

COMMONWEALTH OF PENNSYLVANIA

GAMING CONTROL BOARD

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IN RE: CATEGORY 2 SLOT MACHINE LICENSE APPLICATIONS

IN THE CITY OF PHILADELPHIA

* * * * *

PUBLIC HEARING

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

HEARING: Thursday, April 11, 2013
9:06 a.m.

LOCATION: Pennsylvania Convention Center
1101 Arch Street
Room 204
Philadelphia, PA 19107

Reporter: Nicole Montagano

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PRESIDING OFFICER:

Good morning, everyone. If you could, please take your seats, we're going to get started shortly. My name is Linda Lloyd, and I'm the Presiding Officer of 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 could please turn off or vibrate your cell phones and all your other electronic devices, so we can hear what everybody has to say here today.

As the Presiding Officer, I call to order this public input hearing, Category 2 applicants, Casino Philadelphia, Market East Associates; Casino Revolution, PHL Local Gaming, LLC; Hollywood Casino Philadelphia; Gaming Ventures, LLC; The Provence, Tower Entertainment, LLC; Stadium Casino, LLC and Wynn Philadelphia, Wynn PA, Incorporated.

Today's date is Thursday, April 11th, 2013. The time is 9:06. And the location is Pennsylvania Convention Center, Room 204, 1101 Arch

1 Street in Philadelphia, PA, 19107.

2 This public input hearing is convened by
3 the Gaming Control Board pursuant to and is required
4 by Section 1205(d) of the Gaming Act and the Board's
5 regulations at 58 Pa.C. 441a.6. The Board members
6 present for the hearing are, to my immediate right,
7 Chairman Bill Ryan, Commissioner John McNally,
8 Commissioner Jim Ginty. And at the end we have
9 Jennifer Langan, the representative for Treasurer
10 Robert McCord. And to my left, we have Commissioner
11 Ann Marie Kaiser, Commissioner Tony Moscato,
12 Commissioner Keith McCall and Commissioner Greg Fajt.
13 Wow, it's too early in the morning.

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

23 If you could begin your remarks, if you
24 are speaking, by stating your name and the
25 municipality where you reside. And if you are

1 speaking on behalf of an entity, who you are speaking
2 on behalf of. All speakers should have signed in at
3 our registration table out in front of this room, and
4 signed the oath at the registration table that you
5 will, if you're presenting any factual information,
6 telling the truth, the whole truth, et cetera. So, if
7 you have not done so, please do so now.

8 To assist all of you who are speaking
9 adhere to your time limit permitted, we have an
10 electronic clock up here right in front of me. The
11 light will show green when --- and red and then --- or
12 yellow and then red. When the light turns green, your
13 time has started. And when the light turns yellow,
14 you will have 30 seconds left, so please, at that
15 point, wrap up your comments. And when the light
16 turns red and beeps, please stop speaking and take
17 your seat so the next person can have their
18 opportunity.

19 If anybody has any questions during the
20 course of the hearing, we have staff out front at the
21 registration table, they'd be happy to try to answer
22 your question.

23 I'd also like to remind everyone, if you
24 choose, you can submit written comments, that will be
25 included as part of the evidentiary record of this

1 input hearing. Written comments may be an
2 alternative to testimony today or in addition to. And
3 you can submit them, again, to our staff or you can
4 submit them online or mail them to the Gaming Control
5 Board Secretary. We will be accepting written
6 comments until the close of business on September
7 30th, 2013, so you have time.

8 If you are a speaker today and have
9 written notes or testimony, when you are finished, if
10 you would give a copy to the court reporter, which I
11 believe she is over here to the right, sitting up
12 here. She would appreciate that. It will be of help
13 to her, if you do. If you don't, that's fine.

14 A copy of the Code of Conduct for a
15 Public Hearing was available on our website and as you
16 enter the room. I expect that all attendants today
17 will adhere to this Code of Conduct and it will be
18 enforced. Many opinions, positions and viewpoints
19 will be shared today and we would like to hear them
20 all, so I respectfully request your assistance in
21 complying with the rules as a courtesy for each
22 speaker. And for the court stenographer, so we have a
23 clear record of what everybody said today.

24 And if there are members of the media
25 here today, we ask that you follow the same rules and

1 that you don't interfere with the speakers. And if
2 you're conducting any interviews, please do it outside
3 of the hearing room.

4 Before we begin with the testimony, I'm
5 going to give a brief description of each proposed
6 project. On February 12th, 2013, each applicant had
7 the opportunity to present a public presentation of a
8 proposed project. These presentations were streamed
9 live for the Board's website and are currently
10 available on our website for viewing. In addition, a
11 public version of each application and other
12 information are available on our website as well. And
13 will continue to remain available through this
14 process. And I believe there are also visual display
15 out front of nutshells of each project.

16 The first proposed project is Casino
17 Philadelphia, Market East Associates owned by the
18 Goldenberg Group of Blue Bell and is to be located at
19 8th and Market Streets. It is proposed to include
20 2,630 slot machines, 106 table games with four levels
21 of underground parking of approximately 750 spaces at
22 a cost of about \$465.9 million. Representatives here
23 today on behalf of Casino Philadelphia are Colin Jones
24 and David Mecuris.

25 Casino Revolution owned by PHL Local

1 Gaming, LLC is to be located at 3030 --- 3333 South
2 Front Street and Packer Avenue. It is proposed to
3 include 2,000 slot machines, 85 table games in about
4 approximately 157,850 square feet of space, 250 hotel
5 rooms at a cost of \$367 million. The representatives
6 here today on behalf of Casino Revolution are John
7 O'Riordan, VP of Community Relations; Director John
8 Burke and George Binck, the VP of Administration.

9 Hollywood Casino Philadelphia owned by
10 PA Ventures, LLC is to be located at 7th Street and
11 700 Packer Avenue. It is proposed to include 2,050
12 slot machines, 82 table games in about 100,000 square
13 feet of space with 3,500 parking spaces at a cost of
14 approximately \$480 million. The representatives here
15 today on behalf of Hollywood Casino Philadelphia are
16 Alex Stolyer and Carl Sottosanti.

17 The Provence owned by Bart Blatstein,
18 Tower Entertainment, LLC is to be located at 400 North
19 Broad Street and Callowhill. It is proposed to have
20 3,000 slot machines and 150 table games and about 120
21 (sic) square feet of space with 125 hotel rooms and
22 about 60,000 square feet of shopping space at a cost
23 of approximately \$700 million. The representatives
24 here today on behalf of The Provence are Bart
25 Blatstein and Michael D. Fabius.

1 Stadium Casino, LLC owned by the Cordish
2 Company and Parx is to be located at 900 Packer Avenue
3 and 9th Street. It is proposed to have 2,000 slot
4 machines, 125 table games in 200,000 square feet of
5 space, along with 240 hotel rooms and 2,500 parking
6 spaces at a cost of about \$400 million. The
7 representatives here today on behalf of Stadium Casino
8 are Jim Doherty and Alan Kohler.

9 Wynn Philadelphia owned by Wynn PA, Inc.
10 and Wynn Resorts is to be located at 2001 Beach Street
11 and 2001 - 2005 Richmond Street. It is proposed to
12 have 2,500 slot machines, 100 table games and 150,000
13 square feet of space with 300 hotel rooms at a cost of
14 approximately \$897 million. The representatives here
15 today on behalf of Wynn are Michael Britt, the VP of
16 Community and Government Affairs; Annie Allman, the
17 Director of Development and Frank DiGiacomo from Duane
18 Morris.

19 These are the six projects about which
20 we will hear public input today. And we will get to
21 that right now. I believe first up is Market East
22 party. And there are two podiums, one on each side.
23 Whichever one is the closest to you, just go to speak.
24 Thank you.

25 SENATOR FARNESE:

1 Good morning. Chairman Ryan, Board
2 Members. This is on; correct?

3 PRESIDING OFFICER:

4 Yes.

5 SENATOR FARNESE:

6 Good morning, Chairman Ryan, Board
7 Members. Give a special welcome to the Board and
8 Chairman. Welcome to Philadelphia and welcome to the
9 1st Senatorial District. I'm pleased to have the
10 opportunity to provide this input in connection with
11 the selection process for Philadelphia's second
12 Category 2 Gaming License. Although we are only
13 partway through the licensing process, the Board has
14 done an excellent job of making it more open and
15 accessible to the general public. I thank the Board
16 for acting on my suggestions, such as scheduling an
17 additional hearing in South Philadelphia, and I'm
18 confident the Board will give serious consideration to
19 all the testimony it receives in these hearings. The
20 process is important, far more than just the sake of
21 openness. I believe a more accessible process will
22 help the Board gather the information it needs to
23 choose the best project for the city, the
24 neighborhoods and the Commonwealth.

25 As you may know, all six applicants, and

1 I underscore that, all six applicants have proposed
2 projects within my Legislative District. The Board
3 will have a hard decision to make choosing among those
4 applicants. Each of them brings a unique team and
5 unique vision to the table. I am glad they want to
6 invest here in the City of Philadelphia and in the 1st
7 Senatorial District. At this stage of the process, it
8 would be difficult, if not unfair, to choose a
9 particular favorite. I can, however, offer my
10 suggestions about the questions you should focus on
11 and the meaning of many selection factors in the Act.

12 My testimony today, therefore, will
13 cover three broad areas. Number one, over all
14 economic impact. Number two, community impact on the
15 host neighborhoods. And finally, sustainability of
16 the applicants.

17 The first, overall economic impact of
18 the project. Each of these facilities will have a
19 profound economic impact in my district, as well as
20 the entire city and Commonwealth. If only the mandate
21 you have was to generate gaming revenue from wages,
22 the Board's decision would be relatively easy. Fill
23 the biggest box you could and put in as many slots and
24 tables as you could and open the doors for business.
25 However, the objectives for gaming go far beyond

1 direct revenue. There are many goals listed in the
2 Act, found specifically at Section 1102 of the Act.
3 In addition to revenue and tax relief, these include
4 economic opportunities and the creation of skilled
5 jobs, economic development opportunities, furthering
6 development of the tourism market and, of course,
7 broad economic opportunities to the citizens of this
8 Commonwealth. Philadelphia's history and many of its
9 public assets create the potential for this new casino
10 to be a truly unique feature in the city's landscape
11 and a stand-out among the highly successful casinos
12 around the state.

13 I believe the Board should give
14 preference to the project that best leverages
15 Philadelphia's public and cultural assets to create a
16 multifaceted facility. What does that mean? Well,
17 it's the casino itself and its context in which you
18 place it. First is the casino itself. Will the
19 project have features in addition to gaming that
20 support economic --- sorry, employment, economic
21 development and tourism? That means things like new
22 hotel development, rooms, restaurants, spas, retail
23 outlets and entertainment venues. Not only will these
24 features generate revenue, but they will create much
25 needed jobs. Every applicant has proposed a project

1 with a variety of economic drives. I suggest the
2 Board look closely at each element of the project, not
3 as an afterthought but as a quantifiable integral part
4 of the economic impact.

5 Second is the context. Where is the
6 casino going and what is it happening around it? Will
7 the project transform vacant property or reinvigorate
8 land with a better use than it currently has? Will it
9 support, so-called, spinoff development around the
10 casino? Will it be attractive to tourists and
11 conventioners bringing in new money from outside
12 Pennsylvania? If so, how much? I know the city's
13 Commerce Department will be taking a detailed look at
14 the economic impact of each of these facilities. I
15 hope the Board gives these opinions serious
16 consideration.

17 As a related issue to creating a unique
18 facility is the issue of facing. If something works
19 well, there's an opportunity to make it bigger. We
20 should all get behind them. I don't believe, however,
21 that we should support a project with only --- which
22 only fulfills its promise at some undetermined point
23 in the future or never. Looking at the failed starts
24 in the past, there might be a temptation to pick a
25 project that is seemingly lower risk on its face, but

1 in the long run failed to create that unique facility
2 possible in this licensing opportunity. I hope the
3 Board carefully considers this and makes sure that the
4 promises are kept as a condition of the license.

5 Finally, on the issue of economic
6 impact, there has been much public discussion about an
7 applicant which pledges to donate money to the city
8 through a nonprofit. I applaud those officials who
9 have promoted this discussion because it serves an
10 important purpose. It highlights the fact that gaming
11 is a much needed source of revenue for the city.
12 However, we already get local share money, as you
13 know, directly to the school district and the city's
14 General Fund. Since it opened in September of 2010,
15 SugarHouse has generated over \$21 million for the city
16 and schools through local share assessment alone. Over
17 the last year, just 220 of SugarHouse's 1,600 slot
18 machines generated \$1 million of that local share.
19 What that means is that the extra money promised
20 through a nonprofit might easily be equal or exceeded
21 by another applicant's facility with only a few more
22 slots or tables under the existing law.

23 I share the concern about the future
24 finances of our city and school system. I believe
25 those financial goals and others can best be served by

1 looking at the overall economic impact from each of
2 these six proposals from every angle and not just the
3 structure of the deal.

4 Two, the economic impact. In addition
5 to economic impact, the Board should also consider the
6 impact on the proposed neighborhoods. And I'm sorry,
7 this is the community impact portion. The community
8 impact. In fact, Section 1329 of the Gaming Act
9 specifically mentions community support or opposition
10 in the licensing process. Well, that section refers
11 to the relocation of an existing license. Community
12 support is equally important, equally important, as
13 you consider this initial decision.

14 The three things I'm hearing from most
15 of my constituents this time around concerns about
16 crime, congestion and community benefits. We are
17 fortunate that our first casino, SugarHouse, has been
18 a financial success in a good neighborhood. Local
19 police officials will tell you that overall crime has
20 actually decreased around SugarHouse despite some
21 isolated incidents. Crime has been controlled by
22 using cameras, lighting, increased vigilance and a
23 small but focused unit of police. The Board should
24 make sure that applicants in this process create and
25 carry out a comprehensive security plan to make sure

1 that patrons and neighbors can remain safe.

2 More so than crime, the most concern I'm
3 hearing about is congestion, or the effect of
4 additional casino traffic. I would point out the
5 Board that traffic studies are also specifically
6 mentioned in Section 1329 of the Act. A casino that
7 is easily accessible and works well in the
8 neighborhood will be a financially profitable one.
9 The Board should require that applicants' traffic
10 studies are up-to-date and reflect realistic traffic
11 patterns. They should also consider the impact of new
12 traffic on existing nearby activity. I'm sure that
13 the testimony presented by the city and by the many
14 neighborhood groups will speak directly to this point
15 in much more detail.

16 A third concern is community benefits.
17 The school district and city receive direct revenue
18 from casinos. The host neighborhoods also deserve a
19 dedicated share of casino benefits. Along those
20 lines, the issues raised by most constituents are
21 local hiring and neighborhood funding. I encourage
22 applicants to hire from the surrounding neighborhoods
23 for both temporary construction jobs and permanent
24 employment. SugarHouse successfully made a commitment
25 to local hiring. Our next casino should be no

1 different.

2 When SugarHouse held its first job fair
3 almost three years ago, nearly 15,000 people showed up
4 for less than 1,000 openings. People want to work and
5 there's no better place to look for employees than in
6 your own backyard.

7 In addition to hiring, neighborhood
8 funding has also been a concern. Local funding can
9 take on many forms, whether it's renovating a
10 neighborhood park, cleaning nearby streets or
11 supporting the many vital programs that take place in
12 the community. At SugarHouse, the Penn Treaty Special
13 Services District was created to fulfill that role
14 through a Community Benefits Agreement. Philadelphia
15 also has other specifically funded districts that have
16 been in operation for years, such as the University
17 City District and the Sports Complex Special Services
18 District. All these can serve as models for the
19 future.

20 I know that the six applicants here
21 began the process of reaching out to neighborhoods and
22 community groups a month ago --- months ago. I'm glad
23 I can assist with those discussions. I encourage each
24 of them to develop a structure of community benefits
25 that is tailored to local needs, conduct regular

1 elections from the community and has oversight but not
2 control, but not control, by local officials. Most
3 important, community benefit should be responsive
4 first and foremost to the citizens and residents who
5 live in those casino neighborhoods.

6 Three, suitability of the applicants.
7 This final issue, suitability of the applicants, a
8 phase in the process we are only just beginning. The
9 Act uses phrases like financial fitness and
10 operational viability. In short, that means that the
11 Board needs to look closely at who will fund, who will
12 build and who will operate the casino. As I said
13 earlier, each of these applicants brings a unique team
14 to the table. Many of whom have national or
15 international experience. Beyond the mere financials,
16 I hope the Board also takes into consideration the
17 track record of applicants who have a history of
18 developing Philadelphia projects. An applicant that
19 understands this market and how to operate here will
20 surely be successful.

21 As the Board moves through this
22 suitability phase, much of the vetting will be
23 confidential and complex. However, I urge the Board
24 to continue its trend of openness and err on the side
25 of public access as this phase of the process

1 continues. I expect to have additional comments
2 before the close of the record as we learn more about
3 each of these projects.

4 Again, I thank the Board for the
5 opportunity to testify here today. Thank you.

6 PRESIDING OFFICER:

7 Thank you. Our next speaker is Alan
8 Greenberger.

9 DEPUTY MAYOR GREENBERGER:

10 Good morning, Chairman Ryan, Members of
11 the Board. I'm Alan Greenberger. I'm Deputy Mayor
12 for Economic Development for the City of Philadelphia.
13 Today I want to offer testimony on behalf of the city
14 summarizing our efforts to better understand and
15 evaluate each of the six proposals before you and
16 outlining our process for the next several months, up
17 through your issuance of a license. Multiple copies
18 of our testimony was just handed to your Chief Counsel
19 to make available to the Board.

20 The city is supportive of a second
21 Casino License in Philadelphia, as we believe that a
22 second casino will have a significant impact on the
23 city and region in terms of job creation and revenue.

24 We intend to provide constructive and meaningful
25 input throughout the Pennsylvania Gaming Control

1 Board's evaluation of the six applicants. I want to
2 personally thank --- take the opportunity to thank
3 this Board and staff for the productive relationship
4 we've enjoyed to date.

5 It's our goal to analyze each of the
6 casino proposals as carefully as possible to determine
7 which represent the greatest benefit to the citizens
8 of Philadelphia. We'll rely on an open exchange of
9 information and ideas with each of the six applicants,
10 as well as transparent process for community
11 participation to push the proposals to their highest
12 potential. Our final recommendations will rely on a
13 fair and thorough assessment of the proposals using
14 the following criteria.

15 First, the economic impact of gaming
16 activities and associated nongaming activities,
17 measured in terms of job creation, revenue and the
18 potential to spur additional economic development in
19 the surrounding neighborhoods.

20 Second, the effect on surrounding
21 residents and businesses, including issues related to
22 transportation, infrastructure, public safety and
23 incremental social impacts.

24 And third, the degree to which the
25 proposals' design enhance its surroundings and adds

1 positively to the image of the city.

2 The city has hired an economic
3 consultant to assist in reviewing the financial
4 proposals from each of the six applicants. Our
5 consultant's scope of work is primarily aimed at
6 analyzing each of the proposals' revenue and
7 performance projections to verify that they're within
8 industry standards. We have also asked our consultant
9 to normalize all of the spending and revenue figures
10 proposed by each applicant so the city is more easily
11 able to compare projected direct and indirect
12 financial impacts to the city. Our consultant will
13 also attempt to quantify the impact that a second
14 casino will have on the city's existing casino, the
15 SugarHouse Casino, and assess whether or not some
16 proposals more significantly affect SugarHouse's
17 revenue than others. Because the city would be
18 receiving host fees from two casinos, it's in our best
19 interest to look at aggregate tax revenue generated by
20 both casinos and not just assume that the proposed
21 revenue increases from a new casino will be combined
22 with current revenues generated by SugarHouse. Based
23 on historical economic data throughout the state and
24 region, SugarHouse is likely to experience at least
25 initially some level of flat or decreased revenue when

1 a second casino opens in Philadelphia. With our
2 consultant, we hope to attempt to understand if any
3 casino more disproportionately impacts SugarHouse's
4 revenue. If we can discern this type of trend, it
5 will be in the city's best interest and likely the
6 state's best interest to push for the selection of
7 those casino proposals which offer the best chance of
8 increasing the aggregate revenue within the City of
9 Philadelphia.

10 Consistent with this approach, the city
11 will closely study the nongaming activities connected
12 to each proposal, since these activities will also
13 generate revenue of the city and the state. All the
14 applicants are proposing nongaming activities, so the
15 city will be working with our consultant to evaluate
16 each program to determine the likelihood that one or
17 more of them will produce higher aggregate tax
18 revenues to the city and state.

19 As mentioned earlier, a second Casino 2
20 Slot Machine License in Philadelphia will also have a
21 significant impact on Philadelphians and the
22 neighborhoods surrounding the successful proposal.
23 For this reason, the city is extremely interested in
24 listening to what citizens of Philadelphia have to say
25 about these proposals.

1 This process of community input has
2 already begun. Last month the Philadelphia City
3 Planning Commission staff hosted three open house
4 public events to share information and to solicit
5 comments. On the evenings of March 26th, 7th and 8th,
6 the city hosted evening events at Lincoln Financial
7 Center in South Philly, the Center for Architecture in
8 Center City and the Painted Bride Performing Arts
9 Center in Old City respectively. At these events,
10 Planning Commission staff presented uniform
11 information and visuals related to each of the six
12 casino proposals and encouraged the public to provide
13 comments, ask questions and fill out surveys. These
14 events were intentionally informal in nature in order
15 to promote the most honest discussions possible with
16 no agenda on the part of the Planning Commission
17 staff, other than to listen. I, myself, attended each
18 of them.

19 Simultaneous to the start of the open
20 house public meetings, the city published the
21 information available at these open houses on the
22 Commission's website, the Planning Commission's
23 website, and encouraged visitors to take online
24 surveys similar to the survey available at the open
25 houses. The online survey was available from March

1 26th through April 9th. The Planning Commission's
2 website will continue to maintain updated summary
3 information of each casino proposal and will provide
4 an e-mail link to the public to continue to offer
5 comments to the Planning Commission. Additionally, as
6 the six applicants modify their proposals, the city
7 will continue to update and engage the public to
8 ensure as many opinions and comments are considered by
9 the city throughout the process.

10 The city's community outreach consultant
11 tabulated the input received to date, which included
12 the participation of close to 500 individuals.
13 Although comments and suggestions varied, common
14 themes developed around parking, traffic, public
15 transportation and the impact on surrounding
16 communities. The city will be examining each of these
17 themes for all six applicants during the upcoming
18 months.

19 With respect to traffic and
20 transportation, the city's goal throughout this
21 process will be twofold. First, to understand which
22 adverse effects can be mitigated. And second, to
23 understand the magnitude of those traffic congestion
24 issues that cannot effectively be mitigated. The City
25 of Philadelphia Streets Department had been invited by

1 PennDOT to jointly review traffic issues along the
2 Board's --- along with the Board's traffic consultant,
3 Orth-Rodgers and Associates. The Philadelphia Streets
4 Department will provide feedback directly to PennDOT,
5 who will be reporting directly to the Board. Beyond
6 providing information to the Board and PennDOT, the
7 city may also provide information to this Board
8 independently in situations where the city may have a
9 unique interest not shared with PennDOT or a
10 particular issue of concern worthy of emphasis. These
11 unique issues could be items such as the treatment of
12 the 15th Street Bridge beneath the proposed Provence
13 Casino, the timing of the reconstruction of Interstate
14 95 near the Wynn proposal, ADA related pedestrian
15 issues surrounding Market 8 or sporting event traffic
16 in the vicinity of the Stadium District which could be
17 exacerbated by any of the three South Philadelphia
18 proposals.

19 Because Philadelphia has had a casino
20 since 2010, we have over two and a half years of
21 history and information to help us understand some of
22 the challenges that casinos bring. Although, we have
23 not seen a spike in crime as a result of SugarHouse
24 Casino, we are working with the city's police
25 department to determine whether or not any of the

1 proposed locations are more likely to result in
2 increased crime based on attributes unique to each of
3 those locations. Similarly, the city and its
4 operating departments will study each of the six
5 locations to determine whether or not the existing
6 environments surrounding each location are more likely
7 to contribute to incremental social issues beyond
8 other locations.

9 Design matters. The Philadelphia
10 Planning Commission has begun studying available
11 information for each of the proposals. Once a site
12 has been selected by the Gaming Control Board, the
13 city will need to formalize a review we are currently
14 undertaking to grant all of the necessary approvals to
15 construct and operate a casino. One of the first
16 steps in this process will be to change the zoning of
17 the selected license --- licensee to an Entertainment
18 or Special Purpose District. This zoning designation
19 will require an approved master plan for the site
20 which incorporates the requirements for Special
21 Purpose Entertainment Districts related to height,
22 use, parking, design, landscaping, public art and
23 other similar requirements. With an eye toward many
24 of these requirements, the Planning Commission staff
25 will be requesting additional information from each of

1 the six applicants in the next few weeks. During the
2 next few months, the Planning Commission staff hopes
3 to engage each of the development teams to discuss how
4 their projects can adhere to the design requirements
5 of the Zoning code, which is a new code that went into
6 effect last August. The goal throughout this process
7 will be to improve the design of each of the
8 proposals, leading to better projects and a more
9 focused approval process once the Category 2 Slot
10 Machine License is issued. The approval process
11 required by the Special Purpose Entertainment District
12 will require, among other things, Planning Commission
13 review and a public process before both the Planning
14 Commission and the Philadelphia City Council.

15 Before concluding, the city would like
16 to commend this Board for their effort to involve the
17 Philadelphia community in this process. Undertaking
18 the initial applicant presentations on February 12th,
19 conducting these public hearings today and tomorrow,
20 conducting more public hearings at Lincoln Financial
21 Stadium on May 8th, all here in Philadelphia,
22 demonstrate a focus on the community that matters most
23 in this process. The people of this city are
24 extremely interested in this process and are paying
25 very close attention to everything that happens.

1 Providing opportunities to the public to participate,
2 particularly here in Philadelphia, brings a level of
3 integrity and transparency to this process that is
4 critical to its success. The city is extremely
5 grateful to the Board for its efforts in this regard
6 and look forward to continuing the dialogue with the
7 Board and continued dialog between the Board and the
8 citizens of Philadelphia. Thank you very much.

