
3 than that. But he's advised us that he has upwards of
4 \$850 million to put there on Allegheny Avenue and the
5 river. So, that's very, very impressive. And we
6 won't have the catastrophe that we had the last time
7 with what we were trying to do with --- down on Reed
8 Street and the river. There's some wonderful people
9 there. As a matter of fact, one of those guys now
10 owns a piece of The Inquirer. So, we don't have those
11 kind of guys around anymore. We now have Wynn, who's
12 in the business and knows how to make money in the
13 business and knows how to treat their employees very
14 well. So the building trades wholeheartedly endorse
15 the Wynn project. And again, I want to thank you for
16 being here, for paying attention to this issue, and
17 for seeing to it that Philadelphia gets its fair
18 share. Thank you very much.

19 PRESIDING OFFICER:

20 Thank you. Harris Schwartz?

21 MR. SCHWARTZ:

22 How are you doing? My name is Harris
23 Schwartz. I'm a managing partner of a small
24 residential real estate development company here in
25 Philadelphia. I want to first thank the Gaming

1 Control Board for coming and hearing what the public
2 has to say. I think it's really important to get some
3 input on such a large endeavor that's about to happen
4 in Philadelphia.

5 To be honest, when I first heard there
6 was going to be a new casino built in Philadelphia, my
7 initial thought was that's a really bad idea. I came
8 to that conclusion because I saw what happened with
9 the first casino in Philadelphia, and it was a
10 tremendous lost opportunity. The SugarHouse, as it
11 stands now, is a gaming hall. People get shipped in
12 to gamble, they get shipped out, and that's it. There
13 was, I guess, promises made and some phases that have
14 not yet to be built. But again, I just think that was
15 as tremendous missed opportunity. But then I came to
16 the realization that nobody really cares if I think
17 it's a bad idea; there's going to be another casino
18 built anyway.

19 So, I decided to look at what would
20 benefit me most as a residential real estate developer
21 in picking the applicant who would get the second
22 gaming license. And I realized that what I need and
23 what the city needs are kind of going hand-in-hand.
24 The city wants to create more revenue. And if more
25 revenue is brought into the city, there are more jobs.

1 People are buying houses. Hopefully, they buy some of
2 mine that I build. So, I came up with a list of
3 things that I'm looking for in the new development.

4 Obviously, this large development needs
5 to spur development in that area. It needs to have
6 that neighborhood get developed and neighborhoods
7 surrounding that area get developed. It needs to be
8 built in one phase, because we've seen what happens
9 when developments have second phases and third phases.
10 They just sometimes don't get built.

11 Another is that it needs to be way more
12 than just gambling. It needs to have restaurants and
13 retail and commercial components. And people have to
14 come to this development not to gamble, to maybe come
15 eat dinner or go to a nightclub or do something like
16 that.

17 And the last and probably the most
18 important is we need to have a trusted developer. We
19 need somebody who knows Philadelphia, and we need
20 somebody who has shown they know how to take a
21 neighborhood that might be down on its luck and turn
22 it into an unbelievable prosperous area. And when I
23 look through this and I look through the different
24 applicants, all of them are tremendous, but I really
25 came up with one that stands out, and that's Bart

1 Blatstein's Tower Development, The Provence.

2 The Provence, if you just look at the
3 structure, is a marvel. It would not only be a gem to
4 have in Philadelphia, but it would be a national
5 attraction. People would come in to just go to The
6 Provence. They want to see it, the architecture, the
7 retail, rooftop, everything. It's absolutely amazing.
8 And unlike some of the other applicants, it's close
9 enough to the city where, if somebody is staying in
10 another hotel in Philadelphia, they can just take a
11 walk down Broad Street and go eat or go, you know, go
12 shop, you know, and vice versa. Somebody staying in
13 The Provence can go and they can walk into Center City
14 and they can spend some of their money in the local
15 establishments, which would obviously help out the
16 city spread some of that money out, not to put it in
17 the developer's pocket, put it in the city's pocket
18 and some of the other local merchants.

19 Now, let's talk about Bart Blatstein and
20 Tower Development. I think it goes without saying
21 that Bart's been one of the most influential
22 developers in Philadelphia in the last 15 years. His
23 track record of taking an area like Northern
24 Liberties, which ten years ago was a ghost town, it
25 was --- I mean, drug dealers, drug addicts and

1 criminals were the only people down there. Today
2 they're selling \$800,000 and \$900,000 houses down
3 there. Those people are paying taxes. Those people
4 are creating revenue. And if you look at Northern
5 Liberties, you can then look at Kensington and
6 Fishtown, where I do my work. Those areas are booming
7 now. And that really has pointed towards one man, and
8 that's Bart Blatstein.

9 So, finally, I just want to talk a
10 little bit about Philadelphia. I was born in
11 Philadelphia. I was raised in Philadelphia. After
12 college, I came back to Philadelphia. I own a home in
13 Philadelphia. And I do my work in Philadelphia. And
14 what I love about Philadelphia is that it's a
15 blue-collar, hard-working town. You really get what
16 you earn in Philadelphia. Nothing's really given to
17 you.

18 And listen, don't give Bart Blatstein
19 the second gaming license because he says so or, of
20 course, I say so. Give it to him because he's earned
21 it and he's shown that he's the best guy for the job.
22 Thank you.

23 PRESIDING OFFICER:

24 That is the last name that I have been
25 given of those who registered. Is there anyone here

1 who believed they registered to speak and I haven't
2 called your name? If so, raise your hand. Okay. I'm
3 going to read into the record those that did register
4 online but have not appeared today: Joe Ashdale
5 (phonetic), Francis Alston (phonetic), Dan Burnheim
6 (phonetic), Joseph Cordino (phonetic), Vincent Curtis,
7 William Deisey (phonetic), Brandon Dickson (phonetic),
8 Michael D. Fox, Jennifer Garcia, Walter Greenson
9 (phonetic), Dan Hasdo (phonetic), Dan Fulman
10 (phonetic), Brandon Jenkins, Deanna Johnson, Dr. Kevin
11 Johnson, Brian Johnston (phonetic), Owen Kamaharra
12 (phonetic), Wade King, Jerry Marx (phonetic), Robert
13 O'Dell (phonetic), Michael Rostin (phonetic), Greg
14 Shelter (phonetic), Joanna Small, Lawrence Steinberg,
15 Matthew Somers (phonetic), Jerry Valerie (phonetic),
16 Steve Waxman (phonetic) and Mary Gee (phonetic). Are
17 any of those individuals here?

18 With that, I thank you all for coming.
19 We will reconvene tomorrow morning, at 9:00 a.m., in
20 this space. Thank you.

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22 HEARING CONCLUDED AT 3:00 P.M.

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CERTIFICATE

I hereby certify that the foregoing proceedings,
hearing held before Officer Lloyd was reported by me
on 5/8/2013 and that I Jazmin Arce read this
transcript and that I attest that this transcript is a
true and accurate record of the proceeding.

