

THE COMMONWEALTH OF MASSACHUSETTS
MASSACHUSETTS GAMING COMMISSION
PUBLIC HEARING

COMMISSIONERS

Gayle Cameron

James F. McHugh

Bruce W. Stebbins

Enrique Zuniga

RE: HOST COMMUNITY HEARING - REVERE

June 24, 2014 4:00 p.m. - 8:03 p.m.

REVERE HIGH SCHOOL
101 School Street
Revere, Massachusetts

1 P R O C E E D I N G S:

2

3 COMMISSIONER MCHUGH: All right.

4 Good afternoon, ladies and gentlemen. I'd like
5 to call our meeting to order if I could please.
6 Good afternoon. I'm Jim McHugh. I'm one of the
7 Massachusetts Gaming Commissioners. To my right
8 is Gayle Cameron, another one of the
9 Commissioners. To my left immediately is
10 Enrique Zuniga, the third of the Commissioners
11 who is here today. And to his left is Bruce
12 Stebbins, the fourth.

13 The four of us will be presiding at
14 today's meeting here in Revere. And we're
15 delighted to be here in this beautiful high
16 school for this hearing this afternoon.

17 For the record, of course, we all
18 know where we are, but I'm required to read
19 this. We're located at Revere High School in
20 the auditorium, 101 School Street in Revere. We
21 are here today because this is the host
22 community to the proposed Mohegan Sun gaming
23 establishment.

24 That means that this would be the

1 location where the casino would be located if
2 the applicant is awarded the license by the
3 Commission. And as you may know, the Commission
4 has authority to issue only one Category 1
5 license for each region of the state. This
6 region is Region A. And aside from Mohegan Sun,
7 there is one other applicant vying for the one
8 license. That applicant seeks to build a resort
9 casino in Everett. But we're focused today on
10 Revere.

11 The public support for this proposal
12 or the lack of support is a critical factor that
13 the Commission will evaluate in making the final
14 award of the license. Accordingly, your
15 presence here today and the written comments
16 you've submitted will play a pivotal role in our
17 decision. So, thank you very much for being a
18 part of this process.

19 Before we begin the public hearing,
20 I'd like to lay out the process and establish
21 the ground rules that will follow. The hearing
22 is provided by section 17 of Chapter 23K of the
23 Massachusetts General Laws and section 118.05 of
24 the Commission's regulations. It's intended to

1 provide the Commission with an opportunity to
2 hear questions and concerns relative to the
3 applicant's proposal to build a gaming
4 establishment as those plans were set out in the
5 applicant's application.

6 It's also an opportunity for the
7 applicant, Mohegan Sun, to describe in addition
8 to the descriptions it's already provided the
9 essential elements of that application, and for
10 those involved in city government to tell us
11 their views of the utility and value that this
12 proposal will have.

13 The inquiry may include topics
14 related to the scope and quality of the gaming
15 area and the amenities, the integration of the
16 establishment into the host and surrounding
17 communities and the extent of required
18 mitigation plans. Additionally, the Commission
19 will receive input from you, members of the
20 public who are residents of any impacted
21 community.

22 We know that strong feelings that
23 attend this subject. There are many who favor
24 the proposal. There are some and many perhaps

1 who oppose it. For those who favor the Mohegan
2 Sun establishment in Revere, it would be most
3 helpful for us to hear why, what it is about the
4 proposal that you value most and what you think
5 the Commission should consider in its ultimate
6 evaluation process. For those who oppose, the
7 same question, why? Remembering that the
8 Commission has the power not only to grant or
9 deny a license application, but to impose
10 conditions on a granted application. And indeed
11 the Commission has done so in both of the
12 licenses it has issued thus far.

13 Let me take a minute to say a few
14 words about the format. First, we'll hear from
15 the proponents of the Mohegan Sun Casino and
16 Revere officials and any questions that the
17 Commissioners have with respect to either of
18 those presentations. We've set aside a maximum
19 of one hour for that process.

20 Then everybody else who wishes to
21 speak, we would be delighted to hear from. We'd
22 ask and require actually that you limit yourself
23 to four minutes. We have a clock and an
24 excellent timekeeper. We derived that four-

1 minute period through user testing. When we
2 began this process, we did not have any time
3 limits. And ultimately, we were staying much
4 too late into the evening. So, we instituted a
5 five-minute rule with the clock and found that
6 most people finished in four. So, that's how we
7 came to that time allotment.

8 We'll hear from elected or appointed
9 officials first. They're out many nights and
10 sometimes have multiple events. So, we
11 therefore give them a preference. Then I will
12 call the names of those who signed up over the
13 Internet in the order we received them. There's
14 a list posted by the front door. So, if you
15 signed up and you're interested in where you
16 stand in that process, you can check to see
17 where you are.

18 And to keep things moving, I'm
19 likely to call a number of names at the same
20 time. If you'd line up and then come up to the
21 podium, introduce yourself, say where you're
22 from, that will keep things moving smoothly.
23 Using the same procedure, I'll then call the
24 people who signed up here at the door in the

1 order that they signed up.

2 In addition to receiving requests to
3 speak, we received numerous written comments and
4 we've read them all. They're in the binders in
5 front of us. There's more than 1000 of them.
6 And we, as I said, read them all. And we
7 encourage you after this hearing process is
8 finished, if any of you have written comments
9 that you would like to submit to do so and we
10 will read those as well.

11 We will proceed until eight o'clock
12 and then we're going to stop. We have in the
13 past gone on, as I said, deep into the night.
14 And as the night hours grow on, the
15 communication process breaks down. So, we're
16 going to stop at eight.

17 There are about 80 names on our
18 Internet sign-up sheet and more from the list
19 created at the door. So, if we don't reach
20 everybody tonight, we'll come back at a future
21 date, probably on July 15 or July 17, to hear
22 from those who we were unable to reach tonight.

23 In any event, we will be here again
24 on one more future date probably on August 11 to

1 close this hearing and hear from those who wish
2 to speak about any significant event or
3 development that may have occurred between now
4 and then.

5 Notice of those future hearing dates
6 will be provided to the Revere City Clerk and
7 will be posted on our website. The Commission
8 must take action on the Mohegan Sun application
9 between 30 to 90 days from the date the public
10 hearing is closed.

11 So, that's what I have to say by way
12 of background and introduction. I look forward,
13 as do all of us, to your comments. But before
14 we start the formal comment process, I'd like to
15 call on Dr. Paul Dakin who is the Superintendent
16 of Schools for Revere and who is the host for
17 this evening's proceedings, Dr. Dakin.

18 DR. DAKIN: Good afternoon,
19 Commissioners. Welcome to Revere. And welcome
20 our friends from Suffolk Downs who have long
21 worked with the city progressively and our
22 newfound friends from Mohegan Sun. I hope you
23 enjoy your stay and gain the information you
24 need.

1 You mentioned the facility, it's not
2 that shining a facility, but let me boast for a
3 while. The thing that makes this building
4 special are the teachers and students and
5 administrators in it. And I need you to know
6 that just last month, Revere High School
7 received the gold award, the only gold award
8 given out nationally after studying 10,000 urban
9 schools. The National Council of Urban School
10 Transformation out of San Diego State University
11 who studies the progress as made by students in
12 all the subcategories of diversity, they measure
13 that and study it across the country. And they
14 give out one gold award, a silver award and 10
15 bronze awards.

16 Revere High School, the part that
17 makes this building special received the gold
18 national award this year.

19 COMMISSIONER MCHUGH: Congratulations.

20 DR. DAKIN: I'd like to say that
21 same energy in the community from our students
22 and teachers can carry forward in the process of
23 building community with Suffolk Downs and
24 Mohegan Sun to make a world-class destination.

1 Welcome to Revere.

2 COMMISSIONER MCHUGH: Thank you very
3 much, Dr. Dakin. And congratulations on that
4 extraordinary award. Next we're honored by the
5 presence of Daniel Rizzo, the Mayor of Revere,
6 Mr. Mayor.

7 THE HON. DANIEL RIZZO: Thank you
8 very much Commissioner McHugh, members of the
9 Gaming Commission. Welcome to Revere.

10 I would like to thank you for
11 hosting this public forum in our great city
12 today, and thank the many residents and
13 supporters that came out to have their voices
14 heard. In addition, I would like to thank Dr.
15 Dakin again for hosting us.

16 Dr. Dakin, as many of you may know,
17 was named the Massachusetts Superintendent of
18 the Year in school year 2013. In addition and
19 as Dr. Dakin just alluded to, I am thrilled to
20 offer my public congratulations on behalf of my
21 many colleagues that are here with us today on
22 both the City Council and school committee to
23 Revere High School principal, Dr. Lorenzo
24 Garcia, and his amazing group of teachers and

1 administrators for being recently selected as
2 the number one urban high school in the nation
3 as named by the National Center for Urban School
4 Transformation, something we're all very, very
5 proud of.

6 Revere throughout its history has
7 been a destination for visitors. Revere Beach,
8 Suffolk Downs and Wonderland, to name a few, are
9 venues that have attracted tourists from around
10 the country and around the world for decades.
11 Indeed Revere is a community that was built on
12 travel, tourism and hospitality. Today, I'm
13 here to tell you as a city councilor for 12
14 years and mayor for the last three, Revere is
15 ready to bring that back to the region.

16 I am also here today because of
17 several promises I need to keep. The promise to
18 help create not only good jobs but great careers
19 for Revere residents and our neighbors
20 throughout the region and the Commonwealth. The
21 promise to provide desperately needed tax relief
22 for all Revere residents. And the promise of
23 fostering an environment that maximizes new
24 growth opportunities by encouraging and

1 following through on the very best economic
2 development projects and opportunities for
3 Revere, our region and the state of
4 Massachusetts.

5 Mohegan Sun's proposal for a world-
6 class destination resort will help me keep all
7 of these promises. Why Mohegan Sun? For
8 starters, a Mohegan Sun resort style casino at
9 Suffolk Downs meets or exceeds all of the
10 criteria set forth by the Governor and
11 Legislature's Expanded Gaming Law of 2011.
12 Mohegan Sun is the premier gaming brand in New
13 England and last year the most successful gaming
14 operator in the entire Western Hemisphere. All
15 of their gross gaming revenues are earned here
16 in the United States.

17 They have an unparalleled commitment
18 to communities in which they operate. Their
19 proposed site is clean and ready to break
20 ground, which in turn generates millions of
21 dollars in revenues quicker to our city,
22 surrounding communities and the taxpayers of
23 Massachusetts.

24 Their transportation plan that we

1 have studied and agreed upon addresses many of
2 the long-standing traffic issues that we've had
3 to grapple with for years, day in and day out,
4 year in and year out. Mohegan Sun's
5 transportation plan actually improves every
6 critical roadway or intersection in which their
7 project will have an impact, but for two which
8 will stay neutral.

9 As the home of America's first
10 public beach, I know and maybe many of you have
11 come to realize Revere Beach has long been
12 seeking revitalization by way of some real
13 meaningful development. Mohegan Sun will be the
14 catalyst that will make this a reality. This
15 revitalization will span two and a half miles
16 along our coastline and into areas ripe for
17 similar developments such as Lynn, Saugus and
18 Salem.

19 We have been working closely with
20 our neighbors in Boston, Chelsea and Winthrop to
21 ensure that not only their impacts are being
22 addressed but that opportunities for jobs,
23 business growth and development and revenues as
24 a result of this project like the one being

1 proposed as Suffolk Downs are realized.

2 Members of the Commission, I am here
3 today to honor promises that I've made to my
4 constituents and to offer my perspective, not
5 only as mayor of Revere, a potential host
6 community, but as a mayor that really
7 understands this issue. A mayor that since the
8 passage of the Expanded Gaming Law has
9 consistently reached out to my elected and
10 appointed colleagues in surrounding cities and
11 towns in an effort to help ensure their success
12 as well.

13 I am also here as a mayor who
14 understands what it would mean to lose 800 jobs
15 and witness the closing of the last thoroughbred
16 racetrack in all of New England all at a time
17 when we are supposed to be talking about job
18 creation.

19 As you know, for over 75 years
20 Suffolk Downs has been a place where people from
21 all walks of life are welcome. Millions of fans
22 have walked through the turnstiles and thousands
23 of hard-working men and women have earned their
24 living at the track. Suffolk Downs is

1 entrenched in the region's sporting, social and
2 cultural fabric. And if this development occurs
3 on the Revere side of the property, the people
4 who work there and the unique agribusiness it
5 creates for our state will also see better days
6 ahead.