9 PRESIDING OFFICER:

10 Thank you. Next we have Representative
11 Michael Sturla.

12 REPRESENTATIVE STURLA:

13 Thank you. And Members of the Gaming
14 Board, thank you for the opportunity to testify before
15 you here today. I'm here today as a citizen of
16 Lancaster, Pennsylvania and a member --- and a citizen
17 of the State of Pennsylvania. By way of background,
18 in my day job, I am a member of the Pennsylvania House
19 of Representatives. As a legislator, I voted to help
20 create the industry of gaming in the State of
21 Pennsylvania because of the potential that gaming had
22 to the economy of Pennsylvania. As you know, since
23 the opening of the first casino in November of 2006
24 through June of 2012, the gaming industry has brought
25 in \$6.2 billion in tax revenue, more than what was

1 originally estimated. In the past fiscal year alone,
2 it generated nearly \$1.5 billion in taxes and casinos
3 employed 16,000 people and purchased goods and
4 services from other Pennsylvania businesses.

5 In addition to providing significant new
6 revenues for property tax relief and wage tax
7 reduction, the original intent of the legislation was
8 also for economic development and opportunities, an
9 enhancement of tourism market, including year-round
10 recreational and tourism locations in Pennsylvania.

11 I believe my background in environmental
12 design and architecture, which is what I was --- went
13 to college for and was trained in, helps me to
14 recognize why a Center City location is optimal for
15 Philadelphia's second casino license. Unlike many of
16 the existing gaming venues, and this is perhaps one of
17 my few criticism of the existing gaming industry in
18 the State of Pennsylvania to date, is that those
19 destinations have a tenancy to be islands unto
20 themselves and destinations unto themselves. The one
21 gaming proposal that is before you that gives you the
22 opportunity to revitalize and strengthen urban course
23 by becoming a destination within a destination.
24 There's an opportunity to raise the bar here. And to
25 that end, I believe the Market 8 proposal has the

1 opportunity to revitalize what was once a thriving
2 business district. The east Market Street corridor
3 represents, perhaps, the most concentrated one-mile
4 stretch of historic sites, retail options,
5 restaurants, hotels, cultural attractions and
6 transportation options in the county, actually in the
7 country. And because of its proximity, the Market 8
8 project has a remarkable opportunity to attract gaming
9 customers that are visiting the surrounding tourist
10 historic and cultural sites and vice-versa. Not to
11 mention the people who live and work in Center City
12 and can walk to the facility and others that can use
13 public transit to visit Market 8.

14 I also believe that Market 8 --- the
15 Market 8 proposal is the best casino site to leverage
16 the Commonwealth's nearly \$800 million investment in
17 the Pennsylvania Convention Center and gives
18 conventioners another reason to choose Philadelphia.
19 Those locations support --- this location supports the
20 Gaming Act's intended purpose to revitalize urban
21 course, spur economic development and maximize gaming
22 revenues. To that end, the Philadelphia Design Group
23 --- Design Advocacy Group stated, and I believe you've
24 probably seen this report, that the Market 8 proposal
25 is located at a multi-mobile transit hub would fill in

1 long underutilized high visibility site and would knit
2 together the historic district and convention center
3 and retail and business districts in Center City.
4 Before that, they said it merits in A. I would point
5 out that it was the only A that was given by the
6 Design Advocacy Group in Philadelphia.

7 I've also had the opportunity to see
8 firsthand how the partners of Market 8 operate. In
9 1998, the Goldenberg Group developed the Red Rose
10 Shopping Center in Lancaster, which brought to
11 Lancaster an investment of \$55 million that resulted
12 in 960 jobs. The planning and construction of the
13 development presented incredible challenges, both from
14 a traffic and an environmental perspective. But I can
15 tell you that the Goldenberg Group worked in close
16 partnership with all stakeholders to make certain that
17 any and all issues were adequately addressed and
18 ultimately resolved. The Goldenberg Group worked
19 closely with the city and PennDOT to address
20 transportation issues and cultivated a project that
21 continues to be successful today, producing jobs and
22 increased tax revenue for both the city and the school
23 district.

24 Lancaster had a similar successful
25 experience with the Market 8 partner, David Aldeman's

1 Campus Apartments. Campus Apartments built and runs
2 Campus Crossings, College Row, a \$35 million student
3 off-campus housing development at Franklin and
4 Marshall College in Lancaster. American School and
5 University Magazine called Campus Crossings, quote,
6 the cornerstone of future growth for Franklin and
7 Marshall. And I can tell you, it has not only done
8 that but at shops, restaurants and apartments that now
9 house 400 Franklin and Marshall students have
10 transformed the character of Harrisburg Avenue, a once
11 unsightly, neglected former industrial corridor and
12 made it a vibrant place that helped the college
13 fulfill its residency goals.

14 Members of the Pennsylvania Gaming
15 Control Board, I respectfully submit to you that the
16 Market 8 is the clear choice for Philadelphia's second
17 Category 2 License for several reasons. It has the
18 prime location that is visible and accessible. It
19 will leverage and enhance Philadelphia's celebrated
20 tourism industry. It has the ability to maximize
21 gaming revenue from the existing market and grow that
22 market through its unique opportunity to drive
23 economic development. By virtue of its location, it
24 will leverage the Commonwealth's investment in the
25 Pennsylvania Convention Center. And the partners who

1 are backing the project have a proven track record of
2 being able to execute on challenging projects and
3 deliver quality results.

4 I will tell you it is uncharacteristic
5 of me to weigh in on projects in other legislative
6 districts even though as a legislator I supported the
7 gaming industry in Pennsylvania. But as a citizen of
8 this state, I believe it's important for all
9 Pennsylvanians that we get it right with the few
10 options that we have left. I don't give my
11 endorsement easily, but for me Market 8 is a clear
12 winner. Thank you for your time.

13 PRESIDING OFFICER:

14 Thank you. We are going to move on with
15 comments from individuals and community groups. And
16 again, I remind you if you registered to speak, you
17 must sign in at our registration table or I will not
18 have your name to call. You need to sign in at the
19 sign-in table. So, we will begin with Jimmy Cade.
20 And I will apologize ahead of time if I mispronounce
21 somebody's name. And that probably will happen. Is
22 Mr. Cade here?

23 MR. CADE:

24 Good morning, Board. My name is Jim
25 Cade. I'm a lifelong resident of Philadelphia of 65

1 years, and that's why I feel I should be involved in
2 my comments on this proposal. I would like to read
3 the letter that I submitted in writing, so that it
4 will be recorded orally on record.

5 The Pennsylvania Gaming Control Board,
6 attention Board Secretary, P.O. Box 6960, Harrisburg,
7 PA, 17106. Reference, reissue of Philadelphia Casino
8 License. I am writing this letter to be submitted
9 along with my oral testimony at the PGCB Board hearing
10 for a public input in the reissuing process of the
11 Category 2 Gaming License designated for Philadelphia.

12 This process being necessitated by the
13 fact that the original group to receive the license,
14 the Foxwoods Group, faced intense opposition from the
15 community that was in close proximity to the proposed
16 site. There were serious traffic congestion concerns
17 affecting already established commerce in the area,
18 and last but not least, securing financing that did
19 not occur.

20 It is very rare in the real world that a
21 second chance is given to redo and attempt to get
22 right decisions that hindsight says could have been
23 better thought out and analyzed in coming to that
24 decision.

25 There can only be one best proposal, and

1 that proposal I feel is the one that deserves to be
2 issued the Category 2 Gaming License. The proposal
3 chosen should be based upon sound and realistic
4 business and financial planning, best marketing
5 potential, the correct demographic analysis of
6 potential persons who will patronize the casino with
7 disposable income levels indicative of longer stays
8 and repeat visits to the casino in question.

9 It is only commonsense that for a casino
10 to be successful, it must consistently operate at its
11 full capacity and potential. This is inherently
12 important inasmuch as the tax revenues at the state
13 and local levels are calculated as a percentage of
14 gross receipts.

15 It becomes tantamount that the facility
16 and its location be designed and marketed as a
17 destination and reflective in the attraction and
18 ability to accommodate at the level that a patron
19 would expect to be afforded in a destination city such
20 as Philadelphia. For the proposed casino to achieve
21 maximum positive results/profits for its enterprise it
22 is important the facility is marketable on local,
23 national and international levels maximizing its
24 potential revenue. This can only happen if the
25 potential gambler believes it's worth the effort to

1 come.

2 It is, in my view, that after a thorough
3 review of submitted proposals that the one proposal
4 best meeting the objectives of this process is the PHL
5 Local Gaming, LLC. I have arrived at this conclusion
6 based on the following reasoning. Projected realistic
7 economic impact with a manageable debt service to make
8 the project a reality, not one of speculation and
9 grandeur that ends in bankruptcy and failure because
10 of wrong selection site and poor planning.

11 As stated in many business decisions, it
12 comes down to location, location, location. And the
13 site of the PHL is the prime location when considering
14 impact on the surrounding community. With its ease of
15 access to out-of-state patrons via I-95 and I-76,
16 proximity to the Walt Whitman Bridge and International
17 Airport, the former naval base that is now a major
18 generator and employer --- business generator and
19 employer. The marketing ability to attract many
20 patrons already in the area for the many events and
21 sports events at stadiums or workers looking to unwind
22 after a hard day's work at one of many companies
23 located at the naval base. The fact that a four-star
24 hotel will be onsite and opening when the casino opens
25 will allow those who decide to visit and stay will be

1 able to be accommodated on the expected level of a
2 destination traveler or a local person that just wants
3 to unwind and have a great stay-over experience or
4 weekend.

5 The principals of PHL are seasoned,
6 successful business people with over 100 years of
7 combined experience in establishing, running, managing
8 and growing their business and development interests.
9 I also would like to note PHL principals are local and
10 would have a greater, I feel, commitment and
11 understanding of the community as opposed to being
12 just another unit of a vast gaming empire.

13 It is with these facts in hand that if I
14 were a member of the Pennsylvania Gaming Control Board
15 and had charge of selecting the most viable proposal,
16 I would have to choose PHL. It is my sincere hope
17 that the PGB members will have the same insight,
18 vision, wisdom and honesty to make the right decision
19 and award the license to PHL.

20 I base my reference and input as a born
21 and concerned Philadelphia citizen of 65 years of age
22 having resided in Philadelphia all my life. I have
23 ran and owned a successful business for 41 years. I'm
24 president of the Lancaster Avenue West Business
25 Association. I have attended accounting and business

1 management courses on a secondary level. Sincerely,
2 Jim Cade, business owner and citizen.

3 PRESIDING OFFICER:

4 Thank you. Our next speaker is Steven
5 Bradley.

6 MR. BRADLEY:

7 Good morning. My name is Steven
8 Bradley. I'm the Chairman of African American Chamber
9 of Commerce. Members of the Pennsylvania Gaming
10 Control Board, thank you for the opportunity to speak
11 before you this morning. The second casino license
12 represents important economic opportunity for
13 minorities in Philadelphia and the Philadelphia
14 region. The African American Chamber is invested in
15 ensuring that the applicant selected works to maximize
16 these opportunities.

17 I stand before you today in favor of two
18 applicants, Market 8 project at 8th and Market and
19 Penn National Gaming. Market 8 Center City location
20 appeals to the chamber for a variety of reasons. It
21 accommodates our memberships in Center City. The
22 Golden (sic) Group has a track record of making
23 minority participation a priority in their development
24 projects. There is a strong minority investment group
25 in place. Their plans were impressive. Market 8 can

1 revitalize East Market Street and drive further growth
2 in what is arguably the city's most critical yet
3 underserved downtown corridor. The chamber's mission
4 is to spur economic development of African American
5 businesses by increasing business opportunity. This
6 kind of continued growth in and around Market Street
7 will support that mission.

8 The Goldenberg Group has an excellent
9 track record of ensuring minority participation in its
10 project and successfully transforming sections of the
11 city. As an example, Ken and his team developed
12 Parkwest Town Center in West Philly, an open-air
13 retail center in West Philadelphia. Before Ken and
14 his group partnered with West Philadelphia Financial
15 services Institute --- Institution, it was a blighted
16 area offering little to residents in that area. The
17 Goldenberg Group not only sit but exceeded minority
18 participation growth for that project. African
19 American contractors was hired, both as prime and
20 subcontractors. The Golden Group made sure that local
21 residents were hired and still worked with the unions
22 to get the project completed on time.

23 Previously there was little retail
24 services in that area. The development of Parkwest
25 Town Center provided a supermarket, a bank and other

1 outlets to provide goods and services for the
2 neighborhood. Besides delivering strong retail,
3 Parkwest Town Center filled a decade long retail void
4 in historically underserved West Philadelphia. It has
5 added 640 permanent jobs and a financial structure
6 that reinvests directly into the community. We have
7 been impressed by the strength of the minority
8 invested in Market 8.

9 Leaders from the community include Willy
10 Johnson, Bernard Smalley, Dennis Cook, Bill Miller,
11 Mary Lawton and Sheryl McKenzie (phonetic), who are
12 African American leaders in our community. These are
13 people who understand the dynamics of the African
14 American community and has created opportunities for
15 minorities and who have run businesses and built well.
16 Like our memberships, they are invested in seeing what
17 happens in the minority community and the city.

18 In addition, we strongly support Penn
19 National Gaming Hollywood Casino's proposal. It
20 serves the needs of our community by significantly
21 generating economic growth, creating thousands of jobs
22 and committing to partner with minority businesses in
23 the community. Penn National's state of the art
24 facility does more than just generate the one-time
25 economic spike followed by appearance of dwindling

1 returns and uncertainties. As one of the most
2 financially sound, stable, gaming companies in the
3 country, their resort casino continues to expand.
4 They work hard to attract local and out-of-town
5 customers through performance and representation.

6 Penn's proposal and sound record is one
7 that can be counted on the year benefit --- to yield
8 benefits in years to come. They should be
9 enthusiastically backed for their proposal. Like
10 Penn, they provide every opportunity to all members of
11 our community. Philadelphia's unemployment rate is
12 higher than Pennsylvania's and a large percentage of
13 those unemployed are African Americans and are out of
14 work compared to other demographic groups. Penn
15 National's proposal for a resort casino on Packer
16 Avenue will provide 2,000 medium-term construction
17 jobs and over 1,000 permanent long-term jobs. The
18 company has partnered with local organizations, such
19 as the African American Chamber of Commerce and agreed
20 to hold vending fairs and mentoring programs to ensure
21 that Philadelphia neighborhoods directly benefit from
22 the project's development.

23 I am confident that they are not empty
24 promises based on Penn's track record. The company
25 seeks to support minority and women owned or

1 disadvantaged businesses in a manner that is reflected
2 in the regions in which they operate. Currently 31
3 percent of Penn National's workforce are minorities
4 and 50 percent of them are African Americans. In
5 addition, Penn projects had created more than 4,000
6 jobs. All of which has had at least 29 percent
7 minority participation. Their efforts in minority
8 business practices has earned them national
9 recognition and numerous accolades. Penn has
10 accomplished these goals by repeatedly establishing
11 advisory groups and minority leaders where they
12 operate. They have a track record with the NAACP, the
13 Urban League and, of course, the African American
14 Chamber of Commerce. This type of outreach
15 demonstrates Penn's commitment to utilize existing
16 monetary, intellectual and human capital in local
17 communities as their facilities become operational.

18 Another striking component of Penn's
19 plan is their dedicated commitment to using a
20 significant portion of casino earnings to fund city
21 needs. The company has promised that two-thirds of
22 their cash flow from the Hollywood Casino go directly
23 to a nonprofit designated to build --- fund education
24 and the city's pension. This should be a welcome
25 pledge for their assistance.

1 I am confident Penn National and their
2 casino operating in the city. And I am confident
3 their commitment to the African American community, as
4 they have already made an effort to reach out to
5 organizations such as the African American Chamber of
6 Commerce. These seemingly small gestures goes a long
7 way in showing us their commitment to have our
8 business community and our community overall involved.
9 These types of developers are the types that the
10 African American community wants to see as the next
11 license.

12 In closing, I want to thank you for the
13 opportunities for speaking on behalf of the African
14 American Chamber of Commerce. Thank you very much.

15 PRESIDING OFFICER:

16 Thank you. Sid Valentine?

17 MR. VALENTINE:

18 Good morning. I'm Sid Valentine. I'm
19 an employee of the Holiday Inn at 10th and Packer.
20 And I'm here to represent my coworkers and our union,
21 274 UNITE HERE. We're concerned about the company
22 buying our building and knocking it down. We have
23 about 50 employees there. I've been with the company
24 about ten years and also I'm a trustee for our union.
25 We're concerned about our jobs. Like what will happen

1 if they knock our building down? I mean, are we going
2 to get first preference to this new casino deal? I
3 mean, no one's saying anything.

4 We're also concerned about our benefits,
5 healthcare. We need jobs here in the city. Not just
6 any type of job, we need good paying jobs. It seems
7 as though when these companies come in, they start off
8 hiring all part-time workers, eliminate our benefits.
9 We can't even get healthcare. Well, we have
10 healthcare there. We want to keep it that way. My
11 colleagues are very concerned about this. So, that's
12 why I'm here to tell you we need not only jobs, we
13 need good jobs. Thank you.

14 PRESIDING OFFICER:

15 William Jones?

16 MR. JONES:

17 Good morning. I'm Bill Jones of Luzerne
18 County. And I am the President and CEO of the United
19 Way of Wyoming Valley.

20 When I was asked if I would consider
21 offering testimony for today's hearing, I immediately
22 and without hesitation said yes. It is an honor for
23 me to speak on behalf of Mohegan Sun, one of the most
24 community-minded corporate citizens in northeast
25 Pennsylvania. Mohegan Sun will be the operator of the

1 proposed Market 8 Casino project.

2 Mohegan Sun takes their corporate social
3 responsibility very seriously. A strong sense of
4 community is a huge part of their culture. It just
5 seems to be in their DNA. They are quite generous
6 with their time, talent and charitable dollars, and
7 are very much concerned with the economic wellbeing of
8 the entire region.

9 In just the six and a half years Mohegan
10 Sun has been operating in northeast Pennsylvania, they
11 have truly become a significant part of the fabric of
12 our community. During this time, they have sponsored
13 nearly 1,000 different organizations, causes and
14 events and have roughly donated \$2.5 million to make
15 our community stronger.

16 For them, it's not just --- it's not
17 only or just about giving money away, Mohegan Sun
18 empowers its team members and encourages them to
19 participate as board members and leaders in dozens and
20 dozens of organizations, including the United Way,
21 area chambers of commerce, local colleges and
22 universities, community health clinics, programs for
23 at-risk children, and so much more. Employees have
24 volunteered in a number of different initiatives that
25 have benefited victims of natural disasters, our

1 troops in the Middle East, disadvantaged children, Big
2 Brothers and Big Sisters, our local soup kitchen,
3 children and individuals with disabilities, homeless
4 shelters and just so many more.

5 From a United Way perspective, Mohegan
6 Sun has been incredibly generous, assisting in
7 everything from supporting our corporate campaign, to
8 offering incentives to encourage community giving, to
9 sponsorships of our closing events and our annual
10 awards reception. They just never seem to say no and
11 not only we, but hundreds of the charitable
12 organizations in our region recognize and appreciate
13 their efforts.

14 Mohegan Sun has also enhanced the
15 cultural life and economic growth of the area. In
16 addition to the casino, they have been a major sponsor
17 of our local arena that is home to the Penguins' minor
18 league hockey team and which hosts a number of ---
19 numerous shows and concerts throughout the year. The
20 arena is a very important venue in our community and
21 Mohegan Sun's support ensures it will remain vibrant
22 and successful.

23 Mohegan Sun has significantly
24 contributed to the local economy in a number of ways.
25 With 1,600 employees, Mohegan Sun is now the fifth

1 largest employer of Luzerne County residents. That's
2 an enormous contribution to an area that has a higher
3 than average poverty rate and the highest unemployment
4 rate in the state. Currently 99.6 percent of Mohegan
5 Sun Pocono Downs' workforce is made up of Pennsylvania
6 residents.

7 Mohegan Sun has already been recognized
8 multiple times for its excellence related to human
9 resource --- their human resource environment. In
10 2012, it was Northeast PA Reader's Choice Award winner
11 for the best place to work. They were recently
12 presented with an award from Luzerne County Mental
13 Health Administration Job Corps for its efforts in
14 hiring individuals with disabilities. And next week
15 they will receive an award for the outstanding LGBT
16 Supportive Corporate Award.

17 They are currently building a hotel that
18 will create additional jobs, economic activity and tax
19 revenues. Their development has not only generated
20 business for its casino, it has spurred further
21 development of new business and growth of existing
22 businesses in the area. It would be difficult to
23 imagine what the economic climate of our region would
24 look like if Mohegan Sun had not been located there,
25 created so many employment opportunities and have been

1 so supportive and generous with their charitable
2 giving.

3 To wrap up, I've included in my written
4 testimony several articles that were written by our
5 area newspapers when the former CEO of Mohegan Sun at
6 Pocono Downs, Bobby Soper, left that position in
7 Wilkes-Barre to become the CEO of the entire
8 corporation in Connecticut. These articles speak to
9 how much the area appreciated the leadership of Mr.
10 Soper and all he did in the community. What we are
11 all coming to find out is that while Bobby Soper is
12 indeed an outstanding and dynamic leader, what we
13 appreciate most is the culture that was created, a
14 culture that transcends an individual leader and is
15 the hallmark of the corporation. It is just how they
16 do business. Community is in their DNA.

17 I have no doubt that the City of
18 Philadelphia will find, like we have found, an
19 excellent community partner, a generous and caring
20 neighbor and an outstanding corporate friend in
21 Mohegan Sun. Thank you for the opportunity to present
22 my testimony.

23 PRESIDING OFFICER:

24 Kiki Bolender.

25 MS. BOLENDER:

1 Good morning. I am Kiki Bolender and I
2 live and have my business in Philadelphia, and I'm
3 here to represent as Chair of the Design Advocacy
4 Group. You all surprised me this morning because your
5 first act was one of design. I've never seen bigger
6 chairs in my entire life than those black leather
7 numbers. They look like Game of Thrones or something.
8 So, you got rid of those, because they all made you
9 like little Barbie and Ken dolls. And now you have
10 chairs that give you dignity and I hope comfort
11 because you have 12 hours in them. That's what design
12 is all about and that's what I'd like to speak about
13 for a few minutes.

14 Design Advocacy Group, or DAG, does not
15 take a position on gambling or the track record or
16 economic capability of the applicants. I'm here only
17 to talk about design and the impact of these sites on
18 the urban life of Philadelphia. DAG has given letter
19 grades just like in school and we separately graded
20 the site and architecture for each applicant based on
21 the information that was in hand.

22 First, Wynn Philadelphia. This site on
23 the river in Fishtown/Port Richmond is a critically
24 important site for the city's plan for the Delaware
25 River, which aims to bring neighborhoods to the river,

1 provide public access and create a trail to the
2 river's edge. Because this site is so completely
3 walled off from the city by I-95, those goals are
4 difficult, and a well-designed entertainment venue in
5 a well-designed park might be appropriate. The site
6 is close to the SugarHouse Casino and would create a
7 de facto casino district. While this might be
8 desirable, the idea has not been publically evaluated.
9 And it would certainly depart from the mix-use
10 residential development of the waterfront envisioned
11 by citizens and planners.

12 The casino and the hotel are surrounded
13 by acres and acres of parking garage, perhaps the
14 biggest, flattest building in the entire City of
15 Philadelphia. This parking structure is immediately
16 adjacent to the waterfront trail as proposed by the
17 applicants. While some retail is shown, there must be
18 concern about the safety of those using the long parts
19 of the path made dangerous by the garage. At the
20 northeast corner, the public park is cut off by the
21 sprawling parking garage. More of the site could be a
22 true park if a multi-story parking garage replaced the
23 huge single-story parking.

24 As it stands, the Fishtown site gets a
25 D-plus for siting. Only the green roof saves it from

1 an F. The architecture is a very generic high-rise.
2 In fact, it's identical to a Wynn casino just proposed
3 for Everett, Massachusetts. Grade C-minus.

4 There are three South Philadelphia sites
5 that I will speak of together. The best that can be
6 said of the three South Philadelphia sites is that
7 they are far from residential uses. All three of
8 these car-dependent casinos threaten to tie up
9 game-time traffic at the stadiums. All get grades in
10 the Cs.

11 Packer is the wrong location and this is
12 a great opportunity as an expansion around XFINITY
13 Live! The garage at the Live! Casino could block
14 wonderful views of Center City for the Phillies' fans.
15 While Hollywood and Live! get just a C for site.

16 Architecture. The architecture parts of
17 these two applicants revealed are not in Philadelphia.
18 In our city, these shopping mall look-a-likes get a
19 C-minus.

20 Casino Revolution is sited at Front and
21 Patterson and it's far from the stadium. Certainly
22 it's out of sight out of mind. With few opportunities
23 than South Philadelphia competitors, it had less to
24 lose, but this did not inspire much creativity.
25 Grade, a C-minus for the site.

1 The architecture --- the design and the
2 architecture promises some day to include a stylish
3 modern high-rise but it begins with a rehab of a
4 warehouse surrounded by warehouses. Grade of C-plus
5 for architecture.

6 The Provence stands in the middle of the
7 reviving commercial and cultural corridor that
8 stretches north toward Temple University and City
9 Hall, the Convention Center and the Pennsylvania
10 Academy for Fine Arts. The development of this site
11 if of greater importance for the future of the city
12 than the urbanization of the parking lot jungle around
13 the stadiums or even filling in a piece of the long
14 Delaware Water Valley Waterfront. A short walk from
15 the Convention Center, it includes the landmark
16 Inquirer building at 400 North Broad, which the
17 project would remodel as a hotel. These are very
18 important considerations.

19 Rather than addressing Broad Street, the
20 main side of the casino complex is on the south
21 stretching from Broad to 17th Street along Callowhill,
22 where it faces the on and off ramps of the eastbound
23 Vine Street Expressway. Handsome landscaping is shown
24 around the on and off ramps and a array of dining and
25 retail is rather gamely is projected along Callowhill

1 Street. Overall, we judge that this project is
2 insufficiently attentive to the city's interest in
3 energizing Broad Street and its expectations with
4 respect to the improvement of Callowhill and the
5 expressway ramps may be too wishful, but it does get a
6 B-plus for the site.

7 The architecture. The project was
8 designed by the established casino architect Paul
9 Steelman of Las Vegas. DAG has recently been given
10 access to more detailed architectural plans than have
11 been made available to the public, and this enables us
12 to provide a somewhat fuller analysis of the internal
13 layout than may be possible for others. The project
14 is ambitious, aimed to unify the historic Inquirer
15 buildings and a new structure. A casino floor sweeps
16 through the connected buildings of the second floor
17 from Broad Street where it intersects the hotel,
18 spanning 15th and stretching to 16th where it bridges
19 to the existing garage. The restaurants and shops on
20 the casino's top floor, which target those already in
21 the casino share a large rooftop terrace and wonderful
22 views of Center City to the south. All this seems
23 very sensible. However, the exterior architecture is
24 less satisfactory. The claims that the design show a
25 French influence are baffling and seem to be related

1 to the small banter roof structures that form the
2 rooftop village of shops and restaurants. This
3 pastiche is not an appropriate style for an American
4 city of the 21st Century. And the effort of
5 historical quotation contrasts almost surreally with
6 the bombass (phonetic) of an alligator new façade on
7 the 1500 block of Callowhill. A much better design is
8 needed to make the most of this complex site. So, the
9 present architecture gets a C-plus.

10 Market 8 site at 8th and Market has even
11 more going for it than the Provence site. It's
12 located at a multi-mobile transit hub, bus, subway,
13 commuter rail, easy access to the airport and Amtrak.
14 It would knit together the historic district, the
15 Convention Center and the retail and business
16 districts of Center City, connecting the tourist city
17 to the commercial city. And it would catalyze
18 development along Chestnut and Market, long
19 underutilized streets.

20 The design deals effectively with these
21 opportunities with a vibrant mixture of uses. The
22 gaming floors are lifted above the street level, which
23 thus can accommodate an array of dining and shopping
24 alternatives. An automobile pickup/drop-off is
25 diverted from busy Market Street. Parking is very

1 commendably underground. The hotel lobby is on the
2 fifth floor framed by rooftop gardens, above which
3 arise a tower of guest rooms. In every respect, this
4 site merits a full A. This proposal presents by far
5 the best architecture. The developer has employed a
6 high-quality architect, Enrique Norten, with managing
7 partner under this deal.

8 This emphasis on good design is
9 heartening and the presentation of those detailed
10 plans and a rendering which allow it to be properly
11 assessed. Market 8's six story pedestal with a ground
12 floor entirely devoted to shopping and dining
13 associates well with the forms and functions of the
14 surrounding mid-rise commercial neighbors while it's
15 handsome sculpted glass introduces something new to
16 Philadelphia architecture. This is to be topped in a
17 later phase by a slender, ten-story hotel tower.
18 Although there are some discrepancies between the
19 plans and the renderings, and we worry whether this
20 amount of architectural ambition will survive the
21 rigorous costing out of the design, this project's
22 contemporary urban-friendly approach gets it a B-plus.
23 It loses points because the hotel component will be
24 built, owned and operated by others, but it gets gold
25 stars for taking design seriously.

1 So, a summary on the report card for the
2 sites. Two sites are wrangling for the honor roll.
3 Market 8 with an A, Provence nipping at its heels with
4 a B-plus. Three South Philadelphia sites may benefit
5 from being out of sight out of mind, but not inspire
6 and they may add just stadium area congestion. They
7 get low to middle Cs. The Fishtown site gets a D. It
8 promises to provide public park land and extension of
9 the river trail but we fear that the building design
10 will keep these from becoming viable.

11 In conclusion, DAG urges the Board to
12 thoroughly scrutinize architecture design when it
13 chooses the best casino proposal for Philadelphia.
14 Based on its analysis of the six proposed sites, DAG
15 sees the most beneficial to the city from the two
16 Center City locations. Of these Market 8 has so far
17 demonstrated the most sensitive urban and
18 architectural design. Thank you very much.

19 PRESIDING OFFICER:

20 Barbara Kelley?

21 MS. KELLEY:

22 Chairman Ryan, distinguished panel,
23 thank you very much for allowing me to speak today.
24 In addition to my written testimony, I hope you
25 consider my oral testimony today. Growing up in

1 Philadelphia, being actively involved in the gaming
2 industry, having been involved with the economic
3 development, business, real estate investment and
4 community efforts within the City of Philadelphia, I
5 have a good grasp of the single licensing selection.
6 Having that work with city-wide developers, residents
7 and businesses, it makes sense that Bart Blatstein's
8 The Provence is granted the license.

9 Senator Farnese had proposed a great
10 plan outlining the priority areas, which I'll address.
11 Priority one, community impact. Bart has also proven
12 he is dedicated to the community by meeting with over
13 40 agencies and community groups which no other
14 candidate has done to date. Also, his EOP plan is the
15 best plan so far, working with Philadelphia Works,
16 working with unemployed local residents in the North
17 Philadelphia area where employment is a major concern.
18 No other candidate is located where revitalization has
19 such an impact on the local community and its
20 residents.

21 Priority two, economic development
22 impact. Bart is the only location that is part of a
23 bigger revitalization plan. North Philadelphia Broad
24 Street Renaissance Plan has started to grow and
25 continues under the supervision and guidance of Bart

1 Blatstein. He's revitalizing North Broad Street. He
2 has already started his plan there, working with
3 Beach, Devinarayan, Convention Center and other
4 development projects which Bart and other developers
5 in that area have met out of planning with city
6 community casino collaborates. No other candidate has
7 started a nonprofit working with the area and
8 development community officials to lay out a
9 revitalization plan of the area, and it is also in a
10 needed section of the area which impacts the greater
11 Philadelphia --- the City of Philadelphia.

12 Priority three, sustainability and
13 developer track record. It was like Farnese was
14 thinking of Bart whenever he wrote this speech. Bart
15 had proven that he had revitalized a section of the
16 City of Philadelphia already with Northern Liberties.
17 It's a success. Therefore, other candidates have not
18 proven that they actually can revitalize a section of
19 the city but they have had --- some have had casino
20 experience. But actually having to deal with city
21 officials, dealing with businesses, dealing with
22 residents, actually Bart Blatstein has that
23 experience. He has the financial, economic
24 development sustainability and dedication to develop
25 Philadelphia. He has moved his home to Philadelphia,

1 which shows his dedication to his hometown. North
2 Philadelphia residents and organizations want the
3 casino. City of Philadelphia needs this casino. We
4 all want Bart to, again, develop another section of
5 the city, which he can do. He's proven it. No other
6 developer candidate had made an impact on the city
7 like Bart has so far, so why take the risk. Why not
8 go with a proven track record with Blat Blatstein's
9 The Provence?

10 Being personally involved in the
11 revitalization of North Philadelphia myself, I believe
12 that Bart will accomplish his goals which will benefit
13 the city, the state and even more importantly, the
14 local community and its residents. Thank you very
15 much.

16 PRESIDING OFFICER:

17 Tim O'Toole?

18 MR. O'TOOLE:

19 Yes. Good morning. My name is Tim
20 O'Toole. I'm a chef at the Radisson Warwick Hotel in
21 Philadelphia. I am a member of UNITE HERE Local 274.
22 I and my coworkers have stood together to hold hotels
23 in this city to a standard, good jobs, high pay, job
24 security, free health insurance. When I heard that
25 the casino companies want to build Las Vegas style

1 casinos here in Philly, I know what the Las Vegas'
2 standard is casino workers. It's the same good job
3 standard we want at the hotel. I can tell you that
4 the Wynn casinos work with UNITED HERE members in Las
5 Vegas with the same standards. Unions are what make
6 the job --- casinos good in Las Vegas, Atlantic City
7 and Harrah's Casino in Chester. Nonunion casino jobs
8 are like most other service industry jobs with the low
9 pay, expensive healthcare that is out of reach of
10 families and no definite pension. The nonunion casino
11 standard is a fast food standard. A Wynn Philadelphia
12 Casino would mean excellent benefits and job stability
13 that casinos are supposed to bring to Pennsylvania.
14 You must put jobs first and reject casinos that do not
15 offer the good standards that casino workers around
16 America have. Thank you.

17 PRESIDING OFFICER:

18 Earlene Bly?

19 MS. BLY:

20 Good morning. My name is Earlene Bly
21 and I am a member of UNITE HERE Local 274. I'm a room
22 attendant at the Hotel Wyndham Historic District in
23 Philadelphia. Nonunion casino jobs are like nonunion
24 hotel jobs, they have low pay, expensive health
25 insurance that's out of reach for many families and no

1 implied benefit pensions. Philadelphia needs more
2 jobs that families can depend on, like my good job.
3 Our union makes hotel jobs good jobs and our union
4 makes casino jobs good jobs around the country. The
5 reason to build another casino in Philadelphia is to
6 provide new jobs, but we don't need another casino
7 that doesn't provide good jobs. We have worked hard
8 to create good casino job standards of excellent
9 benefits, respect on the job and job security. You
10 need to choose good jobs with excellent standards that
11 secure the future for working families in
12 Philadelphia. Either you choose good jobs or you
13 choose the fast food style jobs where nobody wins.
14 Put good jobs first. Thank you.

15 PRESIDING OFFICER:

16 Alton Sawyer?

17 MR. SAWYER:

18 Good morning. My name is Alton Sawyer.
19 I'm a long-time resident of Philadelphia. Born and
20 raised, right here in the City of Brotherly Love. And
21 I'm also a worker at the Sheraton Downtown
22 Philadelphia for over 25 years. I'm a proud union
23 member of Local 274 UNITE HERE. And it's very
24 important that you understand bringing a casino to
25 Philadelphia, the job creation is the most important

1 thing of all. But it's good jobs. You cannot bring
2 jobs that don't offer good health insurance. We don't
3 need jobs that don't offer good pay. We have a lot of
4 families struggling in Philadelphia. So, it's very
5 important for us to bring jobs that can support our
6 families. We don't need jobs that we have to decide
7 whether to pay our bills or feed our kids. We need
8 jobs that will support our families. You know, this
9 way Philadelphia will grow. It's very important that
10 the decision that you make today or tomorrow, it's
11 very important to Philadelphia. Let me see.

12 Building this casino is something we
13 want to depend on for our families. So, I trust that
14 all of you on this Board make the right decision to
15 make Philadelphia grow. But we need good jobs. We
16 need jobs that have good insurance, jobs that have
17 fair pay and jobs that can secure our retirements.
18 So, when you make this decision, make the right
19 decision. Thank you.

20 PRESIDING OFFICER:

21 Steven Clofine?

22 MR. CLOFINE:

23 Thank you. Good morning. And I
24 appreciate your time. I am Steven Clofine. I am a
25 commercial real estate broker in Philadelphia. In

1 November I'll be celebrating 40 years in the business.
2 But I want to tell you that I was born in West
3 Philadelphia and was in the family business until 1973
4 when I went into the real estate business, which was
5 three retail stores in Philadelphia. One in West
6 Philadelphia, one in Center City and one in North
7 Philadelphia. And I sold the business in 1990 when my
8 father retired. But I have a unique perspective both
9 being in the commercial real estate business and
10 dealing with development, retail, some office and
11 investment sales for 39 and a half years.

12 And I'm here to support Bart Blatstein
13 and The Provence project at Broad and Callowhill. And
14 my reason for that is numerous. I wanted --- and I
15 will talk a little bit about Bart Blatstein. I know
16 Bart 35 years and although he still tells me he's just
17 a kid from the northeast, he has shown me his ambition
18 and goals to transform neighborhoods in Philadelphia.
19 I knew him in the '80s when he had the Donegan
20 (phonetic) Farmers Market in the northeast, which
21 supported communities up there by having local and
22 regional merchants come on the weekends and sell their
23 wares. And then Delaware Avenue in the early '90s,
24 where he transformed a desolate region into vibrant
25 retail, both local, regional and national retail

1 stores, which still exists. From there to Manayunk,
2 where he helped in the transformation of a hundred
3 year old community by adding condos, retail and both
4 local and national retail for development. Then
5 Northern Liberties which is his biggest venture in
6 2004, where he took a neighborhood that had been
7 struggling to be revitalized for 25 years. And in ten
8 years has transformed that neighborhood, both with
9 residential, massive amounts of residential,
10 incredible development and lots of retail stores with
11 residential above and poles at the outset, which he
12 told me was a development that came from a piazza that
13 he had seen in Italy many, many years ago and wanted
14 to rebuild it and did.

15 And when he talks about the North Broad
16 Street Corridor for The Provence, it's the same type
17 of vision that he tells me about that he had for the
18 piazza. Retail on the first floor. The hotel,
19 entertainment and parking and casino aspect. And then
20 retail overlooking the whole city. We heard the woman
21 from DAG talk about a B-plus for that insight and
22 design.

23 The location on North Broad Street I was
24 thinking about it, so I mapped it on Google Map, and I
25 looked around the area. North of The Provence is the

1 area that's been revitalized and is in the midst of
2 revitalization. Recently Bart opened the former state
3 office building with a \$200 million residential
4 development and is renting out in historic numbers
5 quickness. And he has approvals to continue
6 development on that site with additional residential
7 and a grand retail development. To the south, we have
8 Center City and all the vibrancy that is going on
9 there. We have never seen the amount of apartments
10 being built in Center City that are being built now by
11 local developers. And I was last week in Old City ---
12 I live in Old City Philadelphia. I've been a resident
13 there of Old City for the past 20 years. We had a
14 meeting with the mayor two weeks ago. And the mayor
15 was just, you know, vibrating over his excitement with
16 the amount of development in Philadelphia.

17 I support Bart's development and I hope
18 that you will, too. Thank you.

19 PRESIDING OFFICER:

20 Thank you. Dominique Mobley?

21 MS. MOBLEY:

22 Good morning. My name is Dominique
23 Mobley. And I'm a member of UNITE HERE Local 274.
24 I'm a serving caterer at Citizen's Bank Park in the
25 Stadium District. In the casino industry and in the

1 hospitality industry, good jobs are union jobs. I am
2 here today to tell you what it means to have a good
3 union job in the Stadium District. The best thing
4 about being in the union is that I have a voice on the
5 job and good healthcare --- good health insurance I
6 can afford. At Harrah's Casino in Chester, UNITED
7 HERE members have free family healthcare and they do
8 not allow Harrah's to subcontract to outside
9 industries. We do not need another casino in
10 Philadelphia that the jobs are not union jobs.
11 Without union jobs, casinos jobs are fast food style
12 jobs. And if you allow a fast food style casino jobs
13 to come into the Stadium District then my job and my
14 family's future are in jeopardy. I and my coworkers
15 have worked hard to make our jobs good union jobs.
16 When you decide which casino gets built in
17 Philadelphia, you need to put union good jobs first.
18 Thank you.

19 PRESIDING OFFICER:

20 We're going to take a short break. We
21 will reconvene at 10:45.

22 SHORT BREAK TAKEN

23 PRESIDING OFFICER:

24 Okay. We're going to get started again.
25 Our next speaker is Terrance Harris. Is Mr. Harris in

1 the room? Terrance Harris? Okay. We'll go onto the
2 next one and come back to him. John Miller? Mr.
3 Miller? I understand that Senator Williams has
4 arrived and we will hear from him now here.

5 OFF RECORD DISCUSSION

6 SENATOR WILLIAMS:

7 Good morning. I have a text, most of
8 which I will read now. To the esteemed members of the
9 Pennsylvania Gaming Control Board and neighbors
10 bearing witness, good morning. To those of you who
11 have traveled here for today's hearing, welcome to
12 Philadelphia, and I hope you enjoy your stay. Thank
13 you for extending this opportunity to share thoughts
14 regarding future licensing consideration for our
15 budding gaming industry.

16 Let me open by saying as a member of the
17 Pennsylvania General Assembly, I am not here to
18 advocate for any particular company vying for this
19 license, nor for any specific placement of future
20 operations, of any award --- of any awarded casino.
21 Both would be violations of my sworn trust with the
22 people of this Commonwealth. Rather, I am here to
23 pass along relevant and collegial insight policymaker
24 to policymaker for your further deliberation for the
25 future record on this matter.

1 I want to make it clear, I am in full
2 support of another casino in Philadelphia, as per the
3 law, the needs of the people and commonsense dictate.
4 The presence of SugarHouse Casino has been a clear
5 benefit to the Commonwealth and the city through our
6 economic --- our economy insurance for recovery,
7 pressing financial needs still threatened across the
8 city and the interim. Once need only look at the
9 moving pension issue or the more immediate fiscal
10 crisis facing Philadelphia School District for proof.
11 In the former, we have yet to completely unpack the
12 impact. And in response to the latter, we are
13 shutting dozens of schools and slashing programs and
14 possibly futures --- and possibly futures if the
15 crisis deepens further. And it will if we don't find
16 revenues to avert it. Gaming is not the only answer
17 but it is a viable piece of the larger puzzle and it
18 has provided reliable access to such tangible revenues
19 here and across the Commonwealth since 2010. Sands
20 Casino in Bethlehem has shared some \$20.25 million
21 revenue to its local government and Parx Casino in
22 Bensalem has contributed some \$18.2 million of its
23 revenue stream to its locality. And so far SugarHouse
24 has delivered more than \$9.3 million to the School
25 District of Philadelphia. With the advent of a second

1 casino here, we stand at least to double revenues
2 collected to date, as well as add to the job and not
3 to mention it will provide not too soon.

4 The Philadelphia Federal Reserve pointed
5 out in the 2010 report that casinos in areas with
6 large pools of unemployed or underemployed workers who
7 make hiring tiers stand to benefit the local economy.
8 SugarHouse provided close to 1,100 permanent jobs to
9 the economy with two in three of those belonging to
10 the Philadelphia or southeastern Pennsylvania
11 residents. Given the persistence double digit
12 unemployment rate for the city, the most recent
13 assessments from the U.S. Bureau of Labor & Statistics
14 is 10.2 percent influx of jobs that need --- the next
15 casino will bring, certainly would be a plus.

16 I'm particularly sensitive to that
17 possibility in considering the dismal unemployment
18 tally such as though I stated typically skyrocket on
19 segmenting among African American populations which
20 compromises some two in five city residents.

21 Minimally expectations hold that a
22 second operation coming online will provide 600 direct
23 jobs and nearly 5,000 indirect jobs relating to the
24 jobs which support the service industries, from more
25 parking attendants to the techs needed to service the

1 computers and other systems.

2 As we continue to recover from this
3 record-setting recession, it's important to note that
4 the injection of employment opportunities, an array of
5 skill sets, manual labor to C-suite executives remains
6 a good thing, an essential thing. We know strong
7 employment and reduced violence go hand-in-hand. And
8 we're here at a tipping point for both, especially
9 since we have witnessed the consequences when an
10 economy is not balanced. As you review operators'
11 proposals, I would urge you to keep commitment to a
12 track record of diversity of hiring. I would like to
13 underscore that. For all the reasons that I'm here
14 today, I'm certainly here to say we need a casino.
15 But I want to outline specific criteria as it relates
16 to what those casino applications, in my humble
17 opinion and frankly many of those who represent
18 Philadelphia County, feel are very important. I know
19 that the mixed demographic in my opening comments,
20 Philadelphia is significant in mixed demographic in
21 terms of ethnic backgrounds, these jobs, particularly
22 for under skilled and frankly those who need
23 additional training, mean a great deal. And only way
24 to get to that is through a plan that speaks to
25 diversity.

1 I'm going to talk about --- and I can
2 talk in great depth about other companies and
3 corporations, talk about Merck, there are number of
4 others not simply in the gaming industry, which
5 actually I don't talk about, but actually have
6 executed in diverse programs. And I believe that
7 anyone who is pursuing such an application and is
8 successful should have to meet those terms. When you
9 are judging, I would hope that is one of the things
10 that will be ranked very high. According to your own
11 records, gaming employees statewide are 71 percent
12 white, 13 percent African American, 6 percent Latino
13 and 9 percent Asian. And two in three executives
14 being male.

15 Beneficiaries among local entrepreneurs
16 represent nearly \$213.5 million in receipts. But
17 minority and women-owned enterprises have accounted
18 for only \$32.7 million. For construction-related
19 services, those figures were \$82.6 million versus \$4.5
20 million. Respectively one could argue that these
21 numbers are more or less reflective of the
22 Commonwealth's general demographic. We certainly know
23 they're not reflective of Philadelphia's population.
24 And so far our comparable gaming statistics are far
25 from satisfactory for a city whose U.S. Census reports

1 show a population that is 37 percent white, 44.3
2 African American, 12.6 Latino and 6.6 Asian.

3 Employment figures that our existing
4 casinos reflect of workers are 53 percent white, 27
5 percent African Americans, 6 percent Latino and 12
6 percent Asian. Again, without --- about two in three
7 males in executive positions versus females. The
8 distribution of the seats among local businesses,
9 entrepreneurs' and minority and women-owned
10 enterprises in Philadelphia is \$12.8 million to \$5.8
11 million. More than a two to one ratio.

12 In construction it was worse, with local
13 business enterprises contract receipts running \$2.3
14 million. That's against a backdrop of 200-plus
15 million dollars that I talked about. That doesn't
16 take --- that's not by accident. That is by design.
17 And I cannot underscore any more important that the
18 economy in Philadelphia which has about a 30-percent
19 poverty rate is directly connected to these
20 applications and directly connected to the outcome of
21 the success of this city. That's nearly a 20 to one
22 ratio.

23 If we are properly to use this
24 opportunity as an economic development vehicle, it
25 should directly benefit those people who are here.

1 You can achieve a high skilled and operational quality
2 and equitable presentation without sacrificing
3 excellence. Primarily though it is critical that the
4 operator selected possess the wherewithal to build to
5 effective and stable market capacity. We cannot
6 afford to suffer the recent fate of our New Jersey
7 neighbors or that one of even more seasoned Nevada.
8 Within the past two months, you sent \$2.34 billion to
9 Atlantic City operators. Operations run by the Revel
10 Entertainment Group, LLC looks as if it will go belly
11 up taking with it \$261 million in state tax
12 incentives, according to the press reports. From
13 misplaced marketing, to the mishandling of
14 construction costs to over-leveraged financing, the
15 road zoning mishap remains a headache for local and
16 state officials as well as area taxpayers, all of whom
17 depended on this investment.

18 Meanwhile in Las Vegas, the Cosmopolitan
19 after numerous construction setbacks continues to draw
20 less than a stellar earning after opening in 2011.
21 That casino drew less than half the revenues of its
22 neighbor in gaming and nongaming areas. Again, poor
23 outreach and promotion planning, underestimated
24 existing marketplace and financial crunches in the
25 crucial construction period led to a suffering,

1 costing entrepreneurs.

2 Clearly, these are lessons that an
3 incoming operator here should have not have to prove
4 mastery prior to earning licensure. We don't want a
5 casino here simply for the bells and whistles factor.
6 We need it to generate significant revenues
7 consistently. Gaming here can and had provided an
8 attractive spark for tourists and residents alike.
9 And we can build upon those lessons learned from our
10 past outings as we prepare for the second. We need to
11 be sure that whichever operator is selected has the
12 financial and corporate strength, commitment to fully
13 enhance the city's region.

14 I also want to underscore, I apologize
15 one other area. In addition to the need --- in
16 addition to the type of application, the local
17 component. There is something to be said about an
18 operator that comes from Philadelphia, comes from
19 southeast Pennsylvania, comes from Pennsylvania
20 understanding the dynamic of and the complexity of not
21 only the persons who will be using it, the consumer,
22 but actually understanding the potential employee and
23 the community in which he resides. Those three
24 elements, we think are very important.

25 And I'll close with this, my comments

1 are not singular in perspective. I do spend time. I
2 happen to be a democrat with my colleagues. I happen
3 to know some of you a little bit better than others.
4 And so clearly, you know, as I crafted these comments,
5 I did pull other members within the Philadelphia
6 delegation, both on the House side and on the Senate
7 side. The elements, and there are many issues that
8 many of us are concerned about, remain concerned
9 about. I boiled it down to these three. One, the
10 ability to build it. The ability to build it to
11 capacity, because we can't waste time on it anymore.
12 Two, it's reflection of commonality and familiarity in
13 its local approach. And third, most significant, its
14 contribution to the local economy and all people who
15 live in Philadelphia and the surrounding regions. And
16 that means the numbers I reflected upon earlier, even
17 though I sort of jumbled them, some of them and
18 stumbled through others. I think the point was made
19 quite effectively by those who prepared testimony,
20 \$203 million of which a population that represents
21 almost 50 percent of the local economy, for whatever
22 reason, needs to be a part of not a commentary but a
23 specific plan.

24 And by the way, for those who would take
25 it from a perspective of affirmative action, it is

1 nothing --- it is the farthest from that as possible.
2 The most American thing to do is put Americans to
3 work. And the way you do that is locally. If you're
4 not putting all Philadelphians to work, if you're not
5 using all segments of Philadelphia, then that plan is
6 effectively not rising all folks and not helping the
7 local economy. It will simply be relegated to some
8 entertainment venue as opposed to a revenue generator,
9 not simply for schools but it also should be a revenue
10 generator for the people who live in homes and
11 households and, frankly, has the greatest possibility
12 of bringing a generation along who are struggling in
13 Philadelphia, and that is single women who are raising
14 children. That number needs to significantly increase
15 and not just as the folks who are the clerks parking
16 cars but at the executive levels. My expectations,
17 along with my colleagues is that those who have done
18 it in other areas, and I mentioned Merck, there are
19 other private sector companies, who have been able to
20 successfully do such, that these companies will have a
21 plan, not only in their application, but have a
22 specific plan that deals with that reality.

23 With that, I'll close and I want to
24 thank the members of the Commission for your time and
25 certainly for all the --- I see a whole bunch of

1 people out front that have T-shirts on. We're
2 grateful that they're working today, because you are
3 bringing money to the economy today. Thank you for
4 that.

5 But most significantly, your
6 sensitivity. We recognize that to do the number of
7 outreach hearings regarding this application is unique
8 and unprecedented. And we definitely appreciate you
9 for doing such. Any questions, I'm happy to answer
10 such.

11 PRESIDING OFFICER:

12 Thank you.

13 SENATOR WILLIAMS:

14 Thank you.

15 PRESIDING OFFICER:

16 Terrance Harris? Mr. Harris? John
17 Miller? No Mr. Miller? Demetrius Jackson?

18 MR. JACKSON:

19 Good morning. My name is Demetrius
20 Jackson. I am a member of Local UNITE HERE 274. I am
21 employed at Citizens Bank Park for two years as a
22 sweep runner and a prep cook. I am very horrified
23 that the Cordish Company's casino bid will even be
24 considered without a written agreement that secure
25 workers jobs at the hotel, Holiday Inn and Stadium.

1 Cordish wants to tear down a Holiday Inn and put up a
2 casino hotel in its place, but if the hotel workers
3 have no job security in the Stadium District then
4 nobody can have job security in the Stadium District.
5 If you allow Cordish to build a casino that takes good
6 jobs away from hardworking people and replaces them
7 with fast food style jobs instead of --- what's next?
8 What's to stop any company in Philadelphia from
9 taking away good jobs, union jobs? We saw that happen
10 here already in Philadelphia. In the 1970s and '80s.
11 Our factories shut down because government and other
12 places without --- with no job protection invite these
13 the factories to move. The only reason to build a
14 casino in Philadelphia is good jobs. No written
15 guarantee with casino union means the jobs at casinos
16 will be bad jobs. Don't repeat the mistakes of the
17 past that hurt so many hardworking families and people
18 in Philadelphia for so long. Put good jobs first.
19 Don't let Cordish take them away. Thank you.