7 In short, I am here along with a
8 large majority of people sitting and standing
9 behind me to tell you why we believe the choice
10 should be clear and obvious. Mohegan Sun is the
11 right project at the best site with the best
12 plan for success and economic prosperity for our
13 neighbors, our region and our state.

14 For Revere, this project will be
15 transformational. The host community agreement
16 negotiated on behalf of all of Revere residents
17 is the richest of its kind in the Commonwealth.
18 First, Revere is guaranteed to receive between
19 \$25 and \$30 million in annual revenues with a
20 strong potential to grow beyond \$40 million a
21 year.

22 A minimum of \$25 million a year to
23 fund more police on our streets, provide
24 increased funding to our schools, which in turn

1 gives our children every chance at success that
2 they so deserve, and allows for tax relief for
3 all residents, including our seniors, many of
4 whom are on fixed incomes.

5 Revere also gets the terrific
6 privilege to partner with Mohegan Sun. Mohegan
7 Sun is not new to New England. And the Mohegan
8 tribe's generosity and philanthropy speaks
9 volumes as to the type of neighbor they will be.
10 It's not a coincidence that they were able to
11 reach 11 surrounding community agreements and
12 not a single one through arbitration.

13 For the region, our agreement also
14 keeps with our desire and intent to lift not
15 just Revere but to spread the economic benefits.
16 In our agreement, there's a provision that
17 ensures that 75 percent of all jobs at the
18 resort will come from within a 15-mile radius of
19 the site, 3000 jobs available to our neighbors.

20 We have also required Mohegan Sun to
21 spend a minimum of \$50 million on goods and
22 services from local businesses within the same
23 15-mile radius. And that's each and every year.

24 In addition, as you have heard,

1 Mohegan Sun has signed up over 300 local
2 businesses to participate in their rewards
3 program. These businesses have not just signed
4 on to show support. They have signed on to
5 participate, to partner with Mohegan Sun and
6 recognize real opportunities to generate
7 millions of dollars in revenues. Local
8 businesses drive our economy and create jobs.
9 This project is the promise and opportunity our
10 Governor and Legislature set out to provide for
11 all residents of Revere, this region and the
12 Commonwealth.

13 Our proposal far surpasses what the
14 competition has offered for regional business
15 development. A handful of gift cards just does
16 not compare. And how about for the
17 Commonwealth, while clearly I think this is the
18 best project for Revere and the region, we
19 understand that you need to pick the best
20 project for the state. That choice is Mohegan
21 Sun.

22 This project embraces the
23 Commonwealth's vision for gaming. It fulfills
24 the mission to create jobs, economic

1 opportunities and revenues for Massachusetts.
2 The most revenue of any proposal in the state
3 more quickly and on a sustainable basis. It
4 will drive the most visitors to the region from
5 around New England, the United States and the
6 world. Its location is without parallel.

7 There is no disputing that the
8 Revere site is far superior. It sits literally
9 right on public transportation, an easy five-
10 minute drive to and from Logan Airport and
11 downtown Boston. An outward facing model that
12 drives their guests out into the community, not
13 land locks them onto a remote site.

14 In summary, Mohegan Sun is the only
15 applicant with a comprehensive plan to not just
16 deal with traffic but to improve traffic for our
17 city and the region. Mohegan Sun is the only
18 applicant that can parlay their success and
19 preserve a location that has entertained and
20 employed residents of the Commonwealth for over
21 75 years.

22 And we believe through their actions
23 and through their deeds, Mohegan Sun is the only
24 applicant that has proven themselves as good

1 corporate citizens who give back to the
2 community and who will treat this Commission
3 with the respect and the integrity that you, we
4 and the Commonwealth deserve.

5 Members of the Gaming Commission,
6 the reality is there really is only one choice.
7 I'm asking you to see what I see. I'm asking
8 you on behalf of a city, a region and a state
9 that is looking to you to make the clear choice,
10 the best choice for jobs, the best choice for
11 revenue and economic development, the best
12 choice to preserve a sport and entertainment
13 destination long entrenched in the fabric of our
14 communities. The best choice for a trustworthy
15 and venerable New England brand that fits the
16 character of our Commonwealth. That choice is
17 Mohegan Sun Massachusetts. Thank you very much.

18 COMMISSIONER MCHUGH: Thank you, Mr.
19 Mayor. Thank you, Mr. Mayor. And I'd now like
20 to turn to Kevin Brown, the Chair of the Mohegan
21 Gaming Tribal Authority and his colleagues for
22 their presentation, Chairman Brown.

23 MR. BROWN: I should have learned in
24 January, Mr. Commissioner, not to follow Dan

1 Rizzo. I am almost compelled to say this
2 concludes our presentation.

3 But I have to tell you there
4 couldn't have been a better stage setter
5 listening to the remarks from Superintendent
6 Dakin and Mayor Dan Rizzo, because as you think
7 about the Superintendent's description of this
8 facility and how what he really takes pride in
9 is the innards of this facility, I think that's
10 a perfect stage setter for what we're going to
11 tell you about today, which includes the innards
12 of our plans, some things that you haven't heard
13 yet and just one more time for us to tell you
14 about who we are and how we operate.

15 So, I thank both Superintendent
16 Dakin for hosting, Mayor Rizzo obviously for
17 being a great partner. But the other group that
18 was missed in the opening comments is the great
19 people of Revere that are out here to support us
20 today. Thank you all very much for coming out.

21 I would also like to highlight that
22 I'm proud to say that our entire tribal
23 commission, which is the management board for
24 our Mohegan Sun ventures is present in the

1 audience today with some of the elders. Thanks
2 to you all for coming out at well.

3 Lady and gentlemen of the
4 Commission, I've communicated on a number of
5 occasions that the strategic partnership between
6 the Mohegan tribe and the people of the
7 Commonwealth goes back a lot further than just
8 the last several months. Through it all, the
9 Mohegan tribe has always chosen the path of
10 cooperation. It's called the Mohegan way. It's
11 been passed down for generations.

12 What the Mohegan way meant hundreds
13 of years ago on first contact with the settlers
14 was that we would take the path of conciliation,
15 cooperation and partnership. What that meant in
16 1775 is that a Mohegan tribal family sent four
17 of their sons off to war in the Revolutionary
18 War and they fought side-by-side with
19 Massachusetts militiamen at Bunker Hill at the
20 rail fence with one of our tribal members,
21 Samuel Ashbow becoming the first Native American
22 to die in defense of this land.

23 Now if that sounds a little
24 nostalgic and sentimental to you, what I'll tell

1 you is that same family that shares those values
2 has passed that down for generations to the
3 family that has tried to convince this
4 Commission that we run a family-owned business
5 with family values. Those values manifest
6 themselves in ways that I think are important to
7 the Commission and are not just nostalgic and
8 sentimental.

9 It makes our commitment to
10 responsible gaming more than just a kiosk.
11 Instead, we have senior executives, the vice
12 president of table games, who in coming across a
13 patron on the floor who was going to the credit
14 room to extend his credit is interceded and not
15 goated to go to the credit room to extend his
16 credit, extend his losses and thereby extend our
17 gain, but instead engages that patron, a
18 longtime patron that we know is going to come
19 back in a 45-minute conversation to walk him off
20 the floor and make him self-exclude.

21 These values manifest in a business
22 that makes corporate decisions that are
23 congruent with community needs. Which is
24 manifest in our 11 surrounding community

1 agreements, all without arbitration and all
2 recognizing that even though it might bite at
3 the fiscal bottom line of our venture, we know
4 it's the right thing to put those dollars back
5 into the communities. And a business that makes
6 a commitment to its employees and its customers
7 that we want them to feel like family.

8 That's how you build a lasting
9 legacy. That's why when you walk into the
10 Mohegan Sun facility, you don't know if it was
11 built yesterday or 20 years ago. It's timeless.
12 And it's not just timeless because of the
13 magnificent infrastructure and that wow factor
14 that you feel when you come in, it's very much
15 akin to the description of Superintendent Dakin
16 about this facility right here.

17 It's about those innards. It's
18 about the Mohegan way, the Mohegan Sun way and
19 how it translates into the spirit of our
20 employees and how they treat their guests.
21 That's what brings them back for subsequent
22 visits time and time and time again.

23 And the point of legacy is
24 important. The Mohegan way is authentic and

1 it's ingrained in everything that we do. And
2 that's how you build a legacy. This decision
3 will be made by the four of you. It won't be
4 made today. It won't be made on August 29. It
5 won't be made for 2014. It will be the legacy
6 that it leaves behind.

7 So, the question is on the horizon
8 as you look at Boston's 300th anniversary in the
9 year 2030 and when you look back at this
10 decision today, do you want the legacy of that
11 decision to be the relic of a tower and a
12 business model dropped on the north side of the
13 Mystic River more suited for Las Vegas? Or do
14 you want that legacy to be a magnificent
15 facility that is embracing the community both
16 from an architectural standpoint and from a
17 business model standpoint?

18 A catalyst that revives racing, a
19 catalyst that revives the beach and improves the
20 bridge to the North Shore, and a facility that
21 excites every international traveler that flies
22 in on approach to Logan and sees it. That's a
23 legacy builder. That's something that we can
24 see as having staying power into the future.

1 And that's the decision that you have before
2 you. And we think the answer is clear.

3 Just as team is a Boston tradition
4 and part of the Massachusetts ethos, we are
5 excited and more than ready to partner with you
6 and the Commonwealth. In today's presentation,
7 we look forward to sharing with you the
8 following things.

9 We're going to share with you why
10 our outward looking model makes us the best
11 choice for the Commonwealth. You'll hear how
12 we've been connecting with and delivering for
13 businesses in Revere and surrounding communities
14 from Boston up to the North Shore.

15 We'll show you how we form
16 partnerships with organizations that will drive
17 jobs and spur economic development.
18 Importantly, you'll learn more about the
19 financial strength and commitment of our
20 partner, Brigade Capital Management, as we tell
21 you what you need to know to dispel the myth
22 once and for all about whether or not Mohegan
23 Sun Massachusetts is committed to Massachusetts
24 because we are committed to Massachusetts.

1 You'll hear how Mohegan Sun MA will
2 help its landlord in a way that will allow the
3 track to continue operating its 79-year-old
4 thoroughbred racing tradition. And finally,
5 you'll get a look at the continued work on the
6 plans for an open and internal design and a
7 green and environmentally friendly external
8 design.

9 We're truly excited to part of this
10 community, and to be working together to benefit
11 the Commonwealth. And at this time, I'd like to
12 introduce the CEO of the Mohegan Tribal Gaming
13 Authority, Mitchell Etes, who will take you
14 through the facts that make it clear that
15 Mohegan Sun is the clear choice. Thank you.

16 COMMISSIONER MCHUGH: Mr. Etes,
17 just one second if you could. I would ask the
18 people who are in the back if they need to have
19 conversations, which is fine, if you'd take
20 those conversations outside. It's a little bit
21 hard up here to hear and it may be hard in the
22 audience. And I think everybody needs to hear
23 all of the speakers.

24 MR. ETESS: Thank you, very much.

1 Good afternoon. It's great to be back before
2 you and all of our friends from Revere again.
3 My name is Mitchell Etes and I'm the Chief
4 Executive Officer of the Mohegan Tribal Gaming
5 Authority.

6 Judge McHugh, Commissioners Cameron,
7 Stebbins and Zuniga, let me start my remarks
8 today by thanking each of you and through you
9 the Commonwealth for the opportunity over these
10 past four years to share our ideas, our history
11 and our qualifications with you, and more
12 recently our vision and proposal to design,
13 develop and operate the Commonwealth's flagship
14 gaming and entertainment complex right here in
15 the amazing city of Revere.

16 As you know, our time in
17 Massachusetts is something we have taken very,
18 very seriously. We've spent tens of millions of
19 dollars and thousands of hours. We've forged
20 best in class partnerships with vendors,
21 entrepreneurs, tourism and hospitality and
22 entertainment venues, municipalities, unions and
23 neighborhoods.

24 We've assembled an extremely

1 talented team of architects, engineers and
2 experts from many fields, some local, some
3 world-renowned and in most cases both. Our goal
4 has been to provide you with all of the
5 information that you need to make this important
6 decision so you can be completely transparent
7 and to strictly conform with the policies and
8 procedures set forth by the Governor, the
9 Legislature and the Commission.

10 So, I want to keep with that policy
11 of openness and transparency today and share
12 with you that we faced a real quandary in
13 getting ready for this presentation. And really
14 what it revolved around was how do we address
15 some of the major differences that we see
16 between our project and the competition's
17 project?

18 We are very proud of what we are
19 creating. We believe that it stands on its own
20 as the best choice for Region A. But we also
21 saw in January that the other applicant has no
22 trouble sharing his views on our project. We
23 also know that we lost a toss and we get to go
24 first again. So, we don't know what we're going

1 to hear tomorrow.

2 So, after much debate among our
3 team, we thought it might be worth taking just
4 take a few moments before I get into our details
5 to point out a few items we believe make Mohegan
6 Sun the clear choice for the Commonwealth.

7 And let there be no doubt there is a
8 clear choice. A clear choice between a cookie-
9 cutter casino design, which is virtually the
10 exact duplicate of one that was proposed in
11 Philadelphia and one that is better suited for
12 Las Vegas, and our uniquely designed resort
13 that's been conceived and created exclusively
14 for Revere. One that fits in with the character
15 and fabric of its community. One that
16 integrates with the region. Our resort will
17 live and breathe Massachusetts and complement
18 the city and its surroundings not attempt to
19 redefine it.

20 There's a clear choice between a
21 project that has requested a regulatory change
22 to increase the allowable levels of arsenic 10
23 times what's permissible for human use in order
24 to move forward. It's no secret. It was in the

1 Boston Herald last week. The levels of arsenic
2 left in the ground after the remediation of that
3 industrial site are unsafe for a wide variety of
4 uses. Unsafe, not my words, the words of the
5 applicant in their submission.

6 There is a choice between that and
7 Mohegan Sun Massachusetts which is sustainable,
8 truly shovel ready and already environmentally
9 safe. You've got a choice between an owner who
10 stated he questions whether, among other things,
11 he should be required to provide daycare on-site
12 for workers or pay the established tax rate in
13 order to proceed with their project.

14 And us, the Mohegans, a 400-year-old
15 New England tribe that accepts and shares the
16 Commonwealth's policies, priorities and proposes
17 its resort casino unconditionally. You have a
18 clear choice between an owner that needs
19 customers to remain in the resort casino area to
20 meet its revenue goals. Who think \$75,000 of
21 gift certificates is meaningful to the local
22 businesses.

23 And Mohegan Sun Massachusetts with
24 an industry-changing economic model. The

1 centerpiece of the Massachusetts Gaming Act that
2 integrates our Mohegan Sun Momentum program
3 points program and thereby the resort itself
4 into the entertainment, tourism, convention and
5 hospitality businesses around it, putting tens
6 of millions of dollars out for potential spend
7 in the community.

8 It's a clear choice between a
9 traffic plan that does not realistically address
10 the problems caused by the project and our
11 traffic plan that actually improves the
12 performance of each and every intersection the
13 project affects with a measurable impact. Yes,
14 for all of those reasons and more, we know
15 Mohegan Sun is a clear choice for the
16 Commonwealth.

17 Now, you're going to hear from our
18 architects, from our great partners at Brigade
19 and from Gary Luderitz who has been here on the
20 ground and in the market and working very hard.
21 And he will be here on the ground running
22 Mohegan Sun Massachusetts if in fact we are
23 fortunate enough to be awarded this license.

24 We've got a ton of new information

1 to share with you. And we're very proud of how
2 far we've come. And we're very eager to show
3 you. So, now I'll ask Gary Luderitz to start us
4 off by telling you a little bit about our
5 outwardly looking model. Gary.

6 MR. LUDERITZ: Thank you, Mitchell.
7 As noted, my name is Gary Luderitz, Vice
8 President for Operations and Development with
9 Mohegan Sun.

10 Our outward reaching model will
11 fully engage our host community and the
12 surrounding region. We know how to do this well
13 because we have a long history of doing so.
14 From Connecticut to Wilkes-Barre, Pennsylvania
15 to Atlantic City we support the communities in
16 which we work, live and play. It's the Mohegan
17 Sun way. It's the kind of operator that we are.

18 Here in Massachusetts Mohegan Sun
19 has and will drive visitation to the region
20 without consuming the entire guest experience.
21 Let me partially detail that. Our facility and
22 our team is being designed to create awareness
23 of regional attractions and business through an
24 electronic concierge that showcases area

1 businesses, entertainment attractions and is
2 patron interactive.

3 Training for our hospitality staff
4 by representatives of both the Greater Boston
5 and the North of Boston Convention and Visitors
6 Bureau. Website exposure and direct links to
7 business, events and attractions and direct mail
8 and email support. In-room advertising and
9 video support, Momentum program support, we're
10 going to talk a little bit more about Momentum
11 as we go along.

12 For all of our community business
13 partners and attractions including nonprofits,
14 we're going to deliver because of our location
15 attributes a project that can best leverage all
16 of our outreach initiatives into a regional
17 economic machine. Attributes like the three-
18 mile long crescent shape historic Revere Beach
19 poised for growth and lodging, entertainment and
20 dining, like the Blue Line transit connection,
21 150 feet from our door. Not only a convenience
22 connection to all of Boston, but a monumental
23 imperative in a modern urban initiative if we
24 are ever to achieve smart growth and minimize

1 vehicular traffic in our community.

2 Attributes like the highly
3 accessible roadway transportation network that
4 leads right to our door. Like five minutes from
5 Logan Airport has been mentioned either by car
6 or by transit. Attributes like a community that
7 has long been a home to and has a storied
8 history of hospitality and entertainment and can
9 once again become a glorious seaside resort.

10 Turning to our community agreements,
11 we have created, as Mayor Rizzo mentioned and as
12 Chairman Brown mentioned, the largest community
13 mitigation package of any casino resort in the
14 nation, 12 communities thus far each with an
15 approach that emphasized fairness, all without
16 the need for arbitration. This is the kind of
17 operator that we are.

18 The money's important, tens of
19 millions of dollars in upfront money, tens of
20 millions of dollars in annual payments, \$45 to
21 \$50 million in traffic, safety, roadway and
22 infrastructure improvements with roadway, safety
23 or operational improvements to more than 20
24 different locations.

1 And I might add these improvements
2 serve to resolve long-standing existing traffic
3 related problems. And we have a comprehensive,
4 thoughtful, workable plan on which the
5 Commission can rely. We have the luxury of
6 direct MBTA access. We have taken full
7 advantage of it. We offer a privately funded
8 solution at every intersection that will
9 experience a measurable increase in traffic all
10 with private funding.

11 And to the extent that there is any
12 question, let me confirm for the Commission here
13 tonight that all of the mitigation work will be
14 completed before the resort opens.

15 But our approach is not only
16 generous in dollars but in details. We've
17 committed, as has been mentioned, to hiring 75
18 percent of our employees from within a 15-mile
19 radius of Revere, to spending \$50 million for
20 goods and services from within that same 15-mile
21 radius.

22 To hiring 25 percent or more
23 minority and 10 percent women for construction
24 of the facilities. To further encourage

1 minority financial opportunities by creating
2 marketing programs for women and minority-owned
3 vendors. To continue our well-documented
4 support for mitigating problem gambling to
5 expand the reach of our community colleges
6 training group by helping to bring new community
7 college training services to the North Shore.

8 This is the kind of operator that we are.

9 As I noted, we are committing to
10 that 15-mile radius for 75 percent of our
11 employees. Therefore, it's clear where our
12 workforce recruitment will target, the
13 unemployed and the underemployed in the richly
14 diverse urban environment, those that were hit
15 hardest and recent great recession.

16 If you want to know what kind of
17 operator we are, look at our outreach efforts to
18 fulfill this commitment with events and forums
19 over the last six months like those that are
20 shown on the slide, face-to-face presentations
21 to highlight our workforce needs throughout the
22 community.

23 If you want to know what kind of
24 operator we are, look at our arrangements for

1 signed agreements related to workforce
2 development, like our agreement with CAPIC that
3 is Community Action Programs Inner-City,
4 Incorporated, where we have committed to placing
5 impoverished individuals with mentors who will
6 help them adapt to the workplace. Like our
7 agreement with Community Enterprises
8 Incorporated in which we have committed to a
9 cutting-edge, intensive workplace training
10 employment for disabled individuals.

11 We're replicating in Massachusetts
12 this program that is right now being very
13 successfully used by our human resource team in
14 Connecticut at the Mohegan Sun Resort there.

15 If you want to know what kind of
16 operator we are, look at our agreement with
17 Casino Careers Institute that provides for
18 training modules in collaboration in the areas
19 of hospitality, technology and training, like
20 our agreement with Massachusetts Fallen Heroes
21 Fund where we will work with the fund staff in
22 Massachusetts to identify, train, mentor and
23 place America's veterans.

24 If you want to know what kind of

1 operator we are, look at the way that we have
2 not only worked with local labor leadership to
3 put a construction project labor agreement in
4 place, but also to solidify our commitment to
5 labor harmony with unprecedented support from
6 seven key labor organizations through documented
7 letters of support and fully executed neutrality
8 agreements.

9 In diversity, we've demonstrated our
10 commitment and to continue to exercise that
11 commitment. The Mohegan Sun enterprise
12 workforce for example is represented by 41
13 percent minority employees. We believe we can
14 exceed that commitment in the extremely diverse
15 greater Boston region.

16 And with the help of our field
17 representatives, we have met with and presented
18 in person to a variety of diverse organizations
19 as listed on this slide here. And this doesn't
20 fully explain all of the outreach that we've
21 conducted. We have been and we continue to
22 participate in Boston's Main Street program,
23 particularly in the diverse communities.

24 In addition to our field team,

1 Mohegan Sun has made special outreach to
2 minority and women-owned businesses to identify
3 participation in our Momentum program with many
4 dozens of participants from the African-
5 American, from the Latino community, from the
6 Asian-American communities. Mohegan Sun as an
7 enterprise has a well-documented diversity plan.

8 These guide our facilities that
9 require our senior leadership to implement a
10 plan and helps them drive results. Further, by
11 committing to over 75 percent of the employment
12 in that radius and \$15 million in our spending
13 radius along with our partnerships to develop
14 minority and women suppliers, we've guaranteed
15 our ability to financially support a diverse
16 community.

17 We want to talk a little bit more
18 about that Momentum aspect. And I'm going to
19 pass the microphone over to Mitchell to
20 elaborate on that further.

21 MR. ETESS: Thank you, Gary. I'm
22 going to take a few moments to reintroduce you
23 to the Momentum program because it's really
24 developed since we last spoke with you in

1 January. In a first kind of initiative, we've
2 extended our rewards program out into the
3 community. Our team, our representatives, our
4 employees have been out and about meeting face-
5 to-face with businesses. And we've enrolled 360
6 so far participants in 40 communities.

7 Now these aren't just people who
8 signed a thing and support our project. These
9 are people that are enrolled and involved in the
10 program. And they want to take advantage of
11 this unique opportunity.

12 Now we've got five million Momentum
13 Club members now. And what's interesting to
14 point out is that that's now. In three years
15 when this facility opens, maybe there will be
16 six million. But it comes with a lot of
17 Momentum members. And we've told you many times
18 that one out of every six adults in the greater
19 Boston area are already members.

20 But we sometimes forget that there
21 are four plus million members from everywhere
22 else as well outside of the Commonwealth,
23 outside of New England even. So, we've got a
24 lot to offer. And we're putting tens of million

1 dollars of rewards out into the community, out
2 of the walls of the casino complex so our guest
3 can comp. themselves at area attractions,
4 restaurants, stores.

5 In addition, we've also worked out
6 a process by which we're going to work with our
7 employees, our patrons and local communities in
8 the area to select a rotating group of
9 charities. And then we're going to allow our
10 guests to make donations to those charities with
11 their Momentum dollars.

12 So, people can comp. themselves in
13 area businesses. People can even donate to
14 charities with their Momentum dollars. This is
15 the type of initiative that not only provides
16 direct financial benefit to the region, but also
17 clearly cements the integration of Mohegan Sun
18 Massachusetts into the community. Gary.

19 MR. LUDERITZ: Once again, we've
20 been busy over the last six months since we last
21 presented to you. You want to know what kind of
22 operator we are, look at our fieldwork and our
23 agreements. In hospitality and tourism, along
24 with Momentum program and our other marketing,

1 the region will thrive because of our location
2 and because we have pursued collaborative
3 support.

4 We have already, we have already
5 crafted written agreements in place with the
6 Greater Boston and with the North of Boston
7 Convention and Visitors Bureau. These
8 agreements serve as a foundation for our bridge,
9 if you will, to the North Shore. The call for
10 cross-marketing, communication in a way that
11 addresses all of the regional stakeholders in
12 hospitality and tourism.