20 PRESIDING OFFICER:

21 Carl Cherkin?

22 MR. CHERKIN:

23 Good morning. I'd like to thank the
24 Pennsylvania Gaming Control Board for the opportunity
25 to come before you this morning to speak on behalf of

1 Bart Blatstein and Provence.

2 Not unlike Bart, I'm just a kid from
3 northeast Philadelphia who's concerned about his
4 community and I would hope that --- and I know you
5 guys have a very tough decision to make, a number of
6 quality projects before you. And I would hope that in
7 the end all these folks who are concerned about
8 good-paying jobs and security for their families will
9 all be taken into consideration when you make your
10 ultimate decision.

11 There are a lot of statistics being
12 bantered about. I won't be doing more. But I will
13 suggest there are lot of buzz words being mentioned as
14 well. I'm going to add one to the conversation. That
15 word is transformation. We need all independent
16 out-of-the-box thinkers in the city, and dare I say,
17 throughout the Commonwealth. In Bart, we have such a
18 person who dreams of ways to positively impact the
19 city and the greater Philadelphia area where he's
20 lived his entire life. His family has been in this
21 community for nearly a hundred years. They are people
22 of great character and commitment not only to the
23 communities that they impact, which are many, but
24 those in contiguous communities.

25 Bart dreams in pragmatic bursts of

1 energy. A lot of people look at him as someone they
2 want to follow, as evidenced by some of the projects
3 which you've heard somewhat about, and I'll add a
4 little bit more to that conversation. He saw a
5 dilapidated crumbling Schmidt's Brewery and he turned
6 it into the Piazza at Schmidt's. He saw a
7 neighborhood that was crumbling, a working-class
8 neighborhood, that he stabilized and revitalized. And
9 revitalized part of the city where now thousands of
10 people live, work and play. They call it Northern
11 Liberties, a neighborhood and an effort that was
12 completely transformed. That is true transformation.

13 After other earlier successes on
14 Delaware Avenue, he again looked north to Temple
15 University, my alma mater. And this mixed-use
16 development there provided an anchor where others
17 quickly followed, spawning more growth and development
18 on North Broad Street. Once again, transformation.

19 And now with Provence, another
20 opportunity. An opportunity to take an iconic
21 Philadelphia institution, The Philadelphia Inquirer
22 building, and build something incredible and turn it
23 into an extraordinary destination, not just for
24 Philadelphians but for people throughout the area and
25 also for people from other places to come to

1 Philadelphia. We all want good jobs. We all want
2 opportunities for people to work and enjoy, you know,
3 the hospitality industry that's growing by leaps and
4 bounds in the city. When I first moved downtown in
5 the mid-'70s, they called it the restaurant
6 renaissance. Well, it was actually an appearance of
7 restaurants where you didn't have to know where they
8 were, you could just find them because they were out
9 front. They were storefronts. It was thriving and
10 it's grown considerably. Where we are now, we are in
11 the Convention section, there's so much activity
12 around here. Provenance would be within walking
13 distance of tens of thousands of conventioners year
14 in and year out. So, you want to draw people to
15 Philadelphia and yet you want to know that they're
16 safe. And I think every one of these programs before
17 you fill have similar ideas. Each one will have
18 nuances, to be sure.

19 But it wasn't that long ago,
20 Philadelphians needed someone from out of town to come
21 here and enlighten us that we had to build bigger
22 buildings so we could stay competitive with other
23 communities. And what you see on the west side, a
24 City Hall, buildings taller than the top of William
25 Penn's hat and transformed Center City and made

1 Philadelphia a truly world-class city. So, in Bart
2 Blatstein, we have a visionary who's homegrown, an
3 authentic Philadelphian. And in my mind, no one could
4 be better to build a casino and run it better than
5 someone who cares and is passionate as he is. Thank
6 you very much for your consideration.

7 PRESIDING OFFICER:

8 John Macklin?

9 MR. MACKLIN:

10 Morning, ladies and gentlemen of the
11 Pennsylvania Gaming Control Board. My name is John
12 Macklin. My address is 8527 Lyons Place,
13 Philadelphia, Pennsylvania, 19153. I am the President
14 of the Philadelphia Chapter of the National
15 Association of Minority Contractors and Vice President
16 of the Northeast Region of the North --- of the
17 National Association of Minority Contractors, which
18 covers from Maine to Virginia. I am also a member of
19 the Mayor's Advisory Commission on Construction
20 Industry Diversity. The National Association of
21 Minority Contractors is a nonprofit trade association
22 headquartered in Washington, DC. It was established
23 in 1969 to address the needs and concerns of minority
24 contractors. While membership is open to people of
25 all races and ethnic backgrounds, the organization's

1 mandate building bridges, crossing barriers focuses on
2 construction industry concerns common to African
3 Americans, Asian Americans, Hispanic Americans and
4 Native Americans. The primary purpose of the National
5 Association of Minority Contractors is to institute,
6 initiate and encourage and promote and assist the
7 education of construction contractors in doing design
8 participation in the construction industry, as well as
9 all other stakeholders to ensure equal opportunity of
10 participation in all areas of the construction
11 industry and to integrate in the various ethnic
12 groups, race and gender into the industry.

13 The licensing decision being made by
14 this Board can have a profound effect on economic
15 opportunity in Philadelphia's black community. I am
16 here to testify in support of Provence's project
17 proposed by Bart Blatstein and Tower Enterprise ---
18 Entertainment. I have known Mr. Bart personally for
19 many years and have closely observed his track record
20 and contribution to the city's communities. Bart, as
21 he prefers to be called, is proudly a Philadelphian
22 and always provides a vast majority of job
23 opportunities to local residents first and foremost,
24 including minority contractors. Why is this
25 commitment to local hiring so important to minority

1 contractors in the City of Philadelphia?

2 Healthy local businesses are a basic
3 component of strong sustainable communities. They
4 generate job opportunities for residents and that
5 keeps money circulating within the neighborhood rather
6 than draining outward. In urban communities, like
7 Philadelphia, businesses owned by people of color,
8 known to government programs as minority-owned
9 businesses are particularly important. Research
10 shows that minority businesses hire much greater
11 percentages of minority employees than majority-owned
12 firms do.

13 Here are some facts for your
14 consideration. In a city where 54 percent of the
15 population is black, Latino and Asian, 72 percent of
16 all construction jobs go to non-minority whites. This
17 aggregate statistic conceals a much greater imbalance.
18 When Philadelphia construction job categories are
19 broken down by the race of the person filling the job,
20 we find that only the laborers positions are
21 approximately distributed evenly between minorities
22 and whites. In skilled trade, there is a sharp
23 imbalance. Minorities fill up only 19 percent of
24 skilled positions, while 78 percent are filled by
25 whites. This disparity is even more profound in

1 management positions. Minorities fill only 8 percent
2 of all management positions while an overwhelming 87
3 percent are occupied by whites. The reality is that
4 the relatively high-paying jobs in the skilled trades
5 or management go to whites despite the fact that there
6 are minorities who are ready, willing and able to fit
7 these positions.

8 Number two, although most of the
9 region's building trade workers live outside the City
10 of Philadelphia, most minority skilled trade workers
11 still elect to live in Philadelphia. Sixty-five (65)
12 percent of minorities in skilled trades list
13 Philadelphia as their primary residence while only 29
14 percent of whites in the skilled trades do likewise.
15 However, only 41 percent of all construction jobs went
16 to workers whose primary residence is in the city,
17 while 59 percent went to persons who are not
18 Philadelphia residents. Maximizing utilization of
19 minority skilled trade workers maximizes projects'
20 economic impact on the City of Philadelphia.

21 Three, minority contractors hire
22 minority workers at a much higher rate than non-
23 minority contractors. Therefore, increased
24 participation by minority contractors is a way to
25 maximize minority construction employment and economic

1 benefit to the City of Philadelphia. Giving work to
2 minority contractors puts Philadelphians to work.

3 These stats and others which deserve
4 your attention are detailed in a 2008 report by a
5 Doctor Kevin Gillen entitled Demographic and
6 Geographic Positions of Philadelphia Building Trades.

7 A copy of this report is attached to this testimony,
8 and I ask that it also be made a matter of record.

9 Mr. Blatstein has demonstrated his
10 understanding of this key economic growth played by
11 minority contractors by reaching out to the minority
12 contractor community in an unprecedented manner.
13 Unlike most private owners and developers who rely
14 upon their prime contractors to satisfy their
15 commitment to minority contractor participation, Bart
16 Blatstein refuses to delegate that responsibility to
17 others. As the project developer, his is the final
18 decision, unlike some developers I have worked with
19 that those final decisions -- excuse me. As the
20 project developer, his is the final decision, unlike
21 some developers I have worked with, those visions
22 sometimes exceed their capabilities. Bart Blatstein
23 is a man of his word, who has never failed to finish a
24 project he set out to do. His commitment is not to
25 meet minimum goals, but to maximize minority

1 participation. His commitment to minority
2 participation extends to professional services as well
3 as the building trades. Only a project owner can make
4 and keep such a commitment. I believe The Provence
5 project is a true game changer for the city. The
6 Provence as a resort designates that futures --- a
7 stunning economic, and includes much more,
8 restaurants, hotels, spas, theaters, roof garden in
9 the future with Philadelphia with a unique urban
10 attraction. The location of Provence is the former
11 home of The Inquirer on the undeveloped north edge of
12 Center City. It is by far the best site among all
13 participants. The close proximity of The Provence is
14 the Convention Center, a less than two-block walk,
15 will lead to increased bookings at the Convention
16 Center and result in more revenue for the state. The
17 Completion of the project will lead to an explosion of
18 new developments in all Philadelphia, that will mean
19 more jobs, increased revenue for the city and the
20 state. The maximum utilization of minority
21 contractors will focus economic benefit on the City of
22 Philadelphia and create capacity building
23 opportunities for Philadelphia citizens. I
24 wholeheartedly endorse Bart Blatstein as the visionary
25 developer and The Provence as the finest casino design

1 among all the applicants, Philadelphia and all its
2 communities deserve to benefit from his vision and
3 commitment. Thank you.

4 PRESIDING OFFICER:

5 Vincent Jolly Jolly? Two Jollys?

6 MR. JOLLY:

7 Good morning. My name is Vince Jolly.
8 And I'm speaking on behalf of the ownership of Penn
9 Treaty Park Place, which is 180,000 square feet office
10 building located on North Delaware Avenue. Our
11 property is located in between and immediately
12 adjacent to Penn Treaty Park and what would be Wynn
13 Resorts billion dollar development on North Broad
14 Street. If you're familiar with this portion of North
15 Delaware Avenue, there isn't much going on as far as
16 proposed development, businesses, public use of the
17 waterfront or any general interest.

18 I am also a native Philadelphian, and I
19 never understood why our city hasn't fully maximized
20 and utilized the waterfront, similar to many other
21 cities throughout the country. Now, from an ownership
22 and also a civic perspective, I can understand the
23 tremendous value that Wynn Resorts would have
24 investing a billion dollars into a historically
25 blighted and underutilized area of our city. This

1 project not only would enhance existing businesses but
2 would also spur continued development along the
3 waterfront and realistically give the waterfront back
4 to the public. This waterfront right now is not
5 accessible to the public because of private ownership.

6 Wynn's name alone will also attract
7 investors and would also attract non-Philadelphia
8 visitors, domestic and foreign, which would also
9 continue to spur economic growth and continue to
10 enhance real estate development. Having a world-class
11 resort in Philadelphia realistically is a once in a
12 lifetime opportunity for our city. That in addition
13 to what will be the new off ramp for --- along 95 for
14 Girard Avenue and continue development along Delaware
15 Avenue with some other projects that are proposed
16 would really deliver the waterfront to the City of
17 Philadelphia that we've always envisioned.

18 I thank you for your time and wish you
19 luck in your decision making process.

20 PRESIDING OFFICER:

21 Thank you. Gary Solomon?

22 MR. SOLOMON:

23 Good morning. You have a tough decision
24 and I commend you on your decision making
25 capabilities. I'm a member of UNITE HERE Local 274.

1 And I work at the Citizens Bank Park as a consensus
2 manager and I also work at the Lincoln Financial
3 Fields. There is basically one good reason to bring
4 --- out of many reasons, to bring a new casino to
5 Philadelphia. That reason is providing good
6 high-paying family jobs. I can't tell you what it
7 means to have a good --- I can tell you what it means
8 to have a good union job down at the stadium. For me
9 and my coworkers, we can stand together and hold the
10 companies' owners to their promises and receive
11 dignity. That's the difference that good union jobs
12 make.

13 I'm a little nervous so bear with me. I
14 won't be long. I can tell you about one of the
15 companies that wants to build near the stadium. That
16 company is Penn National Gaming. Most jobs at Penn
17 National are like fast food jobs, you know. They're
18 abundant. But their pay is suspect and provide
19 expensive high health insurance costs. Many families
20 can't afford it. And with no pensions and little job
21 security. Fast food jobs are the last thing that the
22 Stadium District needs.

23 When you decide which casino comes to
24 Philadelphia, I wish you would think about whether the
25 Stadium District needs fast food style jobs, and put

1 good jobs first. And I'd like to thank you.

2 PRESIDING OFFICER:

3 Back to Mr. Terrance Harris? he is back
4 in the room? Terrance Harris? No. John Miller?
5 Okay. Vivian VanStory.

6 MS. VANSTORY:

7 Good morning. First of all, I would
8 like to thank my Lord and Savior Jesus Christ for
9 being able to testify this morning. Members of the
10 Board of the Gaming Control Board, my name is Vivian
11 VanStory. I am the founder and President of Community
12 Land Trust Corporation, a Housing Development
13 Organization (sic) for the City of Philadelphia, CHDO.
14 Our mission is to address in a comprehensive fashion
15 the plan, design and management of the public outdoor
16 environment.

17 Many of our local politicians, leaders
18 share in a vision of Philadelphia being a gambling
19 entertainment destination for our suburban neighbors.
20 Some have also said that it benefits the environment,
21 because local gamblers will shorten their carbon
22 footprint by not having to drive all the way to
23 Atlantic City.

24 North of the proposed Provence Casino,
25 where the Community Land Trust maintains its property

1 are low-income neighbors in Philadelphia, which
2 considerably are areas with some of the highest sales
3 of lottery tickets in Pennsylvania.

4 People tell me that it's better for
5 gamblers to lose their money in Philadelphia casino
6 rather than Atlantic City, because at least some of
7 their losses go to the State Treasurer. But it
8 doesn't seem fair that those who have the most to lose
9 pay a disproportionate amount of money to government.

10 My wish is that the winners at the
11 casino --- excuse me, let me correct myself, when you
12 all know that the only winners at the casinos are the
13 owners, is that they give a little something back to
14 the community in which they will surely profit.

15 Because I have a dream that the next
16 generation of children of North Philadelphia can
17 aspire to be more than a minimum earner at a casino,
18 and that with a little hope, and money from a Benefits
19 Agreement, hope it will be donated to our
20 environmental fund set up at Philadelphia Foundation
21 for the entire City of Philadelphia, a chance to turn
22 the empty lots into open green spaces for the
23 community. I hope that the price of a dream is not
24 too high. And I think Mr. Blatstein do have integrity
25 because he did give us a donation once. Thank you for

1 this opportunity to speak this morning.

2 PRESIDING OFFICER:

3 Philip Browndels?

4 MR. BROWNDELS:

5 Good morning, members of the
6 Pennsylvania Gaming Control Board. My name is Philip
7 Browndels and I appear here today to say in opposition
8 to the Provence Casino. I live and own property in
9 the Callowhill Chinatown neighborhood. I chose to
10 live in the neighborhood because of my vision that it
11 would prosper due to the proximity of Center City. I
12 am not convinced that living two blocks from a casino
13 will increase the value of my property or enhance the
14 quality of my life.

15 What troubles me the most about this
16 proposed casino is a corrupt bargain that has been
17 offered to the nearby communities. Last November, a
18 lawyer named Kevin Greenberg appeared in the
19 neighborhood, offered to represent the civic
20 associations, churches and schools under the name the
21 North Broad Community Coalition. Mr. Greenberg
22 advised the members of the coalition not to take a
23 public position either for or against the casino
24 during the licensing process, and that he would
25 negotiate a benefits agreement with Bart Blatstein

1 should he be granted the license. It seemed as though
2 Kevin Greenberg just wanted to do a mitzvah for the
3 community. But it turns out that Kevin Greenberg is a
4 partner in a law firm Flaster/Greenberg, the same firm
5 representing Bart Blatstein, casino operating partner
6 of the Isle of Capri.

7 The Isle of Capri diversity plan calls
8 for it to make donations, when possible, to local
9 civic and charitable causes. In other words, Kevin
10 Greenberg has already negotiated an agreement that the
11 Isle of Capri has already pledged to give to the
12 neighborhood. It seems to me that he's dealing his
13 card from the bottom of the deck. Kevin Greenberg and
14 Paul Snitzer are Chairmen of the coalition --- as well
15 as the casino's impact on traffic and parking in the
16 area. Both of which will turn a bad dream into an
17 absolute nightmare. However, they will not discuss
18 the social impact of gambling in our neighborhood.
19 There are also hundreds of school children in the area
20 every day as well as numerous churches. Two of the
21 closest are the Church of Latter Day Saints and the
22 Arch Street United Methodist Church.

23 The Church of the Latter Day Saints
24 opposes all gambling, including state-sponsored
25 lotteries. The church leaders encourage church

1 members to join with others in opposing legalization
2 and government sponsorship of any form of gambling,
3 end quote. The Church of Latter Day Saints goes on to
4 say that, quote, gambling is motivated by the desire
5 to get something for nothing. This desire is
6 spiritually destructive.

7 The United Methodist Church also has
8 publically stated that, quote, gambling serves as an
9 aggressive tax on those with lower income. In
10 summary, gambling is bad economics. Gambling is bad
11 public policy and gambling does not improve the
12 quality of life. Truer words have never been spoken.

13 The Provence's location is also very
14 close to Philadelphia's Chinatown. The Asian
15 community in particular has suffered the ill effects
16 of gambling addiction. The Isle of Capri diversity
17 plan states plainly that it will develop, quote,
18 strategies that market to ethnic minorities in each
19 groups to patronize the casino complex. Such efforts
20 are to include targeted ethnic publications, ethnic
21 entertainment events, promotions and other forms of
22 special events, end quote. Zangway (phonetic) will be
23 more than welcome at The Provence. It wants him as a
24 preferred customer.

25 How can a casino be a good neighbor when

1 it is promising to prey on its neighbors? What profit
2 is there for a community seeking everything you want
3 in a community-based agreement but lose our integrity
4 in the process?

5 Thank you for this opportunity to
6 testify before the Board.

7 PRESIDING OFFICER:

8 Kathleen Palmer? Kathleen Palmer?

9 MS. PALMER:

10 Good morning. My name is Kathleen
11 Palmer. I am here today to speak my support for the
12 Goldenberg Group's Market 8 project. I am here not
13 because I am an authority on the gaming industry. And
14 I'm not here because I enjoy speaking in front of
15 large public gatherings, but please bear with me. But
16 I chose to be here because I am an expert in financing
17 real estate developers' successful projects. And
18 because I am a believer in Kenny Goldenberg's
19 capabilities and vision.

20 I spent 30 years in finance, 19 years in
21 commercial lending, 17 at Core State Bank here in
22 Philadelphia. Over a ten-year period, from 1988 to
23 1998 at Core State, we provided financing to all of
24 the Goldenberg projects. I chose to leave the bank in
25 1998, only because of the acquisition by First Union.

1 I was then asked to become chief financial officer at
2 Korman Communities, also a top client of the bank.
3 And retired from there after 11 years.

4 In my last year with the bank, the
5 Philadelphia-based group that I ran exceeded the
6 entire real estate division's loan plan when it
7 produced \$1.1 million in new commissions.
8 Participating in this run, the Goldenberg Group was on
9 of our most successful borrowers and Ken Goldenberg,
10 one of our top clients. His projects were always a
11 sure bet. Of those ten years of being his lending
12 partner, what I know about Kenny Goldenberg is that he
13 looks at every project in his own new way. The only
14 way I can describe his process is that it's like
15 working a Rubik's cube. He works every project,
16 twisting and turning it, exploring every possible path
17 until he reaches the perfect solution.

18 The Market 8 project has undoubtedly
19 been treated in this same way. I can say that I and
20 the bank have complete confidence in Ken and his
21 ability to develop successful projects. He has the
22 energy and enthusiasm to tackle challenging situations
23 and come up with great solutions. I have seen this
24 firsthand. Philadelphia is such a compelling and
25 beautiful city because of the melding and co-existence

1 of the old and the new. With this project on East
2 Market Street, Ken and his team recognize this. They
3 have conceived this project as the catalyst to
4 reinvigorate that amazing location. With the
5 Goldenberg Group's stewardship, I couldn't feel more
6 confident about the Market 8 project bringing a
7 spectacular result. Thank you.

8 PRESIDING OFFICER:

9 George Bochetto?

10 MR. BOCHETTO:

11 Good morning and thank you for allowing
12 me to say a few words. My name is George Bochetto,
13 and I have been a practicing lawyer in Philadelphia
14 for over 35 years now. I also had the honor of
15 running for mayor of Philadelphia in 1999, though I
16 was not successful. Many say you have to run and lose
17 in Philadelphia before you can run and win. And I
18 will tell you that I plan to be very much a player in
19 the upcoming mayorial election, which is going to be
20 an open seat. And which is going to be the
21 mayorialship on which this new casino opens, during
22 which this new casino is developed. And I think
23 Senator Williams' testimony earlier today was very,
24 very focused and pointed. And I agree with a great
25 deal of it. I understand Senator Williams may be a

1 candidate for mayor, and perhaps we'll discuss these
2 things at greater length in other forums.

3 However, I want to make one thing clear,
4 I do not represent any of the applicants. I've never
5 represented any of the applicants. I don't have any
6 financial interest in any of the applicants. I do not
7 anticipate or promote a future interest or
8 representation in any of the applicants. I'm here to
9 express my humble opinion as to where I would go if I
10 were in a difficult position that you are in, in
11 having to make this decision.

12 No doubt all of the applicants can come
13 in and have platitudes galore spewed forth. They can
14 all talk about their commitment and their promise for
15 good jobs and community concern and that type of
16 thing. But in my mind, if I were on the Board, I'd
17 want to know who's actually been there and done that.
18 Who's actually been in the communities and been
19 concerned about housing? Who's actually been there
20 and bet his farm, his life savings, his career on
21 transforming neighborhoods into vital areas of new
22 development?

23 The gentleman that just testified who
24 lives close to what would be The Provence complains
25 that he doesn't know that his property values are

1 going to go up having a casino two blocks away. Well,
2 in fact, the matter is right now what he's got is a
3 lot of blight two blocks away and it's hard to imagine
4 how a visionary coming into that area, spending
5 hundreds of millions of dollars in development is
6 going to have a negative impact on his values. I'd
7 ask him to reconsider. I'd also ask him to stop
8 banging the anti-gaming drums. We are past that.
9 This legislature, our leaders that are elected to
10 represent us have ordained that we are going to have
11 another casino here. That fight has been fought, that
12 debate has been had, and that's where we are. So, now
13 we are let's make the best of it. And I think
14 everybody in this room wants to make the best of it.
15 Whatever their personal interests are, whether it's to
16 have a good job, keep a good job, get a
17 representation, get some kind of financial benefit out
18 of it.

19 My interest is in where are we going to,
20 as a community, place our trust in what we all want.
21 And I would suggest to you that there's only one
22 applicant that I see that has not just articulated a
23 concern for all of these goals, but has accomplished
24 them, has done that. And not just the last six
25 months. The last three decades, he's been serving

1 Philadelphia. If I were on this panel, I would
2 absolutely unconditionally vote for The Provence.
3 Thank you.

4 PRESIDING OFFICER:

5 Bob McDevitt?

6 MR. MCDEVITT:

7 Good morning. Thank you for allowing us
8 to speak today. My name is Bob McDevitt. I represent
9 UNITE HERE as Vice President of the international, and
10 I also represent workers in South Jersey and
11 Philadelphia. And together our three locals represent
12 almost 20,000 hospitality workers.

13 You know, I've been listening all
14 morning and I find it ironic about all the generosity
15 that's being expressed in the room today. Everyone's
16 been so generous. They're going to have diversity
17 programs and they're going to train people and they're
18 going to give money. And the only people that are
19 generous here today are the taxpayers of the State of
20 Pennsylvania, because they're going to give a license
21 to print money to an operator. And that's a good
22 thing. I'm not here to criticize that. But let's
23 face it, you know, I've been involved in the casino
24 industry for 32 years. I started out as a car porter
25 in 1981 at the Playboy Casino in Atlantic City.

1 We represent workers in Atlantic City.
2 We represent workers at Harrah's. We're trying ---
3 Harrah's Chester. We're trying to organize workers at
4 the SugarHouse with their inferior jobs. And I'm here
5 to not resay what other workers have said before. I'm
6 here to ask you everything being equal --- these are
7 all, I'm sure, very nice companies. A lot of these
8 companies that are applying for a license today
9 operate in casino jurisdictions where a labor peace
10 agreement or a partial agreement is required, and they
11 did so willingly. I'm not talking about that today.

12 You hear a lot about jobs. What's a
13 good job? I mean if you just provide a job, you're
14 just extending the poverty, because a lot of people
15 who work are still in poverty. A job simply doesn't
16 lift that. So, everyone in the room is going to have
17 a diversity program. Everyone in the room is going to
18 hire minority contractors. Most will fall short,
19 whatever it is. They're not going to hire enough.
20 There will be complaints about that. They'll all pay
21 their taxes. You'll get your cut. The state will get
22 their cut. The only thing left that really matters at
23 this point, it doesn't matter whether it's a box or
24 the Taj Mahal, because a building is a building is a
25 building, and you're giving this license to generate

1 money for the state. And that's a good thing.