13 Collaboration at national and
14 international sales events. Branding and
15 selling the Eastern Region with national and
16 international incentive programs. And we're
17 going to be side-by-side with the CVBs as they
18 travel around and sell the Eastern Region.

19 Complementing Boston centric events,
20 meetings and conventions with Mohegan Sun
21 Massachusetts activities and North Shore
22 activities and supported by various levels of
23 service including promotional activities and
24 shuttle services. And in all, generating

1 tourist economic activity in and around Boston
2 and the North Shore.

3 When coupled with Mohegan Sun's
4 national and international player development
5 and our planned collaboration with the tour and
6 travel industry with agencies such as the
7 Massachusetts Office of Tourism and Travel, and
8 our relationship and our proximity with Massport
9 and our relationship to Logan air and travel,
10 our powerful formula for shared economic growth
11 is second to none.

12 This tourism is going to be
13 complemented further by our regional
14 entertainment program, one which Mitchell will
15 now elaborate.

16 MR. ETESS: Mohegan Sun is a giant
17 in the entertainment industry. We operate the
18 busiest arena of its size in the world. We
19 produce shows in three states and numerous
20 venues. So, can you imagine if you were to
21 couple Mohegan Sun's entertainment experience
22 with the best in the Boston region? Well, if
23 you did that you'd have a powerful collaborative
24 entertainment machine.

1 And that's exactly what we have done
2 here with our agreement Citi Center. It's an
3 outwardly looking, outwardly reaching initiative
4 that provides an extraordinary opportunity to do
5 collaborative bookings, to cross-market, to
6 introduce casino patrons to the Wang Theatre,
7 the Strand and the Shubert. And to provide
8 casino entertainment to tourists and visitors.

9 Under the leadership of Joe
10 Spaulding, a great partner, the management of
11 our bookings, our entertainment service team,
12 our vendor relationships and our labor
13 partnership is instantly and uniquely part of
14 Greater Boston. By combining the power of
15 Mohegan Sun and the experience and power of Joe
16 Spaulding, we'll be able to elevate the entire
17 entertainment in the Greater Boston area to new
18 heights.

19 Now speaking of new heights, I think
20 it's fair to say that the financial platform of
21 Mohegan Sun Massachusetts is unparalleled. That
22 is due to our great partner, Brigade Capital
23 Management. And to tell you a little bit about
24 them because you haven't heard that much about

1 them, I'd like to introduce Doug Pardon who is a
2 partner in Brigade Capital Management. Doug.

3 MR. PARDON: Thank you, Mitchell.
4 Good evening Revere residents and good evening
5 members of the Commission. My name is Doug
6 Pardon and I'm a partner at Brigade Capital
7 Management and am responsible for our gaming and
8 hospitality investments.

9 We wanted to thank the Commission
10 again for its findings about Brigade during the
11 suitability review. The Commission diligently
12 and fully investigated our company over a period
13 of months including reviewing the company and
14 its members. Based upon its review, the
15 Commission's review team gave Brigade an
16 unqualified recommendation noting that it was
17 the highest level of opinion that an independent
18 auditor may issue.

19 The Director of the IEB in reviewing
20 Brigade and Mohegan's RFA-1 process noted that
21 our team was not only cooperative but extremely
22 responsive to requests and forthcoming with
23 information, which was also noted by the State
24 Police and Commission consultants.

1 Despite this thorough review
2 conducted by the Commission and state officials
3 that resulted in such high praise, several
4 mischaracterizations of our firm have been made.
5 And I'd like to take this opportunity to set the
6 record straight and give you a brief overview of
7 who Brigade is so you have a clear and accurate
8 understanding of one of the owners of what will
9 undoubtedly be the most exciting and successful
10 resort casino in the United States.

11 Brigade is an SEC registered
12 institutional investment advisor with over \$15
13 billion under management. Our investor client
14 base includes state, local and private pension
15 funds, other public investment entities,
16 universities, endowments, foundations and large
17 institutions that tend to take a long-term
18 approach to investments.

19 Brigade has a positive and expansive
20 track record investing in the gaming sector. We
21 currently have over \$1 billion in gaming
22 investments in both equity and debt securities.
23 And we hold or have held gaming licenses in
24 multiple jurisdictions being found suitable in

1 every instance.

2 We have grown our company from under
3 \$100 million in assets at inception to over \$15
4 billion dollars today and have achieved this
5 growth without ever taking on any debt. It is
6 this approach to growth, prudent balance sheet
7 management and a focus on reinvestment that you
8 can count on us taking with Mohegan Sun
9 Massachusetts.

10 The majority of the ownership in our
11 resort casino will ultimately come from
12 investment funds. This is true of us. It is
13 true of our competitor in Region A. It is true
14 of MGM who was just granted the license in
15 Region B. And it is true of most major casino
16 projects in the world.

17 As the Commission knows, through a
18 thorough vetting of Brigade, the funds that
19 Brigade manages are stable, long-term investment
20 funds. Thus, the attempts by anyone to
21 negatively mischaracterize Brigade or our
22 stellar investor base as hedge fund ownership
23 are both misleading and hypocritical.

24 What sets Mohegan Sun Massachusetts

1 apart is that my firm, Brigade, has been
2 thoroughly vetted and qualified by the
3 Commission in way that is very uncommon for
4 investment fund managers investing in casino
5 projects.

6 Brigade and Mohegan teamed up on
7 this effort because we believe collectively that
8 we bring an unbeatable set of strengths.

9 Brigade brings strong financial backing to the
10 project. We have committed to invest up to \$245
11 million in equity and debt to develop Mohegan
12 Sun Massachusetts. We've also lined up
13 additional financing commitments from two of the
14 largest banking institutions in the world in
15 Bank of America and Goldman Sachs.

16 We are committed to monitoring the
17 project closely and are very confident that the
18 project budget has been soundly developed.
19 However, if additional investment is required
20 Brigade is committed to providing such
21 contributions. And with our \$15 billion of
22 assets under management, you know the money is
23 there.

24 To date over \$100 million has

1 already been spent collectively to bring this
2 project to fruition. And all payments are
3 current with respect to this development. And
4 as the Commission knows, with our proposal there
5 is absolute assurance that the debt and equity
6 financing is in place to construct and develop
7 the resort we are promising.

8 While I have talked a lot about
9 Brigade qualitatively, I would like to take a
10 few moments to share with you some financial
11 metrics about our firm and the Mohegan/Brigade
12 joint venture to put in context how strong
13 Mohegan Sun Massachusetts foundation really is.

14 We have examined the Commission's
15 finance report in connection with the granting
16 of the Western license to MGM, and specifically
17 the section discussing financial ratios of
18 gaming companies.

19 And you can see that analysis on
20 this slide here. To be clear, what you see on
21 this slide was prepared by the Commission. I
22 know it's hard to see and I apologize for that,
23 but Commissioners you do have a copy of the
24 slide in the packet in front of you.

1 While Brigade is not an operating
2 gaming company and thus a similar analysis of
3 our company is not exactly apples to apples, we
4 think a comparison is warranted and the results
5 are telling. What you will see when we lay this
6 out is that Brigade has the strongest financial
7 profile of the entire competitive set you see up
8 there, and most importantly the strongest
9 financial profile of any applicant seeking a
10 license in Massachusetts.

11 What we have done in this next slide
12 is to lay out the same financial metrics and
13 ratios as you saw in the previous slide for both
14 our management company, Brigade Capital
15 Management, which can be found on the left-hand
16 column, and the financial metrics for our
17 flagship investment fund, which will hold the
18 largest interest in Mohegan Sun Massachusetts on
19 the right-hand column.

20 These numbers are derived from
21 Brigade's audited financial statements that were
22 previously provided to the Commission. The
23 results, as I mentioned, are incredibly strong.
24 The fund has the strongest current ratio of the

1 competitor set at 3.6 and our management company
2 has a strong ratio above 1.0 as well. The
3 capital asset turn over ratio of both the
4 management company 60.52 and the fund 3.38
5 exceed everyone in the competitive set.

6 We are the only applicant that has
7 zero long-term debt and thus have the lowest
8 debt-to-equity ratio. Both entities have a very
9 healthy level of EBITDA at \$140 million for the
10 management company and \$393 million for the
11 fund. And we have the highest times interest
12 earned ratio because we don't have any interest
13 expense because we don't have any debt.

14 Commissioner Zuniga, we would be
15 happy to follow up with you as well as your
16 consultants to discuss this analysis in further
17 detail.

18 What we have done next, which can be
19 seen in the far right-hand column of the next
20 slide, is to combine the financial metrics and
21 ratios for the Mohegan Tribal Gaming Authority
22 with Brigade's management company, with our
23 flagship fund to get a picture of what the
24 actual joint venture applicant, Mohegan Sun

1 Massachusetts, looks like. Once again the
2 result are telling.

3 Mohegan Sun Massachusetts has the
4 strongest financial profile at any applicant in
5 Massachusetts and of the entire competitive set
6 used by the Commission to evaluate financial
7 strength. We have the highest current ratio at
8 3.17 of the entire competitive set, the highest
9 capital asset turnover of 1.17. The lowest
10 debt-to-equity ratio of .33. The highest return
11 on investment at 46 percent and the highest
12 times interest earned ratio of any applicant at
13 4.96.

14 Now enough about the numbers, let's
15 talk about what Mohegan brings to the table in
16 this partnership. They are hands-down the best
17 result casino operator for this greater Boston
18 market. Having been an analyst in the gaming
19 sector for more than a decade, I have personally
20 watched the Mohegan Sun team run and grow their
21 business through various economic cycles, and
22 have been thoroughly impressed in everything
23 that they do.

24 I am sure many of you here in the

1 audience have visited Mohegan's property in
2 Connecticut and have experienced firsthand the
3 world-class entertainment environment they
4 offer, from amazing restaurant run by world-
5 renowned chefs to concerts by some of the most
6 famous artists, sporting events, incredible
7 shopping, and of course most importantly an
8 exciting and vibrant gaming experience.

9 Mohegan's operational strength and
10 nearly 20 years of experience operating in New
11 England assures a strong knowledge of this
12 market and that the customers will get what they
13 want from their resort casino experience.

14 Given Brigade's expertise in the
15 gaming industry, we are frequently called upon
16 by companies to evaluate financing opportunities
17 for new construction casino projects. We have
18 met and evaluated dozens and dozens of
19 management teams and have evaluated hundreds of
20 projects, not only in the United States but in
21 the world.

22 Trust me when I say nobody does it
23 better than Mohegan Sun. And trust me when I
24 say that Mohegan Sun Massachusetts to be located

1 here in Revere is the best project we have ever
2 come across.

3 If there is one thing I want to
4 leave with you tonight more than anything is
5 that the Commonwealth can be assured that
6 Brigade is making a commitment to be here and to
7 have this project succeed at the highest level
8 possible.

9 A lot has been said by our
10 competitor for the Region A license about
11 Connecticut and Mohegan's property there. And I
12 would like to put that to bed once and for all.
13 Nobody is more incentivized to make Mohegan Sun
14 Massachusetts a financial success than our firm.
15 And any insinuation that is not the case simply
16 lacks merit and defies commonsense.

17 Would any credible investor put up
18 hundreds of millions of dollars in a project
19 only to allow its primary customer base be
20 siphoned off to a competing property right in
21 front of their face? Of course not. In
22 addition, Brigade manages money for other
23 people, so we have a legally required fiduciary
24 duty to optimize return on our investments.

1 Let me lay out for you the
2 extraordinary protections that we have put in
3 place, not only for the benefit of our own
4 investment but more importantly for the benefit
5 of the Commonwealth. Contractually, we required
6 Mohegan to agree to the creation of a customer
7 database that will be held separate and apart
8 and never commingled with any other customer
9 database by other Mohegan properties.

10 We have also insisted on a non-
11 solicitation agreement protecting a specified
12 zone around Mohegan Sun Massachusetts from
13 targeted marketing by other Mohegan properties.
14 We have also agreed to at least monthly conduct
15 reviews to assure that these protective steps
16 are being followed. And Mohegan agreed to allow
17 a neutral third-party to verify compliance.

18 These unique protections that
19 Brigade has built into its deal in effect,
20 unlike any other project under consideration in
21 Massachusetts, would convert Mohegan Sun from a
22 potential competitor of a metropolitan Boston
23 resort casino into an extraordinary ally of the
24 Greater Boston market. This makes this project

1 a very attractive investment from our
2 perspective and a winning project for this
3 community and the Commonwealth.

4 In closing, I hope you can see how
5 excited, passionate and committed Brigade and
6 Mohegan Sun are to making Mohegan Sun
7 Massachusetts a place that we all can be proud
8 of. A Massachusetts experience like no other,
9 in short, a place befitting of the great city of
10 Revere.

11 MR. ETESS: Thank you, Doug. Thank
12 you very much. There is one unassailable fact
13 and one truly unique benefit that goes along
14 with awarding the Region A license to Mohegan
15 Sun Massachusetts. And that is that to do so
16 assures the preservation of thoroughbred racing
17 in the Commonwealth.

18 As you know, we are leasing our land
19 from Suffolk Downs but their ownership group has
20 committed to you, the Commission, that it will
21 keep Suffolk Downs open for at least 15 years
22 from the time we open Mohegan Sun Massachusetts.

23 That not only maintains the rich
24 tradition for Massachusetts but also the 800

1 jobs at Suffolk Downs, jobs that have and still
2 to this day support families in the Commonwealth
3 and have in some cases for generations. And you
4 can see how important those jobs are to this
5 city.

6 In addition to those jobs per the
7 Christian report, the number of jobs in racing
8 and related businesses is expected to grow from
9 1486 to 3,631. The reason for that is increased
10 purses from the Gaming Act will create more
11 horses racing and you get all of these
12 additional benefits.

13 Along those lines, there are
14 currently 6650 acres of farmland that are used
15 by thoroughbred industry. And that is expected
16 to grow by another 7825 acres for very much the
17 same reason. But without the selection of
18 Mohegan Sun Massachusetts, Suffolk Downs closes
19 and with it all of those jobs are lost and all
20 of the ancillary benefits are gone.

21 The way this all happened, we've
22 been having to work very fast and furiously with
23 this process. But without question the folks
24 that have been most abused and have worked the

1 hardest throughout this whole process and had to
2 go faster than anybody are our architects.

3 We've come a long way and there's a
4 lot of new things to show you that are getting
5 very exciting. So, to do that, I'd like to
6 introduce you to Hugh Trumbull partner in the
7 world-renowned architecture firm of Kohn,
8 Peterson and Fox.

9 MR. TRUMBULL: Thank you Mitchell,
10 thank you the town of Revere. I come here today
11 very excited about some new developments in the
12 design that we've been working on over the last
13 few months.

14 I'd like to say that Mitch and Kevin
15 and the whole Mohegan development team have
16 challenged the design team to really come up
17 with a grand resort for Revere, one that will be
18 shovel ready once the award of the license is
19 given. So, in order to do that, we've had to
20 work hard to substantiate the design and to
21 refine it in a way that it can be built
22 elegantly in your future.

23 So, what we've discovered in that
24 process is that we have three really interesting

1 new components to show you today. One of them
2 is about landscape. One of them is about the
3 interiors of the project and lastly a really
4 fantastic roof deck.

5 But before I do that I would to take
6 a moment and go through the previous design
7 ideas that we had shown you and why those
8 designs work to reinforce what we showed you.

9 Next slide, please. So, here you
10 can see that the horizon and the beach of Revere
11 has become the genesis see for our project. Our
12 project embraces the horizon that resort feeling
13 that you have in this community.

14 The umbrellas of the beach have been
15 reflected and become the icon for the project's
16 architecture. This great orange canopy that
17 strides along the horizon creates the signature
18 for the project. Above it to the side here is
19 the boutique hotel, at center stage the casino
20 hotel and off in the distance you see the
21 wonderful city of Boston.

22 Next slide, please. Here we've just
23 gotten off the Beachmont T and we're entering
24 into the rotunda. The rotunda is a special

1 device that allows all mass transportation to
2 come. The bus stops right here at the plaza.
3 Mohegan's private coaches arrive at the rotunda
4 and all proceed up into the casino where we have
5 a small boutique venue that looks out into the
6 public area.

7 Down Winthrop Avenue and if you
8 could go to the next slide, you'll see a
9 restoration of the whole street, a wonderful
10 park has been implemented as the building pulls
11 back in a concave shape to create the garden and
12 boulevard experience. At the foreground, you
13 see the boutique hotel and the great majestic
14 canopy floating overhead.

15 Next, please. Here is the theater
16 of the racetrack, wonderful. The idea of the
17 casino is to create this wonderful crescent
18 shape that reinforces the racetrack event
19 experience and bolsters the community. Above
20 that is the casino hotel and off to the left is
21 the great canopy as it rides over the porte
22 cochere.

23 Proceed to the next slide. Here is
24 the porte cochere seen as you approach up the

1 landscape ramp, which is going to be a fantastic
2 piece of landscape. And we've got some new
3 developments to show you coming. To the right
4 is a casino hotel. It's a boutique hotel that
5 flank either side and create the entry.

6 The next slide, please. Upon
7 arrival, you see this majestic column coming
8 down to define the space from the canopy above
9 and a lower canopy creating an intimate
10 experience as people enter into the resort.

11 Next, please. Here's our plan.
12 We've been working diligently and hard to get
13 this plan to be absolutely perfect. We've
14 developed this to be a very unique synergistic
15 experience where one wanders through the whole
16 resort, exploring and finding new things at
17 every turn.

18 Part of that is the great casino
19 figure which is rendered in pink here that locks
20 into the racetrack. A lot of it has to do with
21 the restaurants, the food and beverage that
22 punctuate and define different zones with the
23 resort. And lastly a second center that we
24 developed at this heart here in which we get the

1 nexus of all the retail experience.

2 It is all of those coming together
3 with the boutique hotel and this long elegant
4 walkway that leads back to the casino hotel that
5 create the environment which we think is going
6 to be absolutely fantastic.

7 That course is then reflected to the
8 second-floor. You see it here. This becomes a
9 causeway or a garden walk that runs along a new
10 green roof, which is filled with extensive and
11 intensive planting that makes this a real garden
12 experience. To the right of that walkway, you
13 see the wonderful spa and the pool terraces,
14 food and beverage and the lounge for the
15 boutique hotel all complementing the walk as you
16 move back and forth.

17 What we find is that throughout the
18 resort there are no dead-ends. There is no
19 place where you have to turn and find yourself
20 going back. It's always a constant wander.

21 Next please, here's our first image,
22 which is new to you today. This is really
23 arriving at the Beachmont T. We've implemented
24 this new concept. We have this amoeba shaped

1 dome skylight that allows one to look up and see
2 the umbrella canopy as it comes down and enters
3 into the resort through its column.

4 In the foreground here, I don't know
5 if you remember Commissioners when you were at
6 Mohegan Sun in Connecticut, but at center stage
7 there is the great waterfall and the Todd
8 English restaurant. Our idea is to bring that
9 sort of concept to become the spectacle as you
10 arrive from the Beachmont station. Off to the
11 right and down the hallway here is a great
12 retail experience.

13 Let's proceed, the next slide
14 please. Here we've arrived at that nexus that
15 triangular intersection where all of the retail
16 come together. And you get this explosion of
17 space through a new skylight that looks up to
18 the canopy. On the side here is that causeway
19 walkway that runs through. And above your head
20 is that signature food and beverage restaurant.

21 The next slide. Here you see the
22 same image looking down from above. This time
23 you are on the causeway. You're wandering
24 through the sinuous path. To the right is that

1 fantastic roof garden that punctuates the
2 experience. To the left is the food and
3 beverage and then down below you is all of
4 activity in the theater, retail.

5 Next, please. Here we are up on the
6 pool deck with a great view of Revere Beach in
7 the distance. We get a wonderful hospitality
8 space that's intimate and exciting. Next slide,
9 please. Here you can see it in its full sweep.
10 And what you realize is that not only does it
11 work great for the pool deck during the day but
12 it also becomes a great function space in the
13 evening.

14 Next, please. So, one of the really
15 major things that we've been working on so hard
16 is the sustainability program. And
17 unfortunately, time is short tonight. So, I
18 don't have a lot of time to go through all of
19 the aspects that you see in front of you. We've
20 got a hundred thousand square feet of
21 photovoltaic. We've got rainwater harvesting.
22 We've got a great central plant, which is energy
23 efficient. And throughout, we've implemented so
24 many great sustainable projects.

1 If we could proceed to the next
2 slide, we'll look at some of the green space
3 things. To make the green space really
4 spectacular, we've brought on one of the great
5 architects or landscape architects in this
6 community. Out of Cambridge George Hargreaves
7 has been working and they've been responsible
8 for some of the fantastic projects around the
9 world in regards to landscape design.

10 Here they were commissioned to do
11 the center stage and the redevelopment and the
12 sustainable gardens for the 2012 Olympics in
13 London. At the top of the page, you see
14 President Clinton's memorial gardens and
15 library. And throughout this page, you see some
16 of the wonderful intimate spaces that they've
17 been able to bring to their projects.

18 Next slide, please. And Hargreaves
19 came up with this really fun, very exciting
20 concept in which we get concentric waves that
21 emanate out from the porte cochere and really
22 develop the whole idea of the rooftop. That
23 idea came from the inspiration of maybe a more
24 patterned umbrella canopy or even yet the

1 roulette wheel as it spins around and eventually
2 finds the number.

3 Next, please. You can see how
4 exciting that roof deck then becomes as it
5 spirals around, those waves trickle through each
6 of the major figures, the casino element, the
7 meeting space here, the wonderful canopy that
8 rides over the whole project are all articulated
9 and made wonderful.

10 At the bottom of the page here, you
11 will see the landscape ramp and now that has
12 been translated into a series of horizontal
13 waves that bring you up into the porte cochere.
14 Earthen berms create the signature all of the
15 way around on Winthrop and Tomasello.

16 Next, please. Here coming up the
17 landscape ramp, you see the idea of the waves
18 articulating the landscape making that ramp a
19 series of waves that lead up to the porte
20 cochere that lifted up over Sales Creek and
21 allow it to go through unencumbered.

22 Next slide, please. And lastly,
23 here's a photomontage that shows how wonderful
24 the landscape articulates the elements, brings

1 them together in a synergistic whole but also
2 creates the wonderful integration into the local
3 community. Thank you.

4 MR. ETESS: Thanks a lot, Hugh.

5 Before I finish up, I hope that you can see from
6 that presentation from Hugh how every single
7 meeting with every single presentation we get
8 more and more excited about what Mohegan Sun
9 Massachusetts will be. And that rooftop and the
10 garden and overlooking of the beach and the city
11 that rooftop is going to be something special
12 that you just don't see anywhere else in the
13 entire world. And we're looking forward to it.

14 We believe Mohegan Sun Massachusetts
15 or any casino in the region can only be
16 successful if it has broad appeal and markets to
17 a cross-section of the marketplace. That's the
18 only way to maximize revenues for the
19 Commonwealth and to achieve our mutual goals.

20 Now we know the high-end business.
21 We have it. High-end gamers from all over the
22 world and the country in fact come to play at
23 Mohegan Sun. You saw firsthand when you visited
24 Connecticut the type of facilities that we have

1 there and the type of high-end facilities that
2 we have committed to for you build here. You
3 don't become the highest grossing casino in the
4 Western Hemisphere any other way. So, when it
5 comes to that type of play, we know it, we have
6 it and we do it.

7 And I'm really excited about the
8 prospects of the Greater Boston area as a
9 marketing tool for that type of business. The
10 idea of having the array of area attractions,
11 arts, sports, history and then you combine it
12 with our gaming hospitality experience, honestly
13 it's just a casino marketer's dream come true.
14 I think it's going to be a magnet frankly to
15 attract these type of players to Mohegan Sun
16 Massachusetts.

17 But a great high-end gaming program
18 alone will not guarantee success. Mohegan Sun
19 Massachusetts will be comfortable and a
20 destination for everyone. We'll be accessible
21 to everyone and not exclusionary. That's one
22 reason we've very excited about the fact that
23 we'll have two hotels, our Mohegan Sun casino
24 hotel built to the luxury standards that you saw

1 when you visited Connecticut.

2 And the boutique hotel developed on
3 our properties which will appeal to a slightly
4 different market and provide a choice of price
5 points. In addition, the hotel will also tie in
6 with a beach club that's going to be developed
7 close by at Revere Beach.

8 So, we'll create two hotel
9 experiences and with them a complementary array
10 of retail and food and beverage products. It
11 will feature fine-dining, regional cuisine,
12 family dining, and will offer a variety of price
13 options and appeal to a cross-section of
14 individuals.

15 This is critical. In this type of
16 facility with this type of repeat business
17 focusing only on the high price point is a
18 recipe for disaster. And you need only look at
19 the failure of (INAUDIBLE) in Atlantic City to
20 see what happens if you don't understand the
21 market and you do not take into consideration
22 the realities of where you are. And I know no
23 one wants to see anything like that happen here.