2 I've heard other operators say that
3 they're going to give money to support pensions, but
4 they don't even have pensions for the workers that
5 they currently have anywhere in the country. I find
6 that ironic. So, as far as we're concerned, we're not
7 here to show for any one company. But if you want to
8 talk about one company in particular, Wynn, all their
9 workers in North America have good wages. They have
10 excellent health benefits and they have retirement
11 funds. And in Atlantic City where gaming started in
12 1978, there are workers today who are retiring after
13 spending their entire adult life working in that
14 industry and they've raised children, I include myself
15 in that, have raised children, they put them through
16 college, they have --- they've gone and bought a home.
17 And now they're retiring with a pension and they swept
18 the floor for 32 years. They washed dishes for 32
19 years. They served food and cooked food for 32 years.
20 That should be the goal of the Gaming Board. The goal
21 is you're going to get your money, you're going to get
22 the taxes. But at the end of the day, in order to get
23 into the room for the second round, they should be
24 signing a labor peace agreement and a project
25 agreement voluntarily or else their jobs are

1 worthless. Thank you.

2 PRESIDING OFFICER:

3 Lucille Ijoy? I'm sure I mispronounced
4 that.

5 MS. IJOY:

6 PHL Local Gaming. Good morning. Good
7 morning, everybody. My name is Doctor Lucille W.
8 Ijoy. Born at Jefferson Hospital 1932. And I welcome
9 this day, this Thursday, April the 11th, 2013, here at
10 the Pennsylvania Convention Center, speaking at the
11 Pennsylvania Gaming Control Board hearing in behalf of
12 PHL Local Gaming, LLC. This is a great opportunity to
13 offer my thoughts and words in support of PHL Local
14 Gaming, LLC. And in particular, to offer my complete
15 endorsement of principal owner and CEO, Mr. Joseph
16 Procacci of Procacci Brothers Sales Corporation and of
17 Doctor Walter Lomax, Junior, M.D., an investor, to Ms.
18 Beverly Lomax and the entire family. I am delighted.
19 This is an exciting project, important endeavor, which
20 promises to be another economic powerhouse, another
21 new commitment to the communities near and far. Let
22 me hear you say near and far. And this is a chance
23 that I can say proudly that I'm representing my family
24 and many, many of my friends and acquaintances near
25 and far. The world, if you will. PHL Local Gaming,

1 LLC, did I say I support them? I'm saying it now,
2 PHL, LLC.

3 I have with great interest, I studied
4 the attributes of PHL Local Gaming, LLC. I have asked
5 many questions. I have attended meetings and
6 gatherings. I've wrote letters, made phone calls,
7 engaged in lots of conversations, and now I am to the
8 point of unapologetically standing here to say with
9 confidence that PHL Local Gaming, LLC is on its way to
10 being the very best available casino management
11 license recipient in Philadelphia. Oh, by the way,
12 did I mention it is called PHL Local Gaming, LLC?

13 So, ladies and gentlemen, I, myself, am
14 an older woman in the community, I look forward to
15 recommending and to bring up my friends from the
16 senior centers by the busloads, to PHL Local Gaming,
17 LLC, family reunions, organized by my company,
18 Motivation Institute Of Philadelphia. When they say,
19 where are we going to have some fun, Ijoy? I'll go
20 who do think you're talking to? Where are we going?
21 PHL Local Gaming, LLC. There you go. Of course, it's
22 close to home and we'll be supporting the Philadelphia
23 community and beyond. Jobs that will go to new jobs.
24 Come on. I'm retired. You've been waiting a long
25 time, ladies and gentlemen, and you need to be working

1 at rates that are comparable to your skill level.
2 Because we're talking about skill level. We're
3 talking about honesty and we're talking about respect.
4 So, it's jobs, contracts. It's good contracts so they
5 don't cheat you. Okay? And you know, there will be
6 some taxes, lots of taxes, that will be available.
7 And of course, much, much more. So, I envision PHL
8 Local Gaming, LLC on the map, locally, nationally and
9 internationally.

10 Thank you. If you don't know by now,
11 I'm supporting PHL Local Gaming, LLC, and I hope that
12 you do, too. The excitement is buzzing, people are
13 talking about this wonderful possibility for the Lomax
14 family and the families around and for the communities
15 around. They are some generous people. They've
16 enjoyed it for a long, long time. And let me tell you
17 something, if you ever met this family, if you ever
18 met Doctor Lomax --- they're in the back there. If
19 you ever met them, you will say yeah, this family,
20 this man, the community, this partnership with Mr.
21 Joseph Procacci, it's the thing that's supposed to be
22 happening right now. So, I want to say that the
23 possibilities are right there. You've heard a lot of
24 things. I wonder if you've heard about the fact that
25 they propose to generate millions in annual city,

1 state taxes. They also have contributions, but good-
2 paying jobs. A \$65 million construction payroll, you
3 know, and possibly many of the people will be making
4 more than \$50,000. That's just about right. You need
5 about \$50,000. Well, you look over there at Walter.

6 And what else did they do? Oh, I know,
7 they're going to have a drawing board on the --- a
8 hotel on the drawing board, sports bar, entertainment
9 center, event center and a diversity commitment and
10 inclusion program second to none. You know the name
11 of it? PHL Local Gaming, LLC.

12 So, I thank you. And if anyone --- you
13 will not be disappointed. We're going to be rowdy all
14 year talking about it and their ultimate goal. So,
15 now I leave you with a little ditty. We've all come
16 up with a little ditty, because at my age ---. So,
17 here's a little ditty. PHL Local Gaming, LLC. PHL
18 Local Gaming, follow me. To Front and Pattison not
19 far away and in the future plans, there will be a
20 place to stay. Here we go, one more time, for the
21 record, PHL Local Gaming, LLC. PHL Local Gaming, LLC.

22 PRESIDING OFFICER:

23 She's going to be a hard act to follow.
24 And the poor individual who's following her, I'm going
25 to mispronounce this name. Khadijah (phonetic)

1 Jackson-Bay? And I apologize if I mangled your first
2 name.

3 MS. JACKSON-BAY:

4 Good morning. I did not want to follow
5 that. Good morning, Pennsylvania Gaming Control
6 Board. My name is Khadijah Jackson-Bay. I'm a
7 Philadelphia resident, a community member, a
8 law-abiding citizen and a taxpayer. As you already
9 can see, I'm supporting PHL Local Gaming Committee,
10 LLC, but I also wanted to talk just about two
11 concerns. One is the communication on the progress of
12 your decision as well as communication on jobs.

13 I'm sure that the applicant for PHL is
14 going to make sure that we have great job security,
15 meaning longevity as well as families being able to
16 build wealth and assets for their households. But I
17 would like that community to be broadcast to our
18 community residents on the stages of the jobs, the
19 levels of the jobs, whether they're entry level,
20 management or executive level, the types of jobs, the
21 health benefits and other benefits that families can
22 actually live on.

23 Like the colleague that was before me
24 from UNITE HERE, I can just say this, families need to
25 be able to have living wages and benefits so they can

1 strive to build wealth for their second generations
2 and third generations. All of us want our children to
3 go to college. All of us want our children to be able
4 to buy their first home. All of us want our children
5 to be able to build their family through wealth and
6 assets. The best way to do that is to make sure that
7 first generation have a living wage and benefits.

8 I would also like to know how this
9 decision is impacting the families and households
10 through communication to those families in layman
11 terms for every educational level, from high school to
12 college grad. As you know the reading levels in that
13 newspaper have been dropping down because we have so
14 many people from diverse backgrounds that need to be
15 able to communicate with their families and household
16 and community about what's going on in their
17 community. So, when marketing information goes out
18 and community information goes out, we need to make
19 sure that it is on an educational level that everyone
20 can be able to communicate with their neighbors, their
21 families and their residents.

22 My second concern, as I said, I would
23 like to know about the communication on the process.
24 The Board needs to ensure that applicants and
25 operators communicate to the community through

1 different outlets. Meet them where they are. As you
2 know, the North Philadelphia corridor has a high
3 unemployment rate, so communities need to actually
4 have information going to the CareerLink, the
5 unemployment agency, also to the Department of Public
6 Welfare. A number of places that you can make sure
7 the information is being dispersed diversely.

8 It also needs to go out to people that
9 cannot come to these hearings. There are people that
10 are out there looking for jobs right now. This is a
11 time that they can't come to these hearings, so you
12 need to make sure information is going to out those
13 outlets. You can get commercials during news time.
14 You can do the radio shows and make those PSA spots.
15 You can talk to KYW that is posted all the time.
16 Please make sure information is going out to the
17 communities so we can respond timely and appropriately
18 to your decisions. Thank you.

19 PRESIDING OFFICER:

20 Harris Cutler? Harris Cutler?

21 MR. CUTLER:

22 That's me. Good afternoon --- or good
23 morning, Chairman Ryan and Pennsylvania Gaming Control
24 Board. I come from Scranton, Pennsylvania. My name
25 is Harris Cutler, and I'm here on behalf of PHL, in

1 particular. I came to speak about my friend Joe
2 Procacci. Not knowing anything about the other casino
3 plans on the board. I've heard the name Steve Wynn.
4 But I know Joe Procacci for 39 years. I come from a
5 poor family in northeastern Pennsylvania. I was a
6 scholarship kid that got to go to Temple University
7 from 1974 to 1978, with the help of the State of
8 Pennsylvania and people like yourselves. My family
9 grew up and was devastated by the flood of 1972,
10 Hurricane Agnes, that pushed us from our small
11 neighborhood in West Pittston up to Scranton.

12 At age 13, I was delivering 220
13 newspapers for The Times Leader with my friend, Rupaul
14 Mary (phonetic). We were hardworking because there
15 was no money at home. I like to tell people the story
16 that in West Pittston in those days, the deposit on a
17 soda bottle was two cents and a big bottle was five
18 cents, and there wasn't a bottle that wasn't touched
19 in the town. And they would say to me, you must have
20 done great. And I said we were about 600 kids all
21 over town looking for those bottles at all times.

22 There's a lot of great people in this
23 room. Some have made it, some are on their way.
24 Those of you who haven't made it yet, work hard. The
25 guy I'm here to talk about, Joe Procacci, started with

1 nothing. He and his brother were peddling tomatoes,
2 and they worked really hard. They worked so hard that
3 any of you that want can go to a place called 3333
4 South Broad Street and see a magnificent bliss. It's
5 not a casino. It's a produce house.

6 And Joe Procacci with all the success he
7 made in the produce business and made a tremendous
8 place for his employees, primarily for his employees.
9 Those long-term workers that are there, and I've been
10 interacting with some of them for over 35 years, are
11 treated in a wonderful way. Joe knows their families.
12 Joe's seen them through hard times. Joe goes to all
13 their parties. And yet Joe lives in the same small
14 house he lived in, in the '70s. He and his brother
15 built a big, beautiful place in Florida. He's in the
16 same place in Florida. He wears plain clothes. He
17 dresses every day himself. He puts a tie on every
18 day. He goes off and he shows the world that he's
19 ready to work and you work hard. He raised a
20 magnificent family.

21 I'm the father of five kids. I've
22 patterned my life around his in a lot of ways. All
23 five of my kids are in my business today. I have
24 three businesses. I'm the President of Philip G. Ball
25 Company, Race-West Company and Sparky's

1 Transportation. All produce companies. All taxpaying
2 companies. All job creators in Clarks Summit,
3 Pennsylvania, where we're headquartered. Joe's
4 children and, in turn, Joe's grandchildren are
5 dedicated to staff, dedicated to employees, dedicated
6 to customers, dedicated to the neighborhood. Who's
7 going to build a place in his neighborhood where he's
8 been hanging out and doing business for 65 years that
9 isn't going to be absolutely amazing?

10 I don't know you people. I don't know
11 how much time I have. I wish I could talk all day.
12 But I want to tell you that Joe Procacci encouraged
13 me. I never really got an order from him in my life.
14 He told me the people that work for me, they're
15 fierce, they're tough. They need the best stuff.
16 They need the best prices. Call them. Work on them.
17 Be your best. Get great. Get smart. Work hard every
18 day. And those lessons have stayed with me.

19 The key thing that you want to know
20 here, the key thing that all of us want to know here
21 is there are a number of worthy projects in front of
22 you, but which project is really going to be the best.
23 Which project is really going to light this place up?
24 I really like the way the young lady that was two
25 before me really woke everybody up. That was

1 wonderful. I didn't realize that this was going to be
2 three people speaking in a line for PHL but maybe
3 that's the lotto of the draw, of getting your names
4 down.

5 But I want to say, and I want you all to
6 remember today, is that nobody gets anywhere without
7 working hard and nobody gets anywhere without being
8 committed to the project. And no one will work harder
9 and be more committed to a project than Joe Procacci
10 and his family. I know that. They are fantastic
11 people. Everything he's done in the produce business
12 has been first class. He had opportunities over the
13 years to bury his competition and rather than bury his
14 competition, he carried everybody alongside of them.
15 Those of you that are here that haven't seen it, go
16 down and take a look at the new Philadelphia Produce
17 Market. Joe supported it early. Not so much that he
18 needed to. He doesn't need it. He did it so that all
19 the other merchants and that produce people in general
20 would have a palace. It's the nicest produce terminal
21 in the United States of America, and it's amazing.
22 And it's here in Philadelphia. I went to school there
23 '74 to '78. I took the subway from Broad Street down
24 to Oregon Avenue, caught a bus, worked my way to the
25 market, walked around, looked at all the people,

1 watched everything going on. There was a constant
2 presence, this well-dressed man who was so focused.
3 And watching the people the way they looked at him
4 after he walked, was me saying I want to be like that
5 guy. I want to get close to that guy. I want to do
6 business with that guy. And it took me a while. It
7 took me a long time to get great at it and successful.
8 Be inspired. Make a great choice here. You got a lot
9 of great choices, but don't overlook Joe Procacci and
10 don't overlook PHL. Thank you.

11 PRESIDING OFFICER:

12 Ronald Armour?

13 MR. ARMOUR:

14 To the Board and all you all that have
15 gathered here today, I'm here to represent a public
16 servant under the name of Doctor Walker Lomax that
17 have a track record that has given to the community
18 throughout the years. His early days at the medical
19 --- coming out of medical school to heal people.
20 Doctor Lomax took a WURD Radio Station and put it into
21 existence, where people like myself and many others
22 could get out and provide a service to energize and to
23 inform people of all the significant things that is
24 taking place in the City of Philadelphia.

25 What Doctor Lomax --- what I hear coming

1 from Doctor Lomax and his other investors are talking
2 about, excuse me, a second chance initiative and
3 diversity combined with that. As you know, the
4 prisons are filled up with people that have made poor
5 judgments. Some of them after coming out of
6 incarceration, the opportunity is just not there for
7 them. But what Doctor Lomax would do, he will give
8 them an opportunity for jobs that pays more than what
9 they're earning in the prison system. Giving them
10 hope for tomorrow.

11 So, when this Board here --- and I would
12 like you to build this project that Doctor Lomax is
13 attempting to build with his investments. Taking
14 something that is in an area location that is
15 certainly the proper location. When I say proper,
16 where people have access to get there.

17 But the most important thing I want you
18 to remember the opportunity. And if this city is
19 going to be a great city with all the representation
20 that we have, interface council and all those
21 structures, this thing here we have a business person
22 that will give the opportunities. And at the same
23 time, will respect the structure of unions in this
24 city. At the same time, will make sure that it won't
25 be the pigmentation of one's skin, it will be the

1 content of their character and giving them hope for
2 tomorrow.

3 So, it makes me feel very good to stand
4 here today and to say to you all, we know that
5 everybody have a concern. But I say to this Board
6 here today, on WURD the word is WURD. And the word
7 needs to be inspiration. And Doctor Lomax have a
8 track record not just because I am saying it, we have
9 to have the proof to back up my claims and charge
10 Doctor Lomax with trying to help people, for trying to
11 make a difference. I don't know how much money the
12 man made. That's none of my business. But I do see
13 there are many of his people that have come into his
14 office that may not have had resources to pay for the
15 service that he provided. I am quite sure that Doctor
16 Lomax has took and just wiped that away.

17 So, my whole point is let us consider
18 this. This man have a track record. He's not
19 competing against anyone else, but his record is
20 consistent with I care for people. And I certainly
21 hope when you make your decision to remember one
22 penny, just a penny and the doctor took that penny and
23 turned it into a promissory note. And the promissory
24 note comes with a broge (phonetic) and the broge will
25 be and it says this, if you give him an opportunity to

1 do this, the City of Philadelphia will benefit. So,
2 we hope that you will concur. I certainly hope that
3 you will join on board with Doctor Lomax and us and
4 let us make this project for the greater good of this
5 city. Thank you.

6 PRESIDING OFFICER:

7 Michael Barmash?

8 MR. BARMASH:

9 Good afternoon, Pennsylvania Gaming
10 Control Board. Thank you for hearing me out. And
11 good afternoon to the potential casino operators and
12 developers. I, too, am a lifelong Philadelphian.
13 Born and raised in Olney. A Salspor (phonetic)
14 graduate. Salspor I said. And I am celebrating two
15 things this year, my 60th birthday and my 40th year
16 with one real estate company, Colliers International
17 formerly Leonardo National (phonetic) who are staples
18 in the real estate industry in the tri-state area and
19 were born right here on 11th and Market in 1920. I
20 have no financial interest with any of the casino
21 operators or developers. I have an interest in the
22 City of Philadelphia, which is my true love. I work
23 in Philadelphia. I live in Philadelphia. And I play
24 in Philadelphia.

25 When I started working in Philadelphia

1 some 40 years ago, this was a ghost town. There was
2 one restaurant, Bookbinder's. That is it. When I
3 first met my friend, Bart Blatstein, he was working on
4 the roof of a property on South Street, tarring the
5 roof. I am sure that all these casino applicants and
6 developers started from the bottom of their pants and
7 today are very successful. So, everybody here that is
8 in the casino development business should be proud of
9 their accomplishments and it's a very --- actually
10 being where they are today.

11 I've watched Bart, as he likes to be
12 called, in his developments throughout the years in
13 Philadelphia and areas where people wouldn't touch. I
14 remember back in the early 1980s being on then
15 Delaware Avenue, now what they call it Columbus
16 Boulevard. But then it was abandoned railroad tracks
17 and litter. He had the vision to see what it is
18 today, a shopping Mecca. Nobody else at this auction
19 I went at had any interest and they thought Mr.
20 Blatstein was cuckoo. But he was not. He got the
21 last word. This happened again and again and again.
22 In Manayunk, where he gave the people there, a
23 legitimate movie theater, a drug store, a retail
24 center, apartment living. Again, improving quality of
25 life. That's what I'm about in Philadelphia, quality

1 of life.

2 Next we have Northern Liberties, which
3 was a minefield. People said for 25 years Northern
4 Liberties was going to be a neighborhood. Well, guess
5 what for 25 years nothing happened until Bart came
6 along and had a vision. And today, you've been
7 reading about the boom, the apartment boom. There are
8 2,000 apartments being built in Philadelphia today.
9 Being built, under construction. 2,000 more planned.
10 Mr. Blatstein had a big say in that. They followed
11 the leader. This is a town that kids want to be in.
12 Kids from the universities don't want to leave
13 Philadelphia any more. They want to be here. This is
14 the third largest population of 24/7 residents in the
15 country after New York and Chicago. This casino is
16 not a casino Bart is building, this is a Mecca. It is
17 a complex. What I'm most interested in is seeing this
18 city continue to rise and Broad Street is next.
19 Everybody wants Temple University to connect with the
20 city as they do want University City to connect to the
21 city. Mr. Blatstein's plan entails only a nine
22 percent, nine percent, portion of the building for a
23 casino. The rest will be mixed used. And I
24 personally can't think of a better location being at
25 the back door of the Pennsylvania Convention Center.

1 Again, I was born in 1953 at Einstein North, and I'm
2 going to live here all my life. And I just want to
3 see the right thing happen in Philadelphia. Thank you.

4 PRESIDING OFFICER:

5 Penelope Giles?

6 MS. GILES:

7 Good afternoon. So, you nine folks hold
8 the keys to the kingdom. You will make the decision
9 and I hope that I can add something today to countless
10 testimony in favor of this development. My name is
11 Penelope Giles. And I am here today to testify in
12 favor of the La Provence Hotel and Casino complex in
13 my capacity, first, as a Philadelphia resident who was
14 born and raised just a few blocks from where this
15 development will be located, in the Francisco
16 neighborhood. And second, in my capacity as the
17 founder and Executive Director of the Francisco
18 Neighborhood Development Corporation. As a long-term
19 Francisco resident, I have witnessed my neighborhood
20 go from a predominately African American middle-class
21 neighborhood where there were enough people and an
22 income base to support events and bustling commercial
23 corridor on Ridge Avenue, as well as on Broad Street
24 to over 40 --- through over 40 years of disinvestment
25 and population loss in neighborhoods devoid of people

1 and businesses, leaving a community predominately low
2 income and segregated based on income.

3 In 2005, our organization embarked on a
4 planning process to develop a comprehensive plan to
5 revitalize our neighborhood. That process informed
6 and educated many of us who had no idea why our
7 neighborhood had become a faint and distant shadow of
8 what it had been formerly. You see, growing up in
9 Francisco, I was always reminded by my parents and
10 older friends and family that our neighborhood was
11 once a part of Center City, as evidenced by countless
12 historic sites that are still throughout the North
13 Broad Street corridor. To name a few, the
14 Metropolitan Opera House at Broad and Poplar, The
15 Devine Lorraine Hotel at Broad and Ridge, the Blue
16 Horizon at Broad and Master, is it, and the Heritage
17 House, to name just a few. And Center City Cadillac
18 was a fixture throughout my adolescence which was
19 located at Broad and Ridge Avenue.

20 As an adult, I have been blessed to have
21 traveled and worked in many countries in the
22 entertainment industry. I know firsthand how equally
23 important a diversity of the many is to communities
24 and cities and the people that live there. This
25 development is and will be a game changer for all the

1 neighborhoods that will flank it along North Broad
2 Street. Countless short-term and long-term jobs from
3 entry level to executive. Entertainers will have
4 another venue to work. And North Broad Street will
5 finally see the investment its counterpart on the
6 southside of City Hall has for over 30 years now.

7 Sure, there are pros and cons to any
8 project of epic proportions, such as this one is and
9 will be. But I have more confidence in knowing that
10 we will be able to work together to mitigate as many
11 negatives as possible because it's Bart's project. I
12 say this because I had the opportunity to meet and
13 talk with him, and he is the real deal. He says what
14 he means and he does what he says.

15 Finally, in my capacity as the founder
16 and Executive Director of the Francisco Neighborhood
17 Development Corporation, I submit my support for the
18 La Provence ferociously on behalf of our organization
19 and many residents new and old in the Francisco
20 neighborhood. I look forward to the groundbreaking
21 and working with Bart to ensure minorities in our
22 community and others are included in all aspects of
23 this project.

24 And one more thing. Before I say this,
25 do we have any New Yorkers or former New Yorkers on

1 the panel today? No? Well finally, it's about time
2 that Philadelphia gave New York something to worry
3 about. So, thank you for allowing me to testify
4 before you today.

5 PRESIDING OFFICER:

6 Okay. Last call for Terrance Harris.
7 Mr. Harris? No. And John Miller, again. And we are
8 going to break for lunch. We'll reconvene again at
9 1:30.

10 LUNCH BREAK TAKEN

11 PRESIDING OFFICER:

12 If you could find a seat and we'll get
13 started again. If you are registered to speak and
14 have not signed in out at the registration table,
15 please do so or I won't call your name, because I
16 won't know you're here. We are going to get started
17 again for the afternoon. Again, if you had registered
18 on the website and have not signed in at the table,
19 please do so. We have moved the podium to the middle,
20 so we can see you better, and you can see the clock as
21 well. We will begin with Andrew Yaffi.
22 And again, if I mispronounce your name, I apologize in
23 advance.

24 MR. YAFFI:

25 Good afternoon. I could get in some

1 trouble for saying this in this room, but about three
2 or four years ago, I was living in New York City, and
3 I was somewhat lost in my mid-20s. I didn't know what
4 to do with my career. And Bart Blatstein encouraged
5 me to move back to Philadelphia and start developing
6 properties on your own. I listened. And I am proud
7 to stand here today as the owner of a small
8 development company that has seen growth every year
9 since. I could not be on this path that I am without
10 the guidance, support, teachings and motivation
11 provided by Bart Blatstein.

12 I have focused on areas such as
13 Fishtown, South Kensington, Old Kensington and others
14 north of Girard Avenue. None of these areas will be
15 blessed in the way they are today had it not been for
16 the transformation that Bart made in Northern
17 Liberties. I know that Bart has not only provided his
18 guidance and motivation to me, but to several others
19 in my peer group. As a matter of fact, we jokingly
20 call his company the Tower University for the
21 education he's given us.

22 Speaking of Northern Liberties, I worked
23 for Bart as a summer intern the summer of 2001, just
24 after I graduated high school. I'd walk up and down
25 the streets in Northern Liberties and had it not been

1 for Bart sending his own son with me, I would swear he
2 was sending me out to try and get killed. The area
3 was dangerous. It was scary. And now look what it is
4 today.

5 I remind you one of the reasons that we
6 are all in this room today is because the group that
7 was previously selected and awarded this license did
8 not get the job done. This time what we want to see
9 is results that multiply into layers of benefits to
10 our city and state. And Bart Blatstein offers us that
11 certainty of execution. You don't have to take my
12 word for it, just look at his track record. Thank
13 you.

14 PRESIDING OFFICER:

15 Warren Ingersoll. Warren Ingersoll is
16 not in the room. Moving on. Simon Wolf?

17 MR. WOLF:

18 To the members of the Pennsylvania
19 Gaming Control Board, gaming applicants and everyone
20 else, I want to thank you for allowing me to speak for
21 the Marconi Residents Civic Organization, also known
22 as MARCO. We represent the neighbors that are
23 bordered by Broad Street on the east, Packer Avenue on
24 the south, Oregon Avenue on the north and 21st on the
25 west. We work closely with the Stadium Services

1 District, another organization called LOMO, which is
2 north and east of us, as well as the South Philly
3 Civic --- Community and Civic Association on the east
4 of us as well. Our borders actually sandwich us
5 between Broad Street Exit of 95, the 76 Walt Whitman
6 Bridge exits, Stadium exits, also the 76 exits at
7 Oregon and Essington, Passyunk Avenue as well as the
8 Platt Bridge.

9 First of all, with Dominic I actually
10 printed out those borders for you, so they have an
11 idea with the impact studies that were turned in by
12 the applicants. But let me first point out that South
13 Philadelphia, itself, is only approximately three
14 square miles. So, what affects one area automatically
15 affects another with all those exits as well. It's
16 called a backlog. For that very reason, we feel that
17 these impact areas have not been properly considered
18 by the applicants.

19 Pennsylvania Gaming Ventures, Gaming PHL
20 Local (sic), Stadium Casino doesn't give a true
21 representation of the affect on our neighborhoods.
22 Not one applicant approached our organization. None
23 of the local impact studies took into account that
24 much of the traffic must pass through these
25 residential areas when these exits get backed up. And

1 they currently do get backed up. You only have to
2 listen to KYW on the two to know this whenever there's
3 a sporting event. If there's a sporting event with a
4 concert at the same time, it's even worse. Compound
5 this with any casino built in that area which is open
6 24/7, then we have the equivalent of a sold out Flyers
7 game every day, seven days a week, 24 hours a day.
8 And again, I point out that not one applicant has
9 approached our group or the other three groups
10 mentioned to discuss our concerns.

11 Also compound this with, you can build
12 all the parking facilities you want, what happens is
13 that they --- when people leave, they get bottlenecked
14 coming out of the parking areas. This causes the
15 people to veer away from what would be a proposed
16 exiting strategy and they go through the neighborhoods
17 to find alternative routes to get home.

18 And I apologize because unfortunately
19 most of our members today could not take off from
20 work, so I was rushed over here. Now, the sporting
21 teams realize this and the Stadium Services District
22 itself was created to help minimize the concerns of
23 the surrounding communities. And it's run as an
24 independent organization to address and minimize these
25 issues, noticing that the impact of a brand new

1 stadium that long ago would affect the neighborhoods
2 in this way. And when you consider that none of these
3 on ramps/off ramps, traffic signals or anything else
4 since the building of the new stadium has been
5 improved upon, no widening, no anything. Not even an
6 additional off-ramp on 95 or 76. There is no way that
7 the current infrastructure can handle another influx
8 of another facility that could create that kind of
9 traffic, especially one every day of the week. Now,
10 let's face it, once the Phillies are playing during
11 their summertime --- don't get me wrong, I love them.
12 I live so close that having a seven second delay, if I
13 watch the game on my TV, I know what happened seven
14 seconds before it gets to my house on the television.
15 Okay. Same with every other sporting event. And I
16 hope that I don't ever hear the cheers of our fans
17 from sporting teams to be drowned out by someone going
18 ah, no, I crapped out again at the roulette table.
19 But regardless.

20 One of the other things that we also
21 noticed is that in the impact studies, everyone talks
22 about traffic. Everyone talks about crime. Everyone
23 talks about sanitation, water. That's all fine and
24 dandy, but I didn't notice one --- I could have missed
25 it. One person reading three very large reports. But

1 I did not notice one person mention that the school
2 district supersite is within 500 feet of one of the
3 proposed areas, maybe 750. As well as a charter
4 school will be opening up in September or October
5 within 500 feet of another proposed area. Pretty much
6 right off of 10th Street and another one right off 7th
7 Street. With that being said, I'm not too sure if I
8 want to have an influx of traffic going by these areas
9 during school hours.

10 Now, increased traffic, which, you know,
11 South Philly is famous for, as well as for our parking
12 or our lack thereof, is just one of the issues that is
13 caused when you have an increase in traffic. What you
14 also have is people, let's face it we're all human, we
15 all have our flaws, and what happens is people
16 sometimes tend to discard their unwanted trash in the
17 neighborhood when they come through. Okay. So, any
18 other facility that brings in such an influx of, and
19 I'll call them, spectators, people seeking
20 entertainment, when people work in the community or
21 live in the community, they do strive to clean it up.
22 But when they're passing through, they see themselves
23 as transient, they leave filth. And if you're being
24 bottlenecked, backed up, you're going to leave it on
25 the sidewalks. And this creates more of a strain on

1 sanitation. Traffic is going to create more of a
2 strain on the police and the emergency personnel in
3 our area.

4 I noticed one impact study even
5 mentioned that the police in the 3rd District will not
6 be affected by the casino. That's impossible.
7 Currently the 3rd and 4th Districts are already
8 overwhelmed. They're understaffed, they're
9 undermanned. They tell us this at every community
10 meeting. And you add an influx of 10,000 people a
11 day, seven days a week, and that is not considered,
12 that tells me a lack of foresight.

13 We ask the Board to please consider the
14 lack of foresight as well as the community
15 representation in the three South Philly locations
16 when it makes its decision. Thank you.

17 PRESIDING OFFICER:

18 Zoe Dailey (phonetic)? Do we have Zoe
19 Dailey? How about Warren Ingersoll? Is there anyone
20 in the room that registered to speak that I have not
21 called your name? No? We're going to take a 15-
22 minute break. That was the end of my list at this
23 point. And see who else has arrives in the next 15
24 minutes.

25 SHORT BREAK TAKEN

1 PRESIDING OFFICER:

2 If you could take your seats, please and
3 we'll get started again. And we'll call Warren
4 Ingersoll. I know he was here. There he is.

5 MR. INGERSOLL:

6 Thank you very much. I'm pleased to
7 stand for you on behalf of PHL and the Procacci
8 Brothers for the Revolution site. And there's really
9 two things I wanted to address today. One is kind of
10 the logical, what I will call, logistics. I've been
11 working with and going to appointments at the Procacci
12 site for well over five years now and it seems to me
13 in looking at the other proposals relative to the
14 location presented for the PHL site, there is just ---
15 logistically, there is no easier site to get to,
16 whether you're coming from New Jersey, Delaware,
17 northern Philadelphia, western, southern. It is by
18 far and away, looking at the map, the most logical
19 selection site available to you.

20 I've been a Philadelphian my entire
21 life, as well as my family's been here for a very long
22 time. And I speak, you know, somewhat embarrassingly
23 these days about my sense of Philadelphia being three-
24 quarters of the way to being a world-class destination
25 location for our sports facilities. Unfortunately our

1 teams aren't performing quite as well as we'd like for
2 them to be these days. But certainly with the
3 building of the Citizen's Park, Lincoln Field, the new
4 Wells Fargo Center, which is, I guess, the fourth name
5 now. But we are so close to having a truly world-
6 class facility. What's lacking there is some
7 alternate forms of entertainment and clearly hotel
8 space to really make it a destination spot and
9 hopefully attract sporting events and other teams that
10 want to come to be in Philadelphia and spend money in
11 our city.

12 Again, I just can't think of a better
13 place if you look at the alternatives, to get into and
14 out of, people driving on the highways, to having the
15 opportunity to pull in so easily, it's going to be a
16 destination spot. And I assume and know that you're
17 all here trying to build and support a sustainable
18 facility. And what would be terrible is putting up a
19 world-class facility in a location that is not
20 sustainable and won't encourage people to come from
21 all over to go to that spot.

22 The real reason I came to talk to you is
23 my personal experience with Procacci. And I have
24 spent five years working with their employees in the
25 handling of their retirement fund. And I know today

1 you're hearing a lot of people talk about the promises
2 they're going to make and how they're going to take
3 care of employees and what they're going to do for
4 employment in Philadelphia. But I can speak to you
5 with absolute conviction about how Joe Procacci and
6 the Procacci Brothers organization handles and treats
7 their employees. They are truly committed to taking
8 care of those employees, hiring locally, supporting
9 them and educating them in a time when retirement
10 savings are at an all-time low. And what many
11 employers that care that have paternalistic
12 relationships with their employees are worried about
13 is how to educate and communicate to those employees,
14 the value of retirement savings. And Joe Procacci is
15 a stand-above the people we deal with.

16 My organization handles over 300 plans
17 with local and national organizations, 30,000
18 employees we represent. And I can say with
19 unconditional support that the Procacci organization
20 cares about their employees. As a result of that,
21 they have low turnover. They hire from within. They
22 promote from within and allow their employees the
23 opportunity to retire with dignity. And that's the
24 kind of employer we want for this project and for the
25 City of Philadelphia. So, I add my unconditional

1 support to that group of investors, and I know that
2 the rest of the partnership involved feels the same
3 way as represented by all these people here. So, I
4 thank you.

5 PRESIDING OFFICER:

6 Gregory Tompkin?

7 MR. TOMPKIN:

8 Thank you for having me here today. I'm
9 here for two reasons. One I'm a young developer and
10 two, I grew up in the city. And for both reasons, I
11 really want to make sure we make the right decision
12 for the future of the city. And as a young developer,
13 there's really one guy that I look up to, and I know
14 many others in my shoes do as well, and that is Bart
15 Blatstein.

16 Bart really has a passion for the city
17 that is unmatched, and he is a true visionary. Not
18 only does he love the city and care about it, but he
19 understands what will and will not work. From his
20 projects through Manayunk, to Temple, to Northern
21 Liberties, they have all been wildly successful and
22 they have all really helped to spur growth in those
23 areas. And I think The Provence would be no
24 different.

25 Bart and his team really do understand

1 that in order to have a successful casino, you need to
2 create an entertainment destination. And the
3 amenities and attractions that The Provence will bring
4 will do just that. I also think that the location is
5 by far the best because it's the central hub of
6 Philadelphia and it's easily accessible at all points.
7 Also, for me, as a young developer, it allows for
8 opportunities to grow in the other surrounding areas
9 which is huge for the City of Philadelphia and for
10 guys like me, who would like to have a bright future.

11 Now, I've gotten the chance to know Bart
12 over the last couple years, and he's been giving me
13 advice that is truly invaluable. And the reason that
14 he does that is because he cares about the city and
15 really wants to see it reach its full potential. And
16 in my opinion, the next step in doing that is The
17 Provence. Thank you very much.

18 PRESIDING OFFICER:

19 I'll call Zoe Dailey again. Is she in
20 the room? There were individuals and groups that
21 registered on our website, but did not check in today
22 our front. I'm going to read the list of names. If I
23 call your name, will you stand up? And we'll get you
24 registered and get you to speak. Andrew Thomson?
25 Ben-Zion Friedman? Carol Rossoni? Christopher

1 Sawyer? Dave McCaffrey? Edward Panek? George Moy?
2 Harris Schwartz? Joette Cuomo-Evers? John Arnold?
3 Michael McGettigan? Okang Erasto? And Wes Smith?
4 Terrance Harris? Or John Miller? Okay. We are at
5 the end. Is there anybody here that thought they
6 registered to speak that I didn't call your name?
7 Okay. That is all that has arrived today for the
8 daytime session. What we are going to do is we are
9 going to reconvene at 5:30. Any of the individuals'
10 names I just called, if they show up this afternoon,
11 they're going to be told to come back at 5:30. The
12 Board will hear their testimony at that time. Then we
13 will start our evening session at six o'clock with the
14 people that registered for the evening. We will be
15 back here at 5:30, if you care to join us. Thank you.
16 BREAK TAKEN

17 PRESIDING OFFICER:

18 If you can take your seat we're going to
19 get started with the evening session. Okay. We are
20 going to begin. Our first speaker this evening is
21 George Moy. Mr. Moy, come up to the podium when your
22 name is called to speak. And I'll remind everyone in
23 the audience that community group representatives have
24 ten minutes to speak and individuals have five minutes
25 to speak. And when you have 30 seconds left, the

1 yellow light will come on the timer. And when your
2 time is up, the red light will come on. Okay.

3 MR. MOY:

4 My name is George Moy. In the past 27
5 years of the Chinatown Development Corporation's
6 existence, our organization and many others have
7 toiled resolutely to make Chinatown what it is today,
8 a proud, successful neighborhood with very little
9 crime, no juvenile delinquency, near absence of
10 graffiti, more revenue collected than is spent on the
11 community. This occurred in an area that was once
12 called skid row. At that very same time, we had to
13 struggle with two dozen multi-million dollar proposed
14 budgets --- projects. The majority of which have had
15 negative impacts on the community.

16 While all casinos will hurt our
17 community, we are most concerned about those that are
18 closest to Chinatown. We anticipate that bringing a
19 casino into the proximity of the neighborhood may
20 result in serious social problems, enticing problem
21 gamblers in the community, as well as problems with
22 parking and traffic.

23 Again, all casinos are problematic for
24 our community, but the proximity of these locations
25 have a factor of convenience that will draw many more

1 problem gamblers and exacerbate the social
2 consequences of gambling. The casinos have the
3 ability to misdirect the entrepreneurial spirit of
4 many individuals, particularly newcomers, as they
5 attempt to raise themselves out of poverty. While
6 many have succeeded, we are aware that some have been
7 lured to the casinos, hoping for a quick win.

8 We have already seen families suffer
9 from existing casinos in Philadelphia. We believe
10 that casinos within walking distance will aggravate
11 gambling within the Chinese community, where hard-
12 earned money made in the community is spent gambling
13 instead of on basic necessities. Family savings have
14 been squandered away. Children have been left alone
15 in cars or homes with no one looking after them.
16 Money meant for their education has been wiped out.
17 Gambling addiction is a very real problem in our
18 community, especially among the poor.

19 Additionally, we are concerned about the
20 increase in crime round our neighborhood, should a
21 casino be built nearby. We are aware that there have
22 been incidents of home invasions and robberies of
23 gamblers, many of which have been Asian American.

24 Aside from social issues, parking and
25 traffic is already a serious problem in Chinatown.

1 Though we are aware of the applicants' parking and
2 traffic plan, we don't believe that they are
3 sufficient for the density of this district. 10th
4 Street, the main commercial corridor of Chinatown,
5 fields vehicular traffic from commuters from the Vine
6 Street Expressway to Center City, as well as tourists
7 and customers, and business workers. We have been
8 working over the years to implement traffic calming
9 measures to offset the traffic brought in, including
10 the renovation of the 10th Street Plaza, numerous
11 streetscaping improvements, along the commercial
12 corridors. The presence of casinos will draw much
13 heavier traffic flow, reversing the hard work put into
14 all these efforts.

15 It is the responsibility of the Gaming
16 Control Board to select the casino applicant that will
17 have the least harmful effect on the Philadelphia
18 community, especially in regards to the particularly
19 vulnerable Asian American community. Though, we
20 grudgingly accept the fact that you are moving forward
21 with licensing a second casino in Philadelphia, we
22 request that significant effort be taken to minimize
23 the impact of gambling in our community and that the
24 Gaming Control Board enact proactive measures to
25 protect the public, especially minorities from

1 gambling addiction. You are not obligated to select
2 one applicant if they have irreparable and negative
3 impact on a community. Thank you for the opportunity
4 to voice these concerns.

5 Can I continue while the green light's
6 still on?

7 PRESIDING OFFICER:

8 Yes.

9 MR. MOY:

10 There needs to be a serious study of
11 gambling and its impact on the general public. Now,
12 my understanding that there was one done more than ten
13 years ago, but that was before the proliferation of
14 casinos around the country. In fact, some of the
15 words thrown around is cannibalizing when casinos try
16 to take the customers away from another casino.
17 There's only so much of an area or population that you
18 can draw to a casino. And they're all --- you know,
19 you have about half a dozen in Center City, even
20 including Delaware and elsewhere. But who are you
21 going to bring into that second casino that won't be
22 fighting --- the casinos won't be fighting each other
23 for the same customer? So, I think a study is really
24 needed to --- even have us, as the general public,
25 understanding what we're facing. What can we do to

1 mitigate any choices that you make? We have to deal
2 with all five or six that you're dealing with
3 currently. We can only devote so much time on this
4 issue.

5 As I mentioned, there's over two dozen
6 major projects that impact Chinatown. And half my
7 life is spent trying to work with like even the Vine
8 Street Expressway, which would have meant the demise
9 of Chinatown. We've worked with PennDOT. And
10 ultimately working together, we came up with a scaled
11 down expressway which you know is built and is out
12 there. And then we became proponents of that highway
13 because we knew the city needed it, the state needed
14 it, the country needed that highway.

15 So, we're not --- if you get the
16 impression that we're always negative, no. We have
17 worked with various developers and developments, like
18 we've got the Convention Center I and II. None of
19 them --- in fact, the Convention Center I, only one of
20 our people was employed during and after the
21 construction. The Convention Center expansion, none
22 of our people were hired, even though, you know, they
23 seriously impacted our community. So, there's a lot
24 that we face that we try to survive and continue on as
25 successfully as we've been able to.

1 Once again, you are, I would say, maybe
2 our first line of defense, because we can't, how do
3 you say, stop a casino from being built. But you have
4 the choice to make sure that whatever is built, we're
5 --- and wherever it has an impact, that the developer
6 deals honestly with those impacts and not cause the
7 demise of a community or a neighborhood.

8 Once again, thank you for taking the
9 time to listen to my comments. Thank you.

10 PRESIDING OFFICER:

11 Thank you. Steve Niggeman? And if I
12 mispronounce anyone's name, I'm sorry out of the gate,
13 because it will happen again.

14 MR. NIGGEMAN:

15 Good evening. My name is Steve
16 Niggeman. I'm a principal at Metro Commercial Real
17 Estate. I've been with the company for 26 years. We
18 have offices in Conshohocken, Center City and Mount
19 Laurel, New Jersey. We specialize in highway
20 commercial retail shopping center brokerage. We lease
21 and manage 326 shopping centers, roughly 20 million
22 square feet. We represent on an exclusive basis about
23 100 national retail tenants. I've worked with Ken
24 Goldenberg for the last 20 years.

25 And over that 20 years, we have worked

1 together on some of Philadelphia's most prominent
2 developments. We've transacted more than 2.5 million
3 square feet, which includes three Target projects.
4 One in Snyder Plaza down in South Philadelphia.
5 Metroplex which is in Plymouth Meeting and Exeter
6 Commons which is in a southern Reading. We've done
7 four Lowe's Home Improvement developments. Again, the
8 Metroplex which is in Plymouth Meeting. Park West,
9 52nd and Jefferson in West Philadelphia. Whitman
10 Plaza on Roosevelt Boulevard in the Northeast. And
11 Exeter Commons in southern Reading.

12 We're typically consulted and brought in
13 at the early stages of these types of developments.
14 We continue to work with Ken and his teams through
15 completion. We're presently working with Ken and his
16 team on another 500,000 square foot shopping center in
17 Trexlertown, PA. Ken's assembled an incredible team
18 to pull this project together at a very challenging
19 time. They have successfully worked with state,
20 county and city officials in order to deliver a
21 first-class project that will serve the community.
22 Ken understands the importance of input from his many
23 experts, officials and community leaders to provide a
24 unique approach which will guarantee success.

25 I've seen Ken Goldenberg's passion, his

1 commitment, his determination bring together a
2 powerful team of individuals that guarantee an on-
3 time, on-budget successful project. There is no doubt
4 Ken Goldenberg's Market 8 will deliver a best-in-class
5 project that the City of Philadelphia will be
6 exceptionally proud of. The Market 8 project will
7 deliver a level of excitement, energy, entertainment
8 that doesn't exist on Market Street, Market East. It
9 will serve the millions of people that are visiting
10 Philadelphia, the Convention Center and the historical
11 areas. This doesn't exist today. It will be a
12 compliment to the area. Thank you.

13 PRESIDING OFFICER:

14 Michael Filoromo?

15 MR. FILOROMO:

16 My name is Michael Filoromo. My home is
17 in Downingtown, Chester County, Pennsylvania. Thank
18 you for the opportunity to testify before the Board.
19 I want to present some of my thoughts on the various
20 casino proposals as a lifelong area resident, a real
21 estate agent, also a limousine driver, as a business
22 person that's worked his whole life in Philadelphia
23 and the surrounding areas. My work has helped me to
24 understand the geography of the region and the
25 people's perceptions about areas of the city and the

1 region.

2 The Center City location proposed by
3 Market 8 is far superior to other locations in terms
4 of amenities offered and other attractions available.
5 The ease of public or private transportation, the
6 proximity to the Convention Center, the availability
7 of hotel rooms, within walking distance of a plethora
8 of excellent restaurants, bars and pubs. And in the
9 comfort level that visitors would have concerning the
10 feelings of personal safety. Unfortunately people
11 from outside the city are a bit nervous about visiting
12 certain parts of the city. Sometimes the news media
13 doesn't help to dispel those feelings with reports of
14 shootings and other violence. Many of these fears are
15 at least in part unfounded. Generally speaking,
16 outsiders and some residents might feel a bit
17 apprehensive about visiting the location proposed by
18 The Provence and Wynn.

19 North Broad Street, the location for
20 Provence doesn't offer all of the ease of public
21 transportation to Center City. Plus it is blocks away
22 from anything else in the city that people would want
23 to visit. I've always loved studying geography. I
24 think my grandmother passed it on to me.

25 The Wynn location reminds me of the

1 Kamchatka Peninsula in Russia. Still technically part
2 of Russia but separated from the rest of the country
3 and most of the activity by 3,000 or 4,000 miles.
4 Instead of the Sea of Okhotsk, we have I-95. Instead
5 of the Pacific Ocean, we have a section of the
6 Delaware River with a view of unfortunately nothing
7 worth looking at on the New Jersey side. While Wynn
8 would probably build a palace on the site, and people
9 might visit once out of curiosity, it's a terrible
10 location. Now, if the Wynn location is the Kamchatka
11 Peninsula, the location of the Stadium Complex is the
12 barren plains of Mongolia. A lot of activity where
13 the Indo-migrations occur to the sports and
14 entertainment events but devoid of any activity
15 outside those times. Plus when games are occurring,
16 this area is horrendous to travel to in private
17 vehicles.

18 Other existing locations, such as Parx
19 in Bensalem are really far for people to travel to
20 from the western suburbs and for most of the City of
21 Philadelphia. Places such as Harrah's of Chester are
22 scary for suburban residents. They make the wrong
23 turn, they pass the very whitest areas of Chester, the
24 state penitentiary and probably six sets of train
25 tracks before arriving at the casino.

1 Atlantic City offers the Atlantic Ocean
2 and an assortment of casinos, but it's a one or two-
3 hour drive away from the Philadelphia suburbs. Beyond
4 the beach and casinos, Atlantic City offers not much
5 else to visitors, particularly if gambling is not of
6 great interest to them.

7 The reason for granting a second casino
8 license is to bring additional revenue to the city,
9 the state and to existing local businesses and
10 residents. The Center City location offers much to
11 attract visitors, in addition to the attraction of the
12 casino. When people think of visiting Philadelphia,
13 they think of this area first. The Market 8 location
14 would compliment and enhance the visitors' experience
15 and be a boost to existing businesses in Center City.
16 Thank you very much.

17 PRESIDING OFFICER:

18 I'll take this time to remind everyone
19 if you registered online to speak and have not signed
20 in at the table, please do so or I won't have your
21 name to call. Our next speaker is Thomas Falvey.

22 MR. FALVEY:

23 Good evening, ladies and gentlemen. My
24 name is Tom Falvey. I'm the President of TN Ward
25 Company, who would be the contractor for the Stadium

1 Casino project. I'm here to speak on its behalf as to
2 being the best project to have the best impact on the
3 construction industry, which is a major industry that
4 needs work in the area, and why our project would be
5 best.

6 We would have the best impact on the
7 local economy because we are a local contractor.
8 We've been in the Philadelphia area for 90 years.
9 We're owned and operated locally and our dedication is
10 to the Philadelphia area. We're committed to the
11 Disadvantaged Business Enterprise Programs established
12 by the city and we'll be sure to commit to those.
13 We're committed to local employment. Our kids are
14 subcontractors, kids that go to local colleges, local
15 schools and dedicated to the local economy. We do not
16 bring in subcontractors and vendors from outside. We
17 will produce the earliest revenue to the state, which
18 of course, is your most important. And we believe
19 this facility will provide the biggest increase to the
20 state gaming revenue.

21 Why can we say that? TN Ward Company
22 has been the contractor for three casinos. We built
23 Parx Casino, Harrah's Chester and Valley Forge. As
24 you know, they are two of the three largest revenue
25 producing facilities. But I'm not here to tell you

1 about the business side, I'm here to tell you about
2 the construction side. As the contractor for Parx
3 Casino, we built a \$200 million facility. We employed
4 over 100 subcontractors, the majority of them being
5 local. We had a total dedication to minority
6 inclusion in businesses and in workforce. And the
7 commitment together with the owner, with their help,
8 was to Bensalem contractors and residents first, the
9 five county Philadelphia area second and the State of
10 Pennsylvania third. The very last ditch effort was to
11 go outside the state for either workers and/or
12 subcontractors. And through all that, our dedication
13 to the Disadvantaged Business Program and minority
14 hiring, I believe, is second to none.

15 Now, this facility was constructed on
16 time. It was delivered on the day it was supposed to
17 be. You can check your records. But there was a date
18 committed on the time you gave for that license, and
19 that date was met exactly to the day. And something
20 to point out in delivering that, we took 3,500 slot
21 machines out of an operating casino and the state was
22 only out of revenue for two weeks. An entire casino
23 was moved in two weeks. So, when we commit to do
24 something, it will happen together with these owners.

25 We performed over 15 projects at Parx

1 Casino. All but two. Something that's very important
2 to the construction community is every single
3 contractor was paid, paid 100 percent of the money
4 they were owed. There was not one claim, not one
5 lawsuit, not one lien, not one complaint. And I won't
6 say all, but the majority of those subcontractors and
7 vendors are actually anxious to continue to work for
8 the Parx organization. We're presently doing a
9 project there today, which will continue for a few
10 months. And hopefully with the expansion they plan,
11 we will be doing that. So, we have a proven track
12 record of being a satisfied construction community and
13 keeping the money local and delivering to you all, a
14 project which generates revenue at the earliest
15 possible time.

16 Now, that brings us to the Cordish
17 Company. We performed and created the Maryland Live!
18 facility, which is over 4,500 slot machines. 330,000
19 square feet of casino space and 1.5 million square
20 feet of garage parking. Start to finish, 12 months.
21 We understand these facilities generate over a million
22 dollars a day in gross revenue. To do that in 12
23 months might have been an 18 to 24 month project,
24 that's hundreds of millions of dollars of additional
25 revenue, because of the Cordish/TN Ward team.

1 Again, what else did we accomplish with
2 the Cordish team? The project was so successful that
3 the project was awarded the 2011 Most Inclusive
4 Corporation of the year by the Minority Business
5 Center prize in the Washington, DC area. And the 2011
6 Bridging the Gap Award for Key Strategy Alliance in
7 the Baltimore area. I believe there was somewhere in
8 the neighborhood of 40 percent minority participation.
9 The project was bought in on time.

10 And another point, both the Parx and he
11 the Maryland Live! Casino project, they were the first
12 projects in the state. I believe Parx was second or
13 concurrent with Chester. But with the help of the
14 owner of the TN Ward Company, over 100 subcontractors
15 and vendors who had never built a casino before, were
16 licensed by you all at the state, and successfully
17 completed the project and learned how to build
18 casinos. And they are all today getting money.

19 Lastly, I appreciate your time. In
20 summary, this is clearly the best location that will
21 bring additional people and additional gaming revenue,
22 as opposed to just cannibalizing, as the other
23 gentleman said, the other facilities. Thank you for
24 your time.