24 It's for that reason that I think

1 it's going to realize that our 17 years of
2 experience in New England not only means that
3 New Englanders know what to expect when they
4 visit Mohegan Sun, but it also means that we
5 have years of experience of knowing what New
6 England wants.

7 So, we'll put our knowledge to work
8 and with our partners in New England Development
9 who is one of the leading retail developers in
10 the country but hails right here from Boston, we
11 are going to create non-gaming amenities and
12 attractions that will add to our complete
13 overall destination.

14 Our attraction will include top
15 local names in nightlife like Patrick Lyons.
16 Great local bars like Casey McGreevy's. Top
17 local chefs like Ming Tsai and other national
18 and local restaurants. On the retail side,
19 you'll find iconic Boston retailers along with
20 well-known brands such as Michael Kors, Tiffany
21 and Tumi.

22 Mohegan Sun Massachusetts will be a
23 one-of-a-kind shopping experience unlike
24 anything currently existing in the Greater

1 Boston area. You can be sure Mohegan Sun
2 Massachusetts will complement the region, create
3 new visitors, but most importantly it will
4 increase the length of stays in the area because
5 we are creating a new Boston attraction.

6 One that will appeal to the
7 international and national traveler as a must-
8 see location because it is Boston. One that
9 will appeal to New Englanders because we know
10 what they want and we developed Mohegan Sun
11 Massachusetts with them in mind. It will appeal
12 to that group within a 60-mile radius of Revere
13 not only because one out of every six of them
14 are already our customers, but we are creating a
15 gathering place in a special location designed
16 just for them because it will celebrate their
17 part of the country.

18 There's no question that our
19 position, our unique position really as a best
20 in class national and international player yet a
21 regional company makes us particularly well-
22 suited to maximize the potential right here in
23 Region A.

24 Judge McHugh, Commissioners Cameron,

1 Stebbins and Zuniga, on behalf of my boss and
2 our co-presenters we are going to thank you so
3 much for your time and attention this afternoon.

4 In the next several months, the
5 Commonwealth has a very important and difficult
6 task ahead of it, to select the operator for the
7 Region A casino, the flagship of the
8 Massachusetts gaming legislation. Our goal
9 today has been to continue to prove to you that
10 we are your best and in fact only choice for
11 this honor.

12 In closing, may I just remind you
13 why. We offer you the unique combination of
14 being an international and respected gaming
15 operator. The operator of the gaming facility
16 that does more gaming revenue than any other
17 casino in the Western Hemisphere with a track
18 record of success in multiple jurisdictions and
19 a group who's been part of New England landscape
20 for nearly 400 years evolving. The Mohegan way
21 of cooperation, transparent in its truthfulness
22 into the Mohegan Sun way. A corporate
23 philosophy of the same values of openness,
24 honesty and trust.

1 Our location is far superior not
2 just in terms of access and environmental safety
3 and preparedness but that it fits in the city of
4 Revere with its rich tradition of gaming and
5 hospitality. A city that is poised for the type
6 of economic development that comes from gaming
7 and tourism, exactly what this law envision when
8 it was enacted.

9 And awarding Mohegan Sun
10 Massachusetts will preserve thoroughbred racing
11 in the Commonwealth and the 800 plus jobs at
12 Suffolk Downs and thousands more in ancillary
13 businesses.

14 Commissioners, you know exactly what
15 it will be like to work with us by the things
16 that we've done during this process not by the
17 things that we will say we will do. By our host
18 community agreement with the city of Revere,
19 which is the most likely the most comprehensive
20 mitigation agreement of its kind ever, by our 11
21 surrounding community agreements each one
22 completed without arbitration. By our
23 agreements with the numerous organizations that
24 you heard Gary told you about and by the respect

1 we've shown for this law and your task in this
2 process over the last four years.

3 Mohegan Sun Massachusetts has been
4 created especially for Revere. It's a one-of-a-
5 kind destination created with knowledge of the
6 market by a team of internationally celebrated
7 experts to integrate the area and complement our
8 surroundings.

9 And very important, for you and the
10 Commonwealth, Mohegan Sun Massachusetts comes
11 with customers, lots of customers from the
12 Commonwealth, New England, from the nation, from
13 the world.

14 And lastly, we bring a sense of team
15 work and commitment that is unprecedented and
16 unwavering. And our team extends beyond
17 Mohegan, Brigade, KPF, New England Development
18 and Finard. Our team includes the 360 local
19 businesses that are already signed up to
20 participate in our Momentum program, the dozens
21 of unions we already have agreements with, Mayor
22 Rizzo and the great citizens of Revere and all
23 of the surrounding communities and
24 organizations.

1 Yes, Mohegan brings a tremendous
2 amount to the table. Brigade makes us
3 incredibly financially prepared, but it is also
4 the thousands of other members of our team which
5 make this such a special opportunity for the
6 Commonwealth of Massachusetts.

7 Thank you again for your time and we
8 look forward to answering any questions that you
9 have. Thank you very much.

10 COMMISSIONER MCHUGH: Thank you
11 Chairman Brown, thank you members of the team
12 for that presentation. Are there any questions
13 from the Commissioners?

14 COMMISSIONER STEBBINS: I had one
15 clarification question if I could go back to
16 slide number 15 of your presentation? It deals
17 with the Momentum partnerships. And you have
18 the figure \$50 million and I know that also as
19 you've explained is the money that you plan to
20 spend locally on I'm assuming goods and
21 services. I'm just wondering if you could
22 clarify that slide for us and what it
23 represents.

24 MR. LUDERITZ: Sure, sure. This

1 slide, it represents graphically of course the
2 businesses and the communities that we've
3 reached out to and sat down with and really
4 forged some signed agreements with all of them.

5 The \$50 million represents a
6 calculation, quite frankly, based on a an
7 estimated reinvestment in our rewards program
8 that would be earned by our customers who would
9 then have that money to spend as part of their
10 rewards in the community, at our facility at any
11 of our partnerships that we should sign up.
12 Does that clarify that?

13 COMMISSIONER STEBBINS: It does.
14 Thank you very much.

15 MR. ETESS: The other thing that's
16 important to remember when talking about those
17 available dollars that there are balances and
18 points in our marketing program are good across
19 our properties. So, that the day we open there
20 will be money available in people's accounts for
21 Massachusetts from out of state to spend in the
22 same way.

23 COMMISSIONER STEBBINS: Thank you.

24 COMMISSIONER MCHUGH: Any other

1 questions? I should note that before we
2 gathered here tonight, we asked you to answer
3 questions in writing. You did answer those
4 questions. The questions and the answers with
5 appropriate elisions will be posted on the
6 website and be part of the record so that
7 everybody will be able to see what you said,
8 what you told us. And we need not take the time
9 tonight to go through each of those.

10 So, thank you again for that
11 presentation. We're now going to take about a
12 10-minute recess and reset the stage a little
13 bit. And then we'll come back and begin with
14 the discussions from the floor. We'll be in
15 recess for 10 minutes.

16

17 (A recess was taken)

18

19 COMMISSIONER MCHUGH: I would like
20 to get us back in order, please. Would you take
21 your seats, please ladies and gentlemen so we
22 can begin to listen to people who came to talk.

23 As I said, we are ready to go. And
24 we have a list of people who signed before the

1 meeting and we're going to take those in order.
2 I'm going to begin with public officials. I
3 would be grateful for your attention. I would
4 call first of all on Representative RoseLee
5 Vincent. Is Representative Vincent here?
6 Representative Vincent? All right. We'll move
7 to Anthony Zambuto who is the President of the
8 Revere City Council.

9 MR. ZAMBUTO: I thank you very much
10 for this opportunity to address the Commission
11 again. And I am going to try not to be
12 redundant. I was here before and I spoke to you
13 before. I'm sure I was so good in my
14 presentation that you remembered everything I
15 said.

16 I had a good friend many years ago
17 that used to say when you get up before a crowd
18 either be brilliant or be brief. So, I am going
19 to be brief.

20 I told you before and I'll just
21 mention it again this is obviously a
22 transformational project for the city of Revere.
23 And along with the economic development
24 opportunities aside from the casino what it will

1 do is immense.

2 In construction we have a word
3 that's called the keyway. It's where in
4 concrete you put a keyway from the footing to
5 the foundation. And this project is truly a
6 keyway to America's first public beach, two and
7 a half miles of crescent beautiful beach. We
8 also have a half billion dollar project called
9 the Transit Orient Development called Waterfront
10 Square that's going on right now. And this is a
11 tremendous complement.

12 But I'm not going to spend too much
13 time because you've heard from everybody of what
14 this will do. This is truly a regional project
15 and it really is a rising tide that's going to
16 lift all boats. That's why so many of our
17 partners in the region are cheerleaders for this
18 project. You know, Jay Ash from Chelsea. All
19 of the surrounding communities are cheerleaders
20 for our project. That's not by accident.

21 What I do want to talk about and
22 what I found is one thing that people talk to me
23 most, because I'm obviously a salesman for this
24 casino, this Mohegan Sun Resort Casino at

1 Revere/Suffolk Downs, but most people that are
2 against the project or think they're against the
3 project it's because of traffic.

4 They talk to me how are you ever
5 going to make 1A work? We all know that the Big
6 Dig shafted Revere and East Boston when it ended
7 at the tunnels. The first thing is the
8 mitigation at Boardman Street, whether it's one
9 of the two flyovers or the other option that DOT
10 has talked about that's going to solve that
11 issue.

12 The two ramps on Route 16, when
13 you're going west on 16, you're going to be able
14 to go right to Route 1 North. That takes the
15 traffic right away from Belle Circle, another
16 one of our biggest problems.

17 When you're coming south on Route 1
18 right now, the signs all send you through Route
19 60 and right through Belle Circle to get to
20 Logan Airport. That's the only way. It funnels
21 all of that traffic through a two-lane road and
22 through the rotary traffic and it's a nightmare.

23 There's going to be a ramp off of
24 Route 1 to 16 East to 1A. That's going to

1 eliminate all of that traffic coming south on
2 Route 1 and coming into Belle Circle. So, what
3 we've done, what the traffic solutions in this
4 project do is take the traffic away from the
5 problem areas.

6 I know I just talked about all of
7 the intersections, every intersection, Donnelly
8 Square I think is going to get \$4 million.
9 There is really tremendous improvements. And
10 this project truly has traffic solutions. And
11 I've seen the other project. And I said I
12 wouldn't get up here and I wouldn't bash the
13 other project, but I don't see any solutions to
14 that situation over there.

15 We have the best project and we have
16 a way to solve existing traffic issues and make
17 the whole region a better place. I thank you
18 very much for your time.

19 COMMISSIONER MCHUGH: Thank you.
20 All right. I'll call Representative RoseLee
21 Vincent, is she back yet? There she is. Good
22 evening.

23 MS. VINCENT: Good evening. Thank
24 you for having me here. My name is RoseLee

1 Vincent. I'm a lifelong Revere resident and the
2 state representative from the 16th Suffolk
3 District.

4 The testimony I give today I give
5 not only as a Legislator but as a mother and a
6 grandmother. I want to talk to about a specific
7 provision of the Expanded Gaming Act that asks
8 gaming license applicants to establish on-site
9 daycare facilities for their employees.

10 The daycare provision is very
11 important to the aspect of the casino
12 legislation. According to an article in
13 BusinessWeek, on-site childcare improves
14 employee morale, reduces turnover and
15 absenteeism. It increases productivity. In an
16 age where oftentimes both parents are working or
17 single parents struggle to find adequate care
18 for their children while at work, it makes sense
19 for an employer to offer on-site day care.

20 As a working mother myself, I know
21 firsthand the difficulty of finding quality
22 daycare. And I know the peace of mind that
23 having quality daycare and keeping your children
24 in a safe environment when I was at work is

1 paramount.

2 As a state representative I know
3 that this provision was very important to my
4 predecessor, Representative Kathi-Anne Reinstein
5 and to other women legislators when they were
6 crafting the gaming bill. They wanted to ensure
7 that the employees of these gaming facilities
8 had access to quality daycare so their children
9 would be in secure hands during their shifts.

10 As Representative Reinstein's Chief
11 of Staff at the time, I worked on this
12 provision. Knowing how much this provision
13 meant to the women legislators, I am extremely
14 proud that Mohegan Sun has embraced this
15 important concept and intends to implement it in
16 its entirety should they be fortunate enough to
17 be awarded this license in the great city of
18 Revere.

19 In closing, I hope that when it
20 comes time to deliberate and compare applicants,
21 you take the daycare provision and Mohegan Sun's
22 commitment to seeing it through into serious
23 consideration. It's an extremely important
24 aspect of this gaming legislation especially for

1 our working parents and their families. So,
2 please take this into consideration when you
3 deliberate. Thank you very much.

4 COMMISSIONER MCHUGH: Councilor
5 Arthur Guinasso.

6 MR. GUINASSO: Good afternoon ladies
7 and gentlemen, members of the Commission, Mr.
8 Chairman. Before I read my prepared text, I
9 would like to just offer up the comment that I
10 come before you this evening with the capacity
11 of serving the city of Revere, I'm in my 27th
12 year as a city councilor. So, when I make
13 comments about the city of Revere, I have some
14 sort of knowledge about it.

15 I've seen it in the very, very lows.
16 And I have seen it in the highs and I've seen it
17 the medium. So, I've had the luxury serving the
18 wonderful people that I represent. And I come
19 to you with a sense of urgency to tell you how
20 important it is to our community to make a
21 better life for our citizens.

22 We now know that we have a very
23 diversified city. We are proud of that fact.
24 You've heard Superintendent Dakin make an

1 elegant speech about the award that was given to
2 Revere. You've heard our great Mayor, a good
3 man, Dan Rizzo give you some information. All
4 I'm going to do is add a little bit to that.
5 There isn't much new I can present to you that
6 you already haven't heard. But this is just my
7 brief statement and I'd like to read that to
8 you.

9 It goes as follows: I urge the
10 Massachusetts Gaming Commission to grant a
11 Region A gaming license to Mohegan Sun
12 Massachusetts in the city of Revere, to
13 construct and operate a first-class resort
14 casino within Revere, Massachusetts.

15 The voters in the city of Revere
16 have overwhelmingly approved the host community
17 agreement between the city of Revere and Mohegan
18 Sun Massachusetts because of the tremendous
19 benefits the residents and local visitors will
20 receive. The positive impacts that the city of
21 Revere will directly benefit from include
22 employment tax relief, additional revenue, local
23 spending and much-needed road improvements.

24 It's projected that the thousands of

1 both permanent and construction jobs will be
2 generated through the construction of resort
3 style casino with preference to Revere
4 residents. Tax relief and stabilized water and
5 sewer rates will become a reality because of
6 guaranteed community impact payments.

7 The youngsters of Revere will
8 directly benefit from the renovations of Harry
9 Della Russo Stadium and a new youth center.
10 Public safety and schools will also receive
11 millions of dollars in the first year alone from
12 casino operations. Significant road
13 improvements to alleviate traffic congestion
14 that would not otherwise ever be completed will
15 come to fruition.

16 It is without a doubt in my mind
17 that a resort style casino in Revere will be
18 advantageous not only to Revere but the regional
19 economy overall.

20 For these reasons, I unreservedly
21 implore the Massachusetts Gaming Commission to
22 award a Region A license to Mohegan Sun located
23 in the city of Revere. Thank you.

24 COMMISSIONER MCHUGH: Councilor Ira

1 Novoselsky.

2 MR. NOVOSELKY: Good evening,
3 members of the Commission. Welcome to Revere.
4 I am the immediate past City Council President.
5 I am also the Ward 2 councilor in the city of
6 Revere which directly abuts the north end of the
7 boutique hotel.

8 I've lived in the city of Revere all
9 my life, all my 67 years. I live in the same
10 house I was born in. I've gone through Suffolk
11 Downs. I've gone through Wonderland Dog Track.
12 And I look forward to this facility coming to
13 the Revere side of Suffolk Downs.

14 I've been involved with this project
15 since my second time coming onto the Council in
16 2002. I have 15 years on the Council. And I
17 tried to figure out the other night between all
18 of our councilors that are on the Council right
19 now, we have approximately 125 years of service
20 to the city of Revere. We put our time into it.
21 Do we get paid, yes, we do get paid. But we do
22 it because we love it. Here I am 67 years old
23 living here constantly.

24 I've supported the gaming facility

1 at Suffolk since 2002. I'm proud that Suffolk
2 Downs is partners with Mohegan Sun and will
3 become a world-class destination resort that
4 will attract visitors from all around the world
5 and generate new economic opportunity, jobs,
6 small business development for Revere and the
7 region. Mohegan Sun will do everything right to
8 continue into the 21st century to include
9 hotels, shops, the gaming, the dining and the
10 entertainment.

11 They will be environmentally
12 friendly in all aspects of their operation. The
13 transportation aspects are perfect with Logan
14 close by, the MBTA Blue Line at its doorstep.
15 This is an unprecedented opportunity for our
16 city.

17 The major impacts will be the
18 creation of thousands of quality jobs in
19 construction and permanent jobs, tens of
20 millions of dollars in revenue, funds for
21 community projects, schools, public safety, road
22 infrastructure improvements, support for local
23 business and guaranteed impact improvements and
24 payments.

1 Many of these new payments will
2 allow the city of Revere to assist our residents
3 and taxpayers an opportunity for reduced
4 property tax relief and water and sewage
5 stabilization. It will allow the city to take
6 care of many needed projects to help our
7 residents to have a better quality of life.

8 It will also allow Suffolk Downs to
9 promote and maintain thoroughbred racing as it
10 has for the past 78 years, and maintain the
11 current 800 jobs existing at Suffolk Downs.

12 We don't only want to gain jobs, we
13 also want to maintain jobs. Suffolk Downs has
14 been a good neighbor for many years. And we
15 expect Mohegan Sun to be a good neighbor for
16 many years to come with your assistance.

17 I consider Mohegan Sun, their
18 proposal far superior of any proposal you have
19 before you. Together with Suffolk Downs as our
20 hometown team, we hope to be excited to deliver
21 the Mass. Gaming industry's signature project,
22 Mohegan Sun Massachusetts.

23 Please take all of this information
24 into consideration to allow Mohegan Sun MA to be

1 the choice for the casino gaming license in
2 Region A. Thank you.

3 Commissioner, if I can ask you
4 latitude. We have a councilor that came in late
5 would like to speak, Councilor Richard Penta.
6 He's not on the list, but he would like to
7 address you if you would permit.

8 COMMISSIONER MCHUGH: I would be
9 happy to add him to the list. I had Councilor
10 Powers next.

11 MR. NOVOSELSKY: Okay. Whatever
12 you choose, Sir.

13 COMMISSIONER MCHUGH: And it's
14 Councilor?

15 MR. NOVOSELSKY: Richard Penta from
16 Ward 1.

17 COMMISSIONER MCHUGH: All right.
18 We'll put him on the list. Councilor John
19 Powers. Good evening.

20 MR. POWERS: Good evening, members
21 of the Commission. I spoke to you a couple of
22 months ago at the Convention Center in Boston.
23 And I addressed the benefits to the city of
24 Revere. Tonight, I would like to address

1 another part of this. That part is the logic.

2 When the Legislature approved gaming
3 in Massachusetts, they talked about several
4 benefits. And I did go into the legislative
5 hearings and speak in favor of casino gambling.
6 They talked about tourists, increasing the
7 tourism in Massachusetts. They talked about
8 jobs. They talked about revenue benefits to the
9 Commonwealth. And that's very true. That's
10 very true.

11 Some of the previous speakers here
12 today spoke about maintaining Suffolk Downs, the
13 800 jobs associated with Suffolk Downs, the
14 other industries out there that are associated
15 with Suffolk Downs. And that means an awful lot
16 to this Commonwealth.

17 Let's get back to logic Revere,
18 Everett. I think when most people come to a
19 vacation destination, they want easy access.
20 They don't want to sit in traffic for an hour
21 and a half waiting to get to a casino in
22 Everett. They want to get off their airplane.
23 They want to come by limousine maybe or the Blue
24 Line to the proposed casino in Revere.

1 What does this mean to the city of
2 Revere in addition to the revenue? It means
3 jobs. It means 3000 construction jobs right
4 away the minute Mohegan Sun is awarded a
5 license. And every day I hear of my brothers
6 and sisters -- And I have four members of my own
7 family that are union, 103, 2222, 218 and Local
8 7 and they're out of work from time to time.
9 This casino in Revere would mean that they would
10 be working probably for the next three years
11 full-time every day. And their brothers and
12 sisters would also. That's why -- one of the
13 caveats that I speak of tonight.

14 I think the other thing is, again,
15 access, people being able to get to and from
16 their vacation destination. Well, the casino
17 that's proposed in Revere is four stops from the
18 airport. It's six stops from the historic
19 Boston waterfront, the restaurants in the North
20 End, the restaurants in South End, all of the
21 other amenities that are in the city of Boston.

22 We have our three-mile crescent
23 beach in Revere, which is just gorgeous. I was
24 down there today. And I wouldn't rather be

1 anyplace else. In fact, I was a little
2 reluctant to come here tonight, but I think this
3 is so important. So, all of these components.
4 We have three sites, three sites that I know
5 that if a casino is awarded to the city of
6 Revere, hotels will be built on those sites
7 within two or three years.

8 One is the Leido down on North Shore
9 Road, two stops from the proposed casino. The
10 other is Shaw's, right across the street from
11 where the proposed casino would go, ideal for a
12 hotel. And I know we've had developers looking
13 to put a hotel there. The other one is a
14 trailer park, which I think all of us would like
15 to see go. And that's within walking distance
16 of the casino. So, I ask you to take into
17 consideration one thing this evening when you
18 leave here.

19 COMMISSIONER MCHUGH: Councilor,
20 could you sum up?

21 MR. POWERS: Just briefly, we are
22 all familiar with Walt Disney World. It's a
23 very successful business. Walt Disney was a
24 very bright man. One thing he did was make his

1 theme parks and his hotels accessible by putting
2 that monorail in there. We have a monorail in
3 the city of Revere. It's called the Blue Line.
4 And it's far more accessible than automobile
5 traffic going back and forth to the city of
6 Everett.

7 COMMISSIONER MCHUGH: Thank you very
8 much.

9 MR. POWERS: So, I urge you and I
10 thank you for your time to support the casino in
11 Revere. Thank you.

12 COMMISSIONER MCHUGH: Thank you,
13 Councilor Powers. All right, Councilor Richard
14 Penta, please.

15 MR. PENTA: Thank you, Commission.
16 And I appreciate you let me speak even though I
17 didn't sign in. I thought that elected
18 officials didn't have to. That was my fault.
19 Just a little bit history of what Councilor
20 Novoselsky said.

21 I first got on the Council in 1993.
22 I was born in Revere, still live in Revere. I
23 have five children all live in Revere, own five
24 different houses in Revere. I have five

1 brother-in-laws that all own houses in Revere.
2 My sister-in-law, my wife has a bigger family
3 than I got. But my brother lives right down the
4 street for me.

5 The reason I'm saying that if I
6 thought that anything negative outweighed the
7 positives in this, I would not be for this. But
8 the positives -- And I think the reason we're
9 here, and Commissioner you said it before we
10 even started that what is the difference. You
11 people have a choice to make. You want to hear
12 what the difference is Revere opposed Everett.

13 One, and the Legislature -- number
14 one bill -- And I've heard this Commission
15 because I do go on live stream and listen to the
16 things you also say and the things you're
17 looking for. The main thing is jobs. Jobs is a
18 big issue. The other one is going to create
19 jobs just as well as we are, but we're not going
20 to lose jobs. We had the experience of families
21 in Revere at Wonderland losing jobs. It's
22 devastating.

23 I sit with gentlemen at the
24 racetrack every day that don't know if they have

1 a job next month. Those are the people that I
2 look out for. There is a difference. Everett
3 is not going to save thousands of jobs. I think
4 Mohegan Sun put a draft up there, across the
5 whole state the jobs that are affected if this
6 industry goes under.

7 And with jobs goes substance abuse,
8 crime. Ronald Reagan once said the biggest
9 deterrent to crime is jobs, putting people to
10 work. What site is going to hold more jobs,
11 establish more jobs there's no question.
12 There's your number one answer. There's the
13 clear choice for Mohegan Sun in Revere.

14 The second, and this is out of the
15 Commissioner's words, we care about the
16 surrounding communities and the host community,
17 what their perception is. You, Commissioner
18 McHugh, asked for a second vote in Revere. Why
19 is it you did that?

20 The people in Revere got inundated
21 with outside forces from every which way you
22 could turn. Those are nothing but scare tactics
23 and everything else so someone else could get it
24 and we wouldn't.

1 But you know something, they came
2 out overwhelmingly, two-thirds vote. My
3 precinct, Ward 1, the only one in the whole
4 state or anywhere gambling was brought that the
5 sitting ward, the community voted highest ever.
6 Most of them usually where they put it is not.
7 In my ward they voted overwhelmingly for it, the
8 highest in Revere where it sits.