25 PRESIDING OFFICER:

1 Thank you. Esaul Sanchez?

2 MR. SANCHEZ:

3 Good evening and thank you for your
4 time. My name is Esaul Sanchez. I am here as a
5 private Philadelphia citizen, not representing any
6 institution organization. But I speak as someone who
7 is deeply interested in a vibrant and thriving
8 Philadelphia. But first, some personal background. I
9 came to Philadelphia in 1989, as you can tell by my
10 accent, to University City, a neighborhood close to
11 the University of Pennsylvania, Drexel and the
12 University of the Sciences. At that time, the
13 neighborhood was in decline, struggling with many
14 vacant lots and properties that were decreasing their
15 population. Through many initiatives, many of them
16 led by my employer, the University of Pennsylvania,
17 and other institutions and private partners, the
18 neighbor --- the neighborhood started to turn around.
19 And billions of dollars have been eventually invested
20 by the many partners, and the neighborhood quickly has
21 become stable and eventually one of the best and most
22 desired neighborhoods in Philadelphia.

23 As a Penn employee, I participated and
24 led many of these initiatives, as the Director of
25 Operations and Community Affairs for the University

1 City District, as Penn's Director of Neighborhood
2 Initiative and most recently as a real estate assets
3 manager for Penn. And I have lived long enough to
4 enjoy all the excitement that this has brought to my
5 neighborhood. And I think that that's the kind of
6 transformation power that you Commissioners have in
7 your hands right now by investing this gaming license
8 on the right side, on the right location.

9 The Market and 8th neighborhood is
10 already a recognized national and regional destination
11 with our national historic sites, the Constitution
12 Center, the Convention Center, the Avenue of the Arts,
13 the museums and performing venues, Chinatown. All of
14 these thriving destinations are part of this Market
15 Street East neighborhood. And a lot of investments
16 have been placed in this area. The \$787 million of
17 renovation and expansion of this Convention Center
18 being just one example.

19 By developing a casino with additional
20 restaurants at Market and 8th, you will be furthering
21 the synergy of Market Street East and making it into a
22 bigger, more attractive and more vibrant destination.
23 I can see visitors from the Convention Center going to
24 the casino to have some entertainment after a long day
25 of conferences and networking. I can see the hotels

1 doing better, the restaurants and the retailers doing
2 better. The gallery doing better. The casino will
3 bring another sort of vibrancy and life to Market
4 Street East. And it is the missing link between the
5 Convention Center and the national historic sites. I
6 can see people hopping into a car or a regional train
7 and coming to Market East for a week --- for a weekend
8 of many different kinds of entertainment, including
9 testing their luck at their casino.

10 Of course, you also want to make sure
11 that those you partner with in this next casino have
12 the wherewithal to put this venture through. That
13 they have the financial capacity, the city and
14 neighborhood relationships, the vision and enthusiasm,
15 the gaming experience to generate the excitement and
16 gaming revenues that eventually will benefit all the
17 citizens of the State of Pennsylvania. And that they
18 have the capacity to get this off the ground quickly.

19 I personally believe this is the site,
20 this is the development proposal and this is the
21 development team that can get you all that you want,
22 that can give the State of Pennsylvania and the City
23 of Philadelphia the biggest bang for its buck. I
24 believe this is the site that has all the right
25 synergies and this is why I support the casino

1 proposal for Market 8. Thank you for your time.

2 PRESIDING OFFICER:

3 Scott Bender?

4 MR. BENDER:

5 Good evening. My name is Scott Bender,
6 and I'm here today to give my thoughts and feelings
7 about the character of Bart Blatstein. I've known
8 Bart since our freshman year at Temple University.
9 Since then and still today, I'm honored to call Bart
10 my best friend. I've never known a man who sees
11 things so clearly. With Bart, there's no grey area.
12 It's either black or white, right or wrong.

13 I have two daughters, Laurel and
14 Jennifer. Jennifer being my youngest. She and Bart
15 over the years have formed a bond. She has called
16 Bart uncle now for many years. Jenn is in her second
17 year at Westchester University. And whenever she
18 needs advice, she turns to him. He will find the time
19 in his hectic schedule to meet with Jenn and myself
20 for lunch. I'll say to her, there's no better person
21 to get advice from.

22 One day after lunch, Bart took us up on
23 the State Building, and to show us what the plans were
24 for his project. His philosophy to her is to get out
25 of your comfort zone, always keep the highroad, work

1 hard, be positive and keep on pushing until you
2 succeed.

3 I have never known a man so driven to
4 succeed in whatever he wants to accomplish in life.
5 He's a born leader. Bart gives from his heart to many
6 different charities. One day I was in Bart's office
7 and there was a group of people in the waiting room.
8 He took his time to listen to each person from the
9 different charities. If they had any merit, he
10 contributes to their cause. He felt very strongly
11 about the organization that helped him raise more
12 money by donating his time and effort by his resources
13 that he had. I often receive in the mail to
14 contribute to Bart's various causes. Just last week
15 there was a letter from the Boy Scouts of America.
16 They were recognizing Bart for his outstanding
17 professional leadership and dedication to improving
18 Philadelphia communities.

19 I've walked around the Piazza many nice
20 days with Bart. He would make it his business to find
21 out how the stores were doing or offer his advice, if
22 needed, and make suggestions on how to improve their
23 business. After spending time with Bart, you feel
24 inspired. When he is passionate about a project, like
25 this one here today, there's no better person to

1 accomplish it. He truly cares about our great city of
2 ours. The project has Bart written all over it,
3 because he was born in Philadelphia, grew up in
4 Philly, knows Philly and is Philly. Thank you for
5 listening to me.

6 PRESIDING OFFICER:

7 Matt Karp.

8 MR. KARP:

9 Hi. I'm Matt Karp. I'm with the
10 Fishtown Neighborhood Association. And I'm here to
11 speak for the association and relay the dialogue and
12 the comments and the vote of a community meeting we
13 just had on Monday. The proposal that affects us the
14 most currently is the Wynn proposal. It sits on our
15 northeast border and we share the site with our
16 neighboring civic association, the Olde Richmond Civic
17 Association.

18 So, on Monday, we had advertised for
19 several weeks a community meeting for any resident of
20 the Fishtown Neighborhood Association in our borders
21 to come out and vote and also give comments and hear
22 from the developer and their team about the proposal
23 that's going to be built near all their homes.

24 The Wynn team came and presented for
25 about half an hour to 45 minutes. And afterwards, the

1 residents were able to give comment for an hour and a
2 half, and comments, questions, trying to learn more
3 about the project and know exactly what this
4 preliminary proposal looks like. There was also the
5 option if you were --- if you did not want to speak or
6 you did have not time to speak, to fill out comment
7 cards, submit them. And we reviewed the comment cards
8 and we put together pro and con comments for the
9 project. And we'll go over those now.

10 The neighborhood was receptive and
11 supportive of these following items. The
12 rehabilitation and development of a long vacant lot in
13 the area. This lot has been vacant for 30-something
14 years. It's the former site of the Cramp Shipyard.
15 And there is a lot of residents that were interested
16 in seeing this site developed and hoping that when it
17 is developed, it would spur future development on the
18 waterfront in this area. They were also interested in
19 the fact that it was going to be developed with
20 private funds and not out of government funds.

21 There was also interest in the influx of
22 jobs into the neighborhood, both construction jobs,
23 permanent jobs and supplier jobs. The accessibility
24 of the waterfront and the waterfront trail in this
25 proposal was also of interest to the community. And

1 they were supportive of the ability for the community
2 to get to the waterfront by this project.

3 There is support for the operator for
4 this proposal, for Steve Wynn. There was many people
5 there who knew of his work and were impressed. That
6 was partially why they voted yes for this.

7 There was also support for the private
8 security that would be used to keep the entire site
9 safe, along with the park area and the river walk.

10 Now, there was some items that the
11 community were opposed to or concerned about. In
12 going through the comment cards and the verbal
13 comments, one of the major points was the design of
14 the building. Over a third of the comment cards we
15 received were concerned about the look of the
16 building, the materials of the building. They didn't
17 think it fit in with Philadelphia or the neighborhood.
18 And they were looking for more of a connection to
19 Philadelphia and a modern, contemporary building that
20 was more fitting of the city.

21 The other concern was --- or one of
22 their concerns was the parking lot and the parking
23 garage on the site. Currently, it's a single level
24 covered parking garage and its neighbors were hoping
25 that there's a better use for this large portion of

1 the site than a single level of parking there. They
2 were interested in seeing if its footprint could be
3 reduced. They were interested in seeing if you just
4 stacked it once, it'd be half the size that it
5 currently is. And then there would be more space for
6 other uses on the site.

7 The green roof on the parking garage,
8 while people like the idea of a green roof to look at,
9 they were --- they thought it was somewhat of a waste
10 of space, that it was not accessible by the public or
11 by --- for most of us --- actually users of the
12 building, also.

13 There was also concerns of a lack of
14 convincing pedestrian public transit access to the
15 site, specifically walking from the neighborhood,
16 walking into the site. The residents felt it was very
17 car orienting --- oriented.

18 Another concern was with the
19 construction of this casino. We are deviating from
20 the Penn Practice, the DRWC Waterfront master plans.
21 Those master plans had more of a Navy yard type of
22 development in this area, and not a casino
23 development. There is a concern of a lack of visual
24 connection to the --- from the --- to the waterfront
25 from Richmond Street, because of the single level

1 parking garage that's 15 feet tall. If you were
2 driving down Richmond Street, it would be very
3 difficult to actually see both the waterfront and also
4 the park and the river walk that were designed on the
5 waterfront. So, you might not necessarily know that
6 there is space, public space back there that you can
7 get to.

8 There is several questions on why the
9 neighborhood needs a second casino in such close
10 proximity to the other --- to the SugarHouse. And
11 there is concerns along that lines with this being
12 looked as becoming a gaming district in our
13 neighborhood.

14 The southern edge of the site there is
15 questions about its connection to future development,
16 because of the large parking garage encroaching on the
17 southern end of the site. There wasn't a lot of space
18 left for much more than the river walk to pass
19 through, and it becomes a bit of a visual barrier from
20 anything from the south.

21 Those are the main comments that were
22 echoed several times, either verbally or on comment
23 cards. At the end of the meeting, once the questions
24 and answers were done, we did hold a vote. And I will
25 say that the turnout at our meeting was probably twice

1 what we have here right now. It was the biggest
2 turnout we've seen on a project on record, and we had
3 over 225 people come out. And the final vote for this
4 proposal was 173 in support and 55 in opposition.

5 And while the proposal does have
6 community support in this early stage, we are
7 continuing to work with the Wynn Development Group to
8 make this better for everybody and to work through
9 some of these items that the neighborhood had concern
10 on.

11 And we are happy to have you listen to
12 us and hear about our meeting and where we are on
13 this. And we will continue to send you letters
14 updating us --- updating you on the process as we work
15 with the team. Thank you.

16 PRESIDING OFFICER:

17 Stacey Dowling.

18 MR. DOWLING:

19 Good afternoon. My name is Stacey
20 Dowling, the owner of a business on North Broad
21 Street, Avenue of the Arts, also a member of the
22 Girard and Broad Business Association. I was raised
23 in the area, North Philadelphia, a long-time resident.
24 First, I'd like to thank the community --- the
25 committee for giving us the opportunity to speak and

1 listen to our concerns regarding the exciting
2 developments in our city.

3 Today I speak in support of the Broad
4 Street proposal, The Provence. I feel that this
5 location is ideal for the continued revitalization and
6 renaissance of the North Broad Street and surrounding
7 community. I would expect there to be positive
8 economic impact as it relates to jobs. And this
9 location will also serve as another anchor for the
10 area, along with the Pennsylvania Convention Center.

11 The Provence organization has met with
12 various community groups and has committed to continue
13 to work with us as a partner and consider our concerns
14 as the project moves forward.

15 So, again, we support the proposal.
16 Thank you for your time.

17 PRESIDING OFFICER:

18 David Searles. David Searles (changes
19 pronunciation)? I'll find out when he gets here.

20 MR. SEARLES:

21 Hi. My name is David Searles.

22 PRESIDING OFFICER:

23 Searles.

24 MR. SEARLES:

25 And I'm the President of the Logan

1 Square Neighborhood Association. LSNA is a civic
2 association and a Philadelphia registered community
3 organization that covers the area from Market to
4 Spring Garden Streets and Broad Street to the
5 Schuylkill River. An area of a population of over
6 9,000 people. We are the civic association --- we are
7 the civic association representing the community into
8 which Tower Investments proposes to insert a casino
9 development, The Provence. Thank you for giving me
10 the initial chance to present our views to this Board
11 today.

12 Like many neighborhoods in the Central
13 District of Philadelphia, the Logan Square
14 Neighborhood continues to experience change, although
15 recently the pace has had many concerned about the
16 preservation of the great livable and sustainable
17 aspects and character of the area. As many recognize
18 the Logan Square neighborhood holds a special place in
19 Philadelphia as its front yard, where an eclectic mix
20 of residential, commercial, office, educational
21 institutions, park and the region's cultural and arts
22 institutional --- the region's core cultural and arts
23 institutions all coexist. This eclectic mix is a
24 blessing that makes the area so vital.

25 LSNA does not have a position on gaming

1 or on The Provence proposed by Tower Investments.
2 However, we are concerned whether our community can
3 support a casino and develop what needs to happen to
4 ensure the long-term and vibrant health of our
5 neighborhood as this Board selects our community ---
6 selects a community as the site.

7 We have a documented vision of our
8 neighborhood that was developed in conjunction with
9 the accept --- was developed in conjunction and
10 accepted by the City of Philadelphia Planning
11 Commission, which is posted on our website,
12 LSNAPhilly.com (sic). It elaborates on the continuing
13 development of this thriving and expanding community.
14 The area around Callowhill and Broad Street is
15 currently experiencing growth in the residential,
16 educational, religious and small business institutions
17 and we do not want to see this positive momentum
18 damaged by a casino development.

19 We are concerned by the prospect of a
20 large casino complex being inserted into our
21 neighborhood, which is already growing in exciting
22 ways with the Barnes Foundation, the cathedral for the
23 Church of Latter Day Saints and the vibrant plans for
24 the development of the VIADUCTgreene and/or City
25 Branch projects, just to mention a few recent projects

1 within the steps of the proposed casino. This is a
2 dense urban area that already suffers from traffic
3 backups and parking shortages, and our concern is that
4 a casino development in this location will have a
5 great impact on these issues.

6 Other concerns with this development
7 include security and crime, litter, noise, lighting
8 and consistency and cohesiveness with the surrounding
9 community and its planned growth. Although, we are
10 interested in the commercial development of an
11 entertainment complex, we must ask how this casino
12 complex will benefit those who live, work and go to
13 school in our neighborhood.

14 Mr. Blatstein has presented his plans to
15 LNSA as they have developed in a forthright manner and
16 exhibited a willingness to work with our community
17 organization, for which I would like to thank him in
18 our development.

19 I do have a request of the Gaming Board
20 this evening, being that the selected project,
21 regardless of its location, goes through the community
22 design review process initiated by the City of
23 Philadelphia's Zoning Board this past year. The CDR
24 process is such that it provides transparency and
25 civic involvement to a process that is often complex

1 and obtuse and would allow much-needed public
2 awareness for your project. Thank you for considering
3 my testimony and we look forward to the further
4 communication with your Board as this process
5 continues.

6 PRESIDING OFFICER:

7 Thomas Updegrove?

8 MR. UPDEGROVE:

9 Hi. My name is Thomas Updegrove. I own
10 a restaurant in Northern Liberties called PYT, PYT
11 Burgers. If anybody is hungry afterwards, come on
12 down. Two short points. First, I actually wasn't
13 going to address this but I've been listening to
14 everyone about the location of the casinos. I have a
15 kind of weird history here that ties into this. I
16 actually was born in Fishtown, where the casino is and
17 where they want to do the other one. I grew up in
18 Atlantic City, went to school and high school there,
19 surrounded by casinos. And moved to Northern
20 Liberties about three blocks where Sugar is --- House
21 is now.

22 I wish SugarHouse was actually like a
23 real casino kind of bridging the neighborhood. As a
24 business owner and as a resident there, I have seen
25 absolutely no benefit. Really not much --- no

1 negative side effects, but no benefit whatsoever. So,
2 as much as I have enjoyed Mr. Wynn's properties in
3 Vegas once or twice, I can't see how having it all the
4 way down there is going to help us as business people,
5 as residents.

6 And that's the second part. Bart. I
7 met Bart about ten years ago. I was looking for a
8 small office space for my company, me and my partner
9 at the time. So, we're standing around in the rain,
10 the realtor didn't show up. And this big Cadillac
11 pulls up, the window goes down and Mr. Blatstein, that
12 guy over there, just kind of yells at us, like what
13 are you doing here. So, we go oh, we're sorry, we'll
14 get out of here. We're looking at this office space.
15 The guy didn't show up. Bart kind of gets me over to
16 the car. What are you doing? Well, we have a
17 marketing company, we market for restaurants, for
18 hospitality. I was looking for a small space. And he
19 goes, he kicks the guy out of his car. Gets me in the
20 car. He gives me the tour of Northern Liberties. I
21 kind of --- I had no idea who this was at the time. I
22 thought he was kind of a crazy guy in a Cadillac. I'm
23 not in the habit of getting into cars with strangers.

24 So, he takes me around to this giant,
25 decrepit, boarded up field. And again, I guess was

1 the beer factory, Schmidt's beer factory at the time.
2 And says this is going to be an Italian piazza. I'm
3 like okay, cool. Italian piazza. Sounds great.
4 Takes me to a warehouse that was under construction.
5 It was his first piece of property. He was doing an
6 old warehouse a couple blocks away. He was dividing
7 it up into really kind of cool looking New York loft
8 spaces. He says, you think this space will work. This
9 is like something out of like, you know, a magazine.
10 Yeah, it will work. It looks great. And he goes,
11 well, how much do you want to pay. I'm like, really,
12 here we go. So, I don't know what the place is worth
13 but, you know, it was certainly worth a lot more than
14 \$700 a month I told him I could pay. And he kind of
15 looks at me and he goes all right, see you in two
16 months. He gives me a card and he leaves me over
17 there on the street. That's not the first time that's
18 happened me. He ditched me in Manayunk, too.

19 So, two months later, I find my partner,
20 I chase him down. I go all right, this guy says he
21 has an office space. So, we go to his office and it
22 was down when he was on Delaware Avenue. Brings us
23 in. He goes, all right, I like you guys, what are you
24 going to do. All right. Well, I don't know how you
25 can fit in, but I'm going to do a piazza. Explains

1 what he's doing. Calls his secretary in at the time,
2 has her write a check to a guy he met twice or the
3 second time we meet.

4 And a week later, my partner and myself
5 and somehow my girlfriend at the time, in on a budget,
6 we're in Italy, we're in Rome, because he wanted to
7 see what piazzas were and he wanted us to be in the
8 neighborhood and to be part of the neighborhood. So,
9 there we were. What are we supposed to do? Do we
10 take pictures? We actually found the only Irish bar
11 in Rome, got loaded. Went to Piazza Navona, called
12 him. It was 4:00 in the morning there, I have no time
13 what it was here. And we're like we're here, we did
14 it. It's amazing. And he goes all right, great, call
15 me when you get back in town. And so that was the
16 beginning of my relationship with Mr. Blatstein here.

17 Cut to years later when he's actually
18 building this piazza. We were running our company and
19 became part of the neighborhood. A lot of our friends
20 moved into this neighborhood. And we got to know all
21 the business people. I became a resident there right
22 after that. And I go, Bart, I have an idea. I want
23 to put a burger place. And he goes a burger place,
24 all right. Handed me a notebook, told me to write
25 down the business plan and he helped me for no reason,

1 other than he wants to see people succeed.

2 And here I am now. If you notice I have
3 things written on my hand. This is because I have a
4 busy restaurant. This is my to-do list. So, I was in
5 the bathroom over here and I meant to wash it off and
6 none of the little things had any soap in them, or
7 working. If Bart was running this place, guaranteed
8 soap's in there. Thank you.

9 PRESIDING OFFICER:

10 LaDeva Davis? Ms. Davis?

11 MS. DAVIS:

12 Right here. Good evening. And I thank
13 you for this time. My name is LaDeva Davis, and I
14 just celebrated my 69th birthday. And I'm a teacher
15 with the Philadelphia public school system. I wear
16 many hats actually. I've been teaching since 1965.
17 I'm a South Philly girl. And so I started out
18 teaching music at the Bartlett (phonetic) Junior
19 School back then. And then when they closed Bartlett
20 I began to teach at the Philadelphia High School for
21 Creative and Performing Arts, where I am now head of
22 the dance department. I'm one of the choreographers
23 for the Philadelphia Thanksgiving Day Parade. And
24 this Saturday, what a lunatic I am, I will be taking
25 120 teenagers to Washington to perform in the Cherry

1 Blossom Parade, and we leave at 2:00 a.m. Wish me
2 luck. And I'm also one of the co-producers of the
3 traditional gospel group The Dixie Hummingbirds' last
4 album, and we were nominated for a Grammy.

5 I simply come as an independent citizen.
6 I live now in Levittown, but I've known Doctor Walter
7 Lomax since I was a youngster when he used to come to
8 our house at 1214 Catherine Street to study at the
9 kitchen table with my brother. Both of them being
10 students at Central High School at the time. They
11 graduated and attended different colleges, went
12 separate paths. Walter, who we affectionately
13 referred to as Bubby (phonetic), went into the medical
14 profession, and my brother into public education after
15 a stint in the Marine Corps during the Korean Conflict
16 which, according to today's news, has never ceased all
17 together. But they never lost friendship and my
18 brother named Doctor Lomax as godfather to his
19 firstborn daughter. Doctor Lomax, on visits to my
20 brother's house, would always stress the importance of
21 education and discipline. Today his goddaughter,
22 Beth, is Dean of Admissions at the William Penn
23 Charter School, after having served as Dean of
24 Admissions at the Friends' Central School for 25
25 years.

1 Doctor Lomax saved my father's life. My
2 father, who went on to become a renowned billiards
3 champion has been immortalized in a mural on South
4 Street between 15th and Broad. My father was bleeding
5 internally and Doctor Lomax took one look at him, and
6 it was just a regular office visit. Back when Doctor
7 Lomax had his office at 18th and Wharton, he was a
8 family physician. And admitted him to the hospital
9 immediately and prepped him for a major procedure. My
10 father lived to be 99 years old. He's always been
11 there with his caring benevolence.

12 In 1995, I was going through a rather
13 negative marriage situation monetarily, and I was also
14 caring for my aging parents and I went to Doctor Lomax
15 for help. His response was that he couldn't let my
16 parents and I be put on the street, and out of our
17 house. After all, he said, your house was the only
18 house I could go to in the middle of the week during
19 the Depression and get ice cream while I studied. So,
20 he purchased our house so that we could continue to
21 live in the home of our choice. He said, now when you
22 get on your feet, you can buy it back. He put in new
23 windows, new carpeting and spruced up the bathrooms
24 and so forth and so on, so that we could all be
25 comfortable. I divorced my husband for bad taste in

1 an extra, extracurricular activity. I'm sure you can
2 read between the lines. Time went on, my mom passed
3 away in 2004. I survived a bout with breast cancer
4 and a partial mastectomy in 2005. And dad passed away
5 in 2006. But Doctor Lomax and his company were still
6 there supporting me in my efforts.

7 So, in September, through the generosity
8 and the encouragement of Doctor Lomax and the support
9 of his son, Charles, I was able to purchase my home
10 again that I originally had purchased in 1978. Also,
11 having been involved in other projects, I went to his
12 daughter, Sarah Lomax-Reese, at WURD, when I, along
13 with my business partner, Ira Tucker, Junior,
14 initiated our You Gotta Wash Your Hands Project,
15 promoting clean hands saves lives, where we have Jerry
16 Blavat on 30 billboards across the station --- across
17 the Philadelphia area, then you Ukee Washington
18 stepped in and he got involved, as did Terrance
19 Howard.

20 She welcomed us with open arms and
21 immediately gave us a chance to air our cause on her
22 radio show to the behest of her father helping us
23 along. I feel that PHL Gaming and South Philadelphia
24 and the community would benefit from his efforts. And
25 I thank you very much for your time. And now I have a

1 rehearsal.

2 PRESIDING OFFICER:

3 Edward Panek?

4 MR. PANEK:

5 You come here and you meet old friends.
6 Members of the Board, I thank you for your patience
7 and I wish you a hot meal and a beverage of your
8 choice when this grueling day is over for you. My
9 name is Ed Panek, which is a lousy name for an
10 attorney. I am the Zoning Chair for the Logan Square
11 Neighborhood Association, but I'm here on behalf of
12 myself tonight. David Searles has already presented
13 the position of Logan Square Neighborhood Association,
14 and I reaffirm what David has had to say.

15 The primary considerations that I have
16 for any application for a casino license, and I'm sure
17 somebody is going to get the casino license, is --- or
18 are that the applicant meets the needs of the
19 communities in which the casino will be located. It
20 meshes with the fabric of that particular
21 neighborhood, that addresses concerns including crime,
22 traffic, parking, all the other noise, lighting, all
23 the other things that go --- that are associated with
24 potential problems concerned with casino development.

25 My particular area is --- would be with

1 respect to The Provence, Mr. Bart Blatstein's proposed
2 project. I had met with Mr. Blatstein on several
3 occasions and have had very candid conversations with
4 him. The specifics with respect to addressing these
5 problems are not there yet. But if he is awarded the
6 application, I would ask Mr. Blatstein to please work
7 out a neighborhood development agreement with us which
8 will take care of all of those things.

9 I think the Board should consider with
10 respect to any one of these applications, this primary
11 question, which one of the applications would have the
12 least impact upon current residential areas. Casinos
13 can be troublesome to the fabric of a residential
14 area, or it may not be. And that's problematic. And
15 a lot of that remains to be seen. I am neither pro
16 nor anti casino development. I am neither pro nor
17 anti Provence development in our area. I am very much
18 pro considering what all the problems are that are
19 associated typically with the construction of a casino
20 in a neighborhood area, particularly an area like
21 ours, which is already fairly densely populated.

22 So, I leave you with those ideas, with
23 those thoughts and I wish you a good meal and a
24 beverage of your choice. Thank you.

25 PRESIDING OFFICER:

1 Munish Narula?

2 MR. NARULA:

3 Good evening. My name is Munish Narula.
4 I'm a resident at 653 North 16th Street, which is the
5 Fairmount area of the city. I'm here today to testify
6 on behalf of Bart Blatstein, Tower Entertainment and
7 Provence project. I had some killer jokes written up
8 but after Tom here, I'm going to save them. I don't
9 thin I can't match up to Tommy.

10 I've known Bart for about seven years
11 now. And our company owns seven restaurants in and
12 around the city. Our first restaurant was in Northern
13 Liberties, which it still is. And the reason we put
14 the restaurant in Northern Liberties was because of
15 the amazing transformation that Bart was --- that was
16 happening because of him, because of the Piazza and
17 the development that was happening around there.

18 In my opinion, Bart is a visionary,
19 because only a visionary can come up with a project
20 like Piazza. And not only a visionary, he's a very
21 committed man, because he --- I know he went through a
22 lot of hurdles to finish the project. But he did
23 finish it. And I think it's moving on to the second
24 or third stage of that project now.

25 What Bart did for Northern Liberties was

1 not just build the Piazza. He transformed the entire
2 neighborhood. He transformed that whole neighborhood
3 and now that transformation is going into Fishtown and
4 other surrounding areas. Our restaurant, our business
5 has benefited greatly from that.

6 I met Bart and we became friends on
7 that, and he's not only a friend but also a mentor to
8 me. So, I can testify personally that he's a great
9 man, great character, family man with despite his
10 busy, busy schedule always finds time for his family
11 and his friends. Not only Bart is a great person, but
12 he's also a great businessman. And in my opinion, a
13 wonderful developer, which is why I believe he will do
14 a phenomenal job with The Provence. I live in the
15 neighborhood. I share some of the concerns that have
16 been raised by the Logan Square Association and some
17 of the other residents. But I do believe there is no
18 better man to work with the neighborhood than Bart.
19 He will listen to every single complaint and he will
20 address those. He is very flexible and he's very
21 focused on the quality of life, and he will make sure
22 that all the concerns about traffic and crime and
23 lighting and everything else is addressed and done in
24 a proper manner. I do believe that having a casino
25 right there would extend the Center City, too. I

1 think the people will come there and not just to go to
2 the casino but it will benefit the businesses,
3 restaurants, theaters around it, because it's a short
4 commute to anywhere from there in the city.

5 Obviously Bart has the experience and
6 the ability to build big projects as he has proven
7 many a times, Northern Liberties being the last one,
8 and I'm sure won't be the last one. But the most
9 recent one. And he has the business acumen, the
10 proper instincts, the full combination that is needed,
11 a team behind him and the financial strength to
12 execute this project. This will not only be a casino,
13 it will be an entertainment complex and something that
14 our city can greatly and --- greatly use.

15 As a Philadelphia resident and as a
16 resident of the neighborhood, I am a hundred percent
17 sure that Bart and his company will do a phenomenal
18 job in building this project and I hope you will award
19 him this license. I thank you for your time.

20 PRESIDING OFFICER:

21 Michael Davis?

22 MR. DAVIS:

23 Good evening. My name is Michael Davis.
24 It's a pleasure to come before you. I hope that you
25 have the patience at this hour to really listen to

1 what I'm saying. I'm here and proud to voice my total
2 support for PHL Gaming. Several reasons.

3 Number one, it's very close to two main
4 arteries that will be great to generate business
5 without impacting the neighborhood with undue traffic
6 and problems that you may have in other selections ---
7 with another selection.

8 Secondly, we're talking about not a
9 casino, but we're talking about an entertainment
10 complex. Something that will be a four-star complex
11 with a hotel, with several restaurants, cafés, and
12 access from many areas of the surrounding area. And
13 again, it's not going to impact the rest of the
14 community because there's nothing much there except a
15 few industrial warehouses and what have you.
16 However, it does have the advantage of attracting lots
17 and lots of business from each and every game, be it
18 the Phillies, the Sixers (sic), the Eagles.

19 This is the type of impact that you want
20 to go further. This location is great because it also
21 will be a catalyst for additional development in that
22 area. We have a goldmine, it's called the waterfront.
23 It needs to be developed. I think that this could be
24 the anchor for more development, more entertainment
25 and more tax money to the state, to the city and more

1 working opportunities for Philadelphians. I think
2 that is very important. We're talking about 2,500
3 Philadelphia jobs. We're talking about 3,200 jobs
4 statewide. We're talking about \$150 million just in
5 city, state taxes and fees, just by letting PHL come
6 in and develop this unused land that we have right
7 here. There's going to be \$65 million just in
8 construction costs. There's going to be \$56 million
9 not just one year but every year for operating costs,
10 goods and services, probably from Philadelphia.

11 You know, there is many people who can
12 build a building and put in some slot machines. But
13 here is what only PHL has, they have an ownership that
14 has a track record for really caring for Philadelphia
15 and growing something out of nothing. Mr. Procacci is
16 a textbook example of bootstraps. This man and his
17 brother started in the basement of their parents'
18 house to build one of the largest produce producers
19 purveyors in the country. He even developed his own
20 tomato. This is the type of person who has hired
21 Philadelphians, cares about Philadelphians. Him and
22 his partner, Doctor Lomax, very well could be on an
23 exotic beach asking for another pina colada but you
24 know what, they want to give back. And I ask that you
25 give them the opportunity to give back.

1 Let's look at the other part of this,
2 another part, Doctor Lomax. Doctor Lomax started from
3 zilch, from nothing. He struggled through school. He
4 got through school, LaSalle. He went to Hahnemann,
5 Hahnemann Medical School. All right here in
6 Philadelphia. He started a single practice in his
7 neighborhood. He cared for the sick relentlessly and
8 religiously and steadfastly for 32 years. Some people
9 had money to pay, some people had money that didn't
10 --- some people didn't have money to pay. But they
11 came to Doctor Lomax. He's been helping and he will
12 continue to help. I think when you look at that type
13 of ownership, it's going to filter down through the
14 entire venture. And this will be great for
15 Philadelphia. Right now we need money for the school
16 board.

17 Again, I thank you for your time and I
18 urge you to do the right thing, which is to grant this
19 license to two Philadelphians. One with a 60-year
20 history of doing and giving back to Philadelphia and
21 the other one nearly that, 32 just in medical
22 practice. Please do the right thing, please give them
23 this license and help them grow Philadelphia and make
24 it a destination stop for across the country.

25 PRESIDING OFFICER:

1 Joseph Zuritsky?

2 MR. ZURITSKY:

3 Good evening, members of the Board. I
4 am Joseph Zuritsky, Chairman and CEO of Parkway
5 Corporation, an 83 year old Philadelphia owned parking
6 and real estate development business. I'm also a
7 long-term resident of Center City Philadelphia. I'm
8 here to support the Market 8 Casino project.
9 Currently my company operates parking facilities in
10 six different cities in both the United States and
11 Canada and has developed properties in three of them.
12 Within five blocks of the proposed casino, Parkway
13 Corporation owns nine separate properties, which
14 includes three medical buildings, one residential
15 building, one hotel, eight parking facilities and 34
16 retail stores. All of these buildings have been
17 developed by my company over the last 35 years. And
18 we are now in the planning stage of two additional
19 major residential buildings to be located in this
20 area.

21 In my opinion, the three most important
22 considerations for Philadelphia's second casino should
23 be its ability to produce maximum revenues for the
24 state and the city. It should positively impact the
25 surrounding area and be within walking distance of the

1 Philadelphia Convention Center, so that it becomes an
2 asset to that center, this center, which is vital to
3 the economic health of both the Commonwealth and the
4 city.

5 The beauty of this site's location is
6 that it's only three and a half blocks from the front
7 door of the Convention Center. It is within an easy
8 walking distance of hundreds of thousands of city
9 residents and workers. It is directly connected to
10 both SEPTA and the bus lines and PATCO and is very
11 close proximity to Amtrak lines. By car, it's an easy
12 ride into town from New Jersey, all parts of
13 Philadelphia and the city's nearby suburbs.

14 Lastly, this development would provide a
15 much-needed catalyst to spark the renewal of Market
16 East sector of the city, the last remaining portion of
17 Center City in need of renewal. A casino project in
18 this location will result in hundreds of millions of
19 additional dollars being invested in this sector and
20 will generate thousands of additional jobs, both of
21 which will provide a much-needed boost to
22 Philadelphia's tax base.

23 Since it has what I'll call the
24 walkability advantage over the other sites that are
25 out of the center --- the central business district,

1 all of the commercial properties surrounding it will
2 also benefit, stand to benefit from the added exposure
3 of persons walking to and from it. Plus being only
4 two blocks from Philadelphian's number one tourist
5 attraction, Independence Hall, which attracts millions
6 of tourists a year, it will add an additional amenity
7 for those visiting our historic sites.

8 For the above noted reasons, I don't
9 believe any of the other sites can actually compete
10 with this location based on its walkability, but a
11 close second would be The Provence site on North Broad
12 Street which shares two of the above benefits, being
13 located close to the Convention Center and within
14 Philadelphia's central business district.

15 Thank you for this opportunity to
16 express my views on this subject.

17 PRESIDING OFFICER:

18 Phillip Stoltzfus?

19 MR. STOLTZFUS:

20 Good evening. My name is Phillip
21 Stoltzfus. I live at 2568 Edgemont Street,
22 approximately 600 feet from the proposed Wynn site in
23 a neighborhood called Olde Richmond. My neighbors
24 closest to this site are 250 feet away, and that
25 distance is documented in the Wynn local study impact.

1 I am the President of the Old Richmond Civic
2 Association. I'm also a Board member of the Central
3 Delaware Advocacy Group. I'm speaking on behalf of
4 neither of those organizations tonight. My testimony
5 reflects my personal views and not those of ORCA or
6 CDAG.

7 In 2007, over 20,000 Philadelphians
8 signed a petition in favor of keeping casinos 1,500
9 feet away from parks, schools, places of worship and
10 homes. Yes, our homes. Sounds reasonable, doesn't
11 it? Yes. Maybe that's why so many supported the
12 notion that they were prepared to vote it through as
13 Philadelphia's first citizen initiated referendum in
14 30 years. Then the state sued the city all the way to
15 the tax revenue bank, removed the ballot question and
16 paved the way for SugarHouse to pave their massive
17 parking lots and install their Walmart-inspired big
18 box slots in my backyard. The State Supreme Court,
19 even as it upheld this big government takeover, took a
20 moment to mourn that dark day for democracy in its
21 dissenting opinion.

22 Fast forward to 2013, if SugarHouse is
23 in my backyard, then the Wynn project is on my
24 doorstep. It's literally a stone's throw away. And I
25 stood on the corner with a reporter from The

1 Philadelphia Inquirer, we don't throw stones but you
2 get the idea. The Wynn folks boast that it is the
3 biggest private real estate development in the history
4 of Pennsylvania, helping with some map, 250 feet is
5 one-sixth of the distance of 1,500 and this project is
6 exponentially larger than SugarHouse. Its impact, the
7 biggest development in the state has ever seen from
8 the private sector. In a child's terms, SugarHouse is
9 a teeter-totter compared to this 50-acre playground
10 spectacle Wynn is proposing.

11 As I'm sure you're aware, a civic master
12 plan document exists for the Delaware River
13 waterfront. And I'm curious to know if anyone has
14 read this document. Yes? On the Board tonight, you
15 can raise your hand if you're familiar with it or if
16 you've read it. Okay. It's the result of several
17 years of planning and input from thousands of
18 citizens, experts and policymakers alike. Ironically
19 enough, an impressive list of state agencies and
20 departments are included in the long list of
21 supporters and stakeholders. The City of Philadelphia
22 adopted this 30-year vision for our eastern waterfront
23 just after SugarHouse took its place on the banks of
24 the Delaware as Philly's first casino. Is the master
25 plan realistic or just an idealistic pie in the sky

1 notion? Can Philadelphia reclaim her eastern shores
2 from decades of neglect and create something
3 remarkable for the generations to follow?

4 The answers to these questions are
5 complex, idiosyncratic and hard fought. Countless
6 hours have been, are and will be given to the
7 dreaming, planning, advocating, arguing, compromising
8 and carrying forward the principle vision of
9 Philadelphia's future waterfront. There are many
10 seats at this table of dialogue for engaged residents,
11 progressive politicians and invested landowners. The
12 Delaware Riverfront is a local issue and I will humbly
13 suggest that the Pennsylvania State Gaming Control
14 Board has no place at this table. You have taken our
15 waterfront by storm with proposals from the likes of
16 Foxwoods, SugarHouse and now Wynn.

17 Does your Board truly know Philadelphia,
18 its history, character, where we've come from and
19 where we're going? Most of you live and work very far
20 away from where we're sitting, where you are sitting
21 now. Do any of you have city planning or urban design
22 expertise? And most importantly, are you my elected
23 officials? The casino process in Philadelphia is big
24 government as its worst. It's special interest led by
25 political employees with no accountability to the

1 people all for the sake of taxes. You hold the keys
2 to Philadelphia's second water --- potential
3 waterfront gaming institution and a Las Vegas inspired
4 casino district on Philadelphia's central Delaware
5 River.

6 How did it come to this? What fate is
7 left for such an imposing state government? Imagine
8 Wynn's resort 250 feet from your driveway on a plot of
9 land that is an integral piece of your small town's
10 future plans, placed there by an impressive authority
11 you cannot vote out of office. Philadelphia is no
12 small town. Our citizens have more than their share
13 of direct challenges to their quality of life. We
14 fight these evils every day. Your multi-million
15 dollar question is will the tax revenue for the state
16 outweigh the negative impact on my neighborhood?
17 Would Wynn Philadelphia bring some positives to the
18 neighborhood to help offset the negatives? Probably.
19 It's too early to have an enforceable answer to that
20 question unless you're willing to take their marketing
21 and PR teams at their word and bow down to the Wynn
22 brand.

23 If SugarHouse offers us a lesson, I say
24 we shouldn't get our hopes up. I don't want to get
25 into the nitty-gritty pros and cons of this site plan

1 the Wynn team is currently imposing tonight. There
2 are positives and negatives. I will say at the top of
3 the list of negatives is 5,000 more cars rolling
4 through my neighborhood daily. You'll certainly get
5 an earful on this and I'm sure you have already and
6 will in the weeks and months to come. And we have
7 time to do this in writing.

8 Tonight I want to point out the bottom
9 line, which is that while many Philadelphia
10 communities, like Fishtown and Port Richmond and their
11 residents will reap many benefits of Wynn
12 Philadelphia, one neighborhood will bear the full
13 burden of this project's negative impact. That
14 neighborhood is mine, Olde Richmond. And I have just
15 one more sheet of paper. Thank you for bearing with
16 me.

17 PRESIDING OFFICER:

18 I'm going to have to ask you to wrap it
19 up. It's unfair to the others who kept to the time.

20 MR. STOLTZFUS:

21 Sure.

22 PRESIDING OFFICER:

23 And we'll accept those as written
24 comments.

25 MR. STOLTZFUS:

1 Thank you. I'll end by saying this is
2 my home. I will defend my right to prosper and my
3 right to a reasonable quality of life and that my
4 neighborhood, Olde Richmond will bear the brunt of
5 this proposal. Please respect Philadelphia's process
6 and our waterfront. Thank you for your time and
7 attention this evening. And my hope is that
8 Philadelphia will benefit through and in spite of your
9 decision. Thank you.

10 PRESIDING OFFICER:

11 Thank you. Monte Ross?

12 MR. ROSS:

13 Good evening. My name is Monte Ross,
14 I'm the head basketball coach at the University of
15 Delaware. And I promise I will not throw any balls at
16 you or call you nasty names when that red light comes
17 on. I am here this evening to speak about a vision,
18 speak about a gentleman, speak about an influence. My
19 wife and I have a real estate business on the side of,
20 obviously, coaching. And I always want to go up and
21 speak when I talk with people, I always tell them if
22 you want to be successful, you have to find somebody
23 that's successful and try to partner up with them, try
24 to follow in their footsteps, and try to see what
25 they're all about. It's much easier said than done as

1 I admittedly tell the young men and young women that I
2 have an opportunity to influence.

3 I had an opportunity seven years ago to
4 meet Bart Blatstein. And he took myself and my wife
5 under his wing. I didn't know why. To this day I'm
6 still wondering why, because I found out he likes
7 Temple more than he likes Delaware. So, I'm still
8 wondering why. It's starting to come out to me as
9 Bart and I have our weekly lunches or our biweekly
10 lunches. He cares about Philadelphia. He cares about
11 people. He cares about what happens to the people of
12 Philadelphia. One of the things that struck me was do
13 what you say and mean it. Whatever you're going to
14 do, whatever you say you're going to do, do it, and
15 make sure you do it. So, something that we tried to
16 live by in my household as I was growing up. I got
17 you. One of the things my father said to me as we
18 were driving --- as he was driving a U-Haul truck and
19 I was following him in a car, I got you. I got you.
20 That always stuck with me. So, we're going through a
21 toll and I'm nervous as all --- because I just patted
22 my pockets, I don't have any money and we're going
23 through a toll. So, he's in the truck, I'm in the car
24 following. We get to the toll, he pays and goes on.
25 I got you. I got you. What am I doing? I'm

1 sweating. I drive up to the toll. I say, Miss, and
2 she saw the fear on my face and the tears probably
3 rolling down, and she said, sir, don't worry about it,
4 that gentleman in the truck ahead of you paid for you.
5 Wow. I got you.

6 Why do I bring that up? One of the
7 things that --- one of the lessons that Bart Blatstein
8 has told me, I got you. What do you mean, Bart? I
9 got you. Whatever you want to do in real estate,
10 whatever you want to do, I got you. I will show you
11 the right way to do it, because I care about
12 Philadelphia, because I care about the people of
13 Philadelphia.

14 Now, watch as far as the casino, yes,
15 I've heard it all. It's going to create jobs. The
16 Provence will create jobs. I understand that. The
17 Provence will revitalize North Philadelphia, a part of
18 the city that I grew up in. I understand that. Bart
19 has a proven track record in building and making areas
20 that are unsuccessful, making them successful. I
21 understand all that. What I'm here today to talk
22 about is somebody that says I got you and means what
23 he says and says what he means. Thank you.

24 PRESIDING OFFICER:

25 John Arnold?

1 MR. ARNOLD:

2 Good evening. My name is John Arnold.
3 I'm the owner of Darling's Diner. And it's at the
4 Piazza in Northern Liberties. I came here tonight to
5 talk on behalf of Bart Blatstein and to his character,
6 to his vision, to the fortitude that that man has. I
7 watched him four years ago develop the Piazza that was
8 an old brewery place and he made it into something
9 spectacular. But four years ago when I met him, the
10 economy was terrible, things were not looking good,
11 and yet Bart had the vision and the fortitude to
12 develop something that was just, to this day, has
13 turned out amazing and is still growing. He's brought
14 a lot of jobs to the city. He's brought people like
15 me and put me into business and allowed me to flourish
16 and hire people. He does what he says. And I've
17 watched it. And I hope that you give this license to
18 Bart Blatstein, because he is somebody who will
19 absolutely respect and build and create jobs in
20 Philadelphia. Thank you.

21 PRESIDING OFFICER:

22 Okang Erasto?

23 MR. ERASTO:

24 Good evening. Ladies and gentlemen of
25 the Pennsylvania Gaming Board, I am Okang Erasto. I

1 am a medically-retired drill instructor and I am a
2 student of the late Reverend Doctor James Luther
3 Bevel. Reverend Bevel, he was the field general for
4 Reverend Doctor Martin Luther King, Junior. He and
5 the late Rosa Parks are very close. See, Doctor
6 Bevel, Reverend James Luther Bevel, he was on the
7 Board to give blacks a vote in Selma, Alabama in '65.
8 The man was a wealth of knowledge. I thank God for me
9 crossing his path. And see we, as students of Doctor
10 Bevel, what we do we work for the health interest
11 rights and needs of all legitimate people. And we're
12 against racism and police brutality. That's just a
13 brief synopsis of me. That's all.

14 I'm just, you know, so supportive of
15 Doctor Walter Lomax and the Lomax family, and as far
16 as, you know, what they're doing here in this City of
17 Philadelphia with WURD 900 AM. And you know, we, the
18 people, are so supportive of them, the Lomax Family
19 and what they're doing.

20 So, what I'm basically saying is, I sure
21 hope your decisions this evening will be, you know, a
22 stepping stone for the Lomax family and you know,
23 Doctor Walter Lomax and his partner. And we really
24 appreciate what he has done. And you know, we pray
25 the best on your decision. We sure hope your decision

1 is beneficial toward Doctor Lomax and the Lomax
2 family. In conclusion, I'd just say, you know, many
3 blessings to you all and we'll pray the best for you.
4 Bye.

5 PRESIDING OFFICER:

6 I understand there is more than one
7 person that has arrived, and I don't have the name.
8 And if there is anyone in the room that registered to
9 speak but did not sign in at the table, please do so.

10 MS. THOMAS:

11 Good evening. My name is Doris Thomas.
12 I am a resident of the City of Philadelphia. I also
13 happen to be a media entrepreneur over at PhillyCAM.
14 And I am very much concerned about how the City of
15 Philadelphia is planning on giving out --- I
16 understand it's just one gaming license, but The
17 Philadelphia Inquirer happens to be right next door to
18 the School District of Philadelphia, and I understand
19 that they would have turned that building into a
20 casino/hotel. When I think some of the concerns are,
21 you know, we just had 23 schools close down two, three
22 weeks ago.

23 And the city is crying that they're
24 broke and no one has any money, but yet someone's
25 finding the funds to, you know, to put these grand

1 casino/hotels together right across the street from
2 the school district, as well as from a charter school.
3 Has anyone ever really looked into the fact that
4 that's not how you promote jobs and educational
5 opportunities to the students of Philadelphia?

6 I think you need to be creating some
7 opportunities. If you're going to build a hotel, I
8 think that's fantastic. That part of it is wonderful.
9 But you also need to incorporate some work career
10 exploration opportunities for the students who live
11 here in the City of Philadelphia, so they can learn
12 those needed skills, trade skills, construction
13 skills, the opportunity to develop sustainability. As
14 far as redeveloping a building into a hotel, I think
15 that needs to be considered and thought through
16 carefully when you are deciding on building a
17 casino/hotel.

18 Now, the casino part, you know, I think
19 in the South Philadelphia area and the North
20 Philadelphia area near the --- you know, off of the
21 Delaware River, where SugarHouse is, I think that's
22 okay. There's nothing in that area, except for
23 industrial sites and vacant warehouses. But what
24 about developing some career exploration opportunities
25 for youth to develop the needed skills so that they

1 can gain some opportunities as well employment. Has
2 anyone considered that?

3 PRESIDING OFFICER:

4 We can't comment on anything at this
5 point. This is just your opportunity.

6 MS. THOMAS:

7 Okay. But I think that's something as
8 far as the hotel piece is concerned, but you shouldn't
9 have a casino built right next to the school district,
10 and you shouldn't have it built right near a charter
11 school. And as far as Temple University, you
12 shouldn't have it built where it's directly impacting
13 the youth in the area. But if you're going to create
14 an opportunity for employment, an opportunity for
15 scholarships, you're going to create some community
16 development and partnerships, I think that needs to be
17 thought through carefully, and those opportunities
18 need to be made available to high school and first
19 year students who need to build their skill set as
20 architects as, you know, construction trade skills
21 employees and so forth. Okay. Thank you. And you
22 have a wonderful day.

23 PRESIDING OFFICER:

24 Thank you. Gajuan Bell? And I'm sure I
25 mispronounced your name, I apologize.

1 MR. BELL:

2 How are you doing? My name is Gajuan
3 Bell. Thank you for the opportunity for me to express
4 my views on the subject of Philadelphia's second
5 gaming license. As I looked at all of the proposals
6 from each of the candidates, I saw that they were
7 promising state revenue, local revenue, employment
8 opportunities and community development in each of the
9 sites that they were proposing. All of that being the
10 same, I think that we should look at what --- excuse
11 me, we should look at which site would bring the most
12 to Philadelphia as far as pride.

13 I watched the videos that they showed
14 and have read all the proposals. I think that The
15 Provence would bring the most to Philadelphia as a
16 structure and as venue. I don't know Mr. Blatstein
17 personally, but I am a fan of his. I'm a citizen of
18 Philadelphia. I have been all of my life. And I live
19 in the Northern Liberties area. So, I know his work
20 as far as The Piazza. And The Piazza is a --- excuse
21 me. The Piazza has brought so much to the Northern
22 Liberties area, and I think The Provence would do the
23 same for Center City. It's more than just a casino,
24 more than just restaurants and a venue to entertain.
25 It will bring pride to the city, I think. As a

1 structure, it's the most beautiful out of all of the
2 proposed venues. And as a Philadelphian, I would like
3 to see that project come to fruition. Thank you for
4 your time.

5 PRESIDING OFFICER:

6 Thank you. We are going to take a short
7 break, ten minutes. We'll come back at about 7:30 or
8 a few minutes after that and begin again. Thank you.

9 SHORT BREAK TAKEN

10 PRESIDING OFFICER:

11 We have reached the end of our list of
12 people that have registered to speak. There are some
13 people that have not checked in at the front table,
14 and I'm going to read the names off. If one of those
15 is you, please stand up. Daniel Solis-Cohen? Frances
16 Aulston? Karen LiPuma? Katherine Rhoads? Maggie
17 O'Brien? Sarah Conti?

18 MS. CONTI:

19 Hi. My name's Sarah Conti. I am a
20 resident of Philadelphia. I have been living in the
21 Northern Liberties section for the past five years.
22 And I am very impressed with the way transformation
23 that Tower Investment has made to the neighborhood and
24 the buildings and the sense of community. And I think
25 The Provence is an excellent good --- Northern Broad

1 Street is an excellent location for The Provence with
2 the public transportation. And Spring Garden and
3 Broad Street, I think it really is a good location and
4 a good use of the area. Thank you.

5 PRESIDING OFFICER:

6 Thank you. And William Deasey? Okay.
7 That is the end of the public testimony this evening.
8 I want to thank you all for coming, for your
9 cooperation. All of the testimony and evidence
10 gathered today and the remaining days of the public
11 input hearings will become part of the record for the
12 Board's consideration when deciding which applicant
13 will be awarded the final Category 2 Slot Machine
14 License in the City of Philadelphia. We will begin
15 again tomorrow at 9:00 a.m. in this room if you are
16 interested in returning. And this public input
17 hearing is now adjourned for today. Thank you.

18 * * * * *

19 HEARING CONCLUDED AT 7:35 P.M.

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CERTIFICATE

I hereby certify that the foregoing proceedings,
Presiding Officer Lloyd was reported by me on
4/11/2013 and that I Nicole Montagano read this
transcript and that I attest that this transcript is a
true and accurate record of the proceeding.

Nicole Montagano