9 I can walk down the track from my
10 house. That's how close I am. I can throw
11 probably two rocks and be in the track.

12 The other thing is, I'm going to
13 give another clear choice transportation. You
14 all say it. It's going to be a massive plan of
15 transportation. Everybody can't bring their
16 cars. I worked at Logan Airport for 20 years in
17 the transportation business. Logan Airport
18 probably has the best plans to move people.
19 They moved 30 million people in and out of Logan
20 Airport this year. They broke records. And
21 only 11 percent take their car there.

22 They have the Silver Line that's
23 free from South Boston. You can hop on the Blue
24 Line and be at Mohegan Sun and there's no cost

1 on the Silver Line. They have a cab you can hop
2 in. You're there in four to five minutes. If
3 you wanted to take the train from the airport,
4 it's three stops and you're there within three
5 and half minutes.

6 You could take Mohegan Sun's, leave
7 there, leave the front door hop on the train and
8 go to Revere Beach, the first national beach in
9 the country. It has overwhelmingly choices that
10 are so clear from Everett. You talk about
11 traffic, you want to go sit in a traffic jam go
12 to Everett. Because every car that has to go
13 past Suffolk Downs has to get to Everett and
14 they have to by Suffolk Downs.

15 COMMISSIONER MCHUGH: Thank you very
16 much.

17 MR. PENTA: I appreciate that. One
18 other thing I would like --

19 COMMISSIONER MCHUGH: Thank you very
20 much.

21 MR. PENTA: Just keep this in mine.
22 One point and I'm done, 10 seconds. Mohegan Sun
23 is shovel ready. We don't know if Everett is
24 going to take 10 to 15 years to build. And it's

1 jobs now not jobs later.

2 COMMISSIONER MCHUGH: Thank you,
3 Councilor. John Festa.

4 MR. FESTA: Thank you, Commissioner
5 McHugh and members of the Gaming Commission. My
6 name is John Festa. And I'm Director of
7 Economic Development in the city of Revere. And
8 I'm here today to testify on how important this
9 project at Suffolk Downs with Mohegan Sun is to
10 the city of Revere from an economic development
11 perspective.

12 Mr. Chairman and members of the
13 Commission, I was born and raised in the city of
14 Revere. My entire family lives in Revere. And
15 I believe in this city. That's why I accepted
16 the position of Director of Economic
17 Development, if I wanted to make a change in
18 this city under Mayor Rizzo's administration.

19 I witnessed the transition the city
20 of Revere has taken from both a positive and
21 negative economic standpoint. And I can say
22 unequivocally that this Mohegan Sun style gaming
23 facility will be transformational for the city
24 of Revere. I speak to potential developers and

1 investors every day to get positive developments
2 within our city. And Mayor Rizzo has set a very
3 aggressive agenda to try to change the city of
4 Revere.

5 There's been an overwhelming amount
6 of interest in possibilities from developers if
7 we get chosen for this license. And I can say
8 without question not only for this site but for
9 the entire Revere Beach area, the first public
10 beach in the United States, and for the new
11 revitalization of Revere Beach and for the
12 entire city as a whole, for many of the parcels
13 of land and buildings remain vacant around the
14 Suffolk Downs area, but now these properties
15 become developable.

16 The possibility of a resort casino
17 by Mohegan Sun will be a catalyst for collateral
18 investment opportunities. And some examples are
19 the Shaw's site, the trailer park site, the
20 Wonderland Ballroom site and the Waterfront
21 Square site all have interest from developers
22 for hotel development.

23 Some of these sites are tough sites
24 and now are becoming more marketable. For the

1 number of calls that I receive range from 10 to
2 20 calls per week from developers interested in
3 hotel development, commercial development and
4 residential development, because of the
5 possibility of the resort style gaming facility.
6 Revere will become again as it was in the 20s a
7 resort destination that will benefit the city
8 with much-needed economic development, all
9 across the city but more importantly it would
10 help the hard-working people in the city of
11 Revere.

12 Mr. Chairman, members of the
13 Commission, this project is a regional
14 development and will help the people in all of
15 the surrounding communities. For as you look at
16 the Mohegan Sun project, it clearly is the best
17 site for Region A from a traffic, infrastructure
18 and host community perspective.

19 But as I stated, this is not about
20 Revere, our economic development team had a very
21 successful economic development summit. And we
22 invited developers from all across Region A and
23 the state, dealing with many organizations like
24 the North Shore Alliance, Metropolitan Area

1 Planning Council and now currently with John
2 Barros, Director of Economic Development in
3 Boston.

4 For we know that this project will
5 affect the entire region, for our support from
6 our surrounding communities has been
7 overwhelming, 11 as of today. So, I stand
8 before you and I respectfully ask your honorable
9 board to look at the Mohegan Sun Suffolk Downs
10 site and compare all of the criteria because
11 there is a clear choice from jobs, development,
12 accessibility and more importantly, the hard-
13 working people at Suffolk Downs, the hard-
14 working people at Suffolk Downs and the people
15 of the city of Revere to choose the best site in
16 Region A, the Mohegan Sun Revere project. Thank
17 you for listening to me.

18 COMMISSIONER MCHUGH: Frank Stringi.

19 MR. STRINGI: Good evening. My name
20 is Frank Stringi and I am the city planner for
21 the city of Revere. I've worked in that
22 capacity for 35 years.

23 So, I have many years of experience
24 working on transportation solutions in the city

1 of Revere and within the region that have
2 involved MassDOT, Central Transportation
3 Planning staff and the MBTA.

4 So, I want to address the Commission
5 on what I define transportation as. And
6 transportation is mobility. It's the ability to
7 move people in and out of the Mohegan Sun
8 casino site in Revere and throughout the region.
9 Quite frankly, and it's been said earlier this
10 evening, this site's geographic location and
11 characteristics allows for many modes of
12 mobility to and from the site for both patrons
13 and employees, including walking, bicycling,
14 rapid transit, buses and shuttles.

15 For example, the proposed casino
16 site in Revere is conducive to walking and
17 bicycling as a result of its unique connection
18 to pedestrian routes along Revere Beach Parkway
19 and Winthrop Ave. and Revere Beach Boulevard,
20 which connect to major bus routes and public
21 transit throughout the region.

22 Bicycle connections to the site will
23 also be realized as a result of making
24 Bennington Street, Winthrop Ave. and Revere

1 Beach Boulevard accessible to bicycles. Linking
2 these roadways to both the casino and Revere
3 Beach and providing connections to the Bike to
4 the Sea Rail Trail, which is currently under
5 construction and links the cities of Malden,
6 Saugus and Lynn.

7 Let's talk about rapid transit and
8 it's been talked about earlier. The Beachmont
9 train station on the Blue Line is just steps
10 away from Mohegan Sun east entrance. The
11 Beachmont T station is just four stops from
12 Logan International Airport and gets you to
13 Boston within minutes. Every six minutes a
14 train pulls in and out of Beachmont train
15 station, every six minutes. With the frequency
16 of stops every six minutes that translate into
17 tens of thousands of people that have the
18 ability on a daily basis to access this site by
19 public transportation. There is no other site
20 in the Commonwealth that has that ability.

21 While on the subject of public
22 transportation, talk about MBTA's extensive
23 network of bus routes that provide direct access
24 to the site. There will be two bus stops right

1 outside the east entrance of the casino on
2 Winthrop Avenue as well as two stops right
3 outside the main entrance on Revere Beach
4 Parkway.

5 These bus routes by public
6 transportation routes that connect the site with
7 the cities of Chelsea, Winthrop, Boston, Malden
8 and Lynn.

9 Now our transportation game plan
10 from day one was to ensure that this resort
11 casino has no adverse impact on local traffic.
12 This is being accomplished by not only providing
13 reliance on different modes of mobility but by
14 also providing substantial improvements to the
15 regional highway connections to the site. These
16 improvements have been highlighted within the
17 city's host community agreement and involve
18 improving the Route 1A corridor, and providing
19 key connections to Route 1 north and south and
20 Route 16, as well as upgrading 10 critical
21 intersections along Route 16, Route 60 and
22 Revere Beach Parkway.

23 Secondly, I want to talk a little
24 bit about the sewer and water infrastructure

1 system that will service the casino. The city
2 of Revere has invested over \$40 million over the
3 past five years on its sanitary sewer system,
4 and over \$3 million over the past two years in
5 the water distribution system. These
6 improvements have positioned the city very well
7 to support a development of this scale.

8 In addition, Mohegan Sun and the
9 city of Revere have an agreement that will
10 result in the rehabilitation of over 2000 linear
11 feet of 20-inch sewer main, and construction of
12 a new high-level relief sewer that will run
13 parallel to and will be hydraulically connected
14 to the city's existing 20-inch sewer.

15 This new relief sewer will connect
16 to the city's main interceptor in Revere Beach
17 Parkway, which conveys flow to the MWRA's
18 regional system and ultimately to the Deer
19 Island treatment plant for treatment for
20 discharge.

21 Also, the water system servicing the
22 site will be upgraded with 2800 linear feet of
23 new 16-inch water main, which feeds directly off
24 an MWRA meter. Needless to say, the city of

1 Revere's water system has the necessary pressure
2 to support both the domestic, fire-flow demands
3 of the proposed Mohegan Sun Resort.

4 COMMISSIONER MCHUGH: Thank you very
5 much, Mr. Stringi. Chief Gene Doherty. Is
6 Chief Doherty here? Here he comes.

7 MR. DOHERTY: Good evening,
8 Commissioners. I will try to be brief, I've
9 spoke to you before at the Convention Center. I
10 wanted to talk about some things that I thought
11 obviously were extremely positive to this
12 combination of the city of Revere as the host
13 and Mohegan along with Suffolk as the license
14 holder and the land holder. It is nothing but a
15 win-win situation in my opinion for the city of
16 Revere.

17 I'm a lifelong resident of the city.
18 I'm 38 years as a fire fighter, and the last 14
19 as chief of the department. The city of Revere
20 has been on an upscale movement for the last 14
21 years. It started with Mayor Ambrosino and
22 continues in a rapid scale with Mayor Rizzo. It
23 also coincides with me being chief.

24 But the city has invested in its

1 infrastructure of water and sewer. Public
2 safety, we built two fire stations, a new police
3 headquarters. So, the commitment to the city
4 before this had come on was there so that we are
5 going to continue with the mitigation agreement
6 that the fire department, at least on our end,
7 the commitment that the city has made to us,
8 we'll be able to hire additional personnel, have
9 additional equipment so that any impact that the
10 casino might have for services from the fire
11 department will be able to have plenty of
12 personnel and plenty of equipment to serve the
13 rest of the city in spite of the casino. Again,
14 another win-win situation.

15 The massive traffic plan, I won't go
16 into it. You have it before you, but it is
17 nothing but good for the city. Everything that
18 they have put forth is going to enhance the
19 traffic flow for the city, even right down to
20 the Opticom emitters that will be in all of the
21 public safety vehicles and all of the
22 intersections that will afford us the ability to
23 go on a rapid response through any roadway that
24 may be blocked and continue our access to an

1 emergency.

2 We had, myself and the police chief
3 talked at length with the public safety
4 officials from Mohegan in Connecticut and
5 Pennsylvania. We got their data. We looked at
6 it. We actually -- The best part was speaking
7 to the public safety officials, particularly
8 down in Mohegan in Connecticut was that when we
9 asked them what they did when they needed to
10 upgrade or they needed specifically to enhance
11 more public safety within the facility? They
12 said without a doubt there was never a point
13 where they were turned down if they asked for
14 additional employees or they needed services
15 that would enhance the public safety.

16 The tribal council never turned them
17 down. And to me, that shows Mohegan's
18 commitment to public safety and to what is
19 needed and not looking at the bottom line or
20 what it's going to cost. But there is more
21 adjusted to what the public needs.

22 As you're aware, we had a fire down
23 at Suffolk at the end of April. And it could
24 have been a devastating event. We were able to

1 contain the fire to the dining area and the rec.
2 hall. We saved all of those historic barns.
3 And I say it -- it is in jest but it was a
4 critical thing at that time.

5 The firefighters, we knew that we
6 had to stop that fire at that kitchen because it
7 wasn't that there was life hazard, and sometimes
8 you have weigh that. What is the life hazard
9 involved in fighting an aggressive fire? But it
10 was the lifestyle.

11 And we had to stop the fire so we
12 could make sure that the people that worked
13 there were able to continue from the horse
14 owners to the grooms to the jockeys to the
15 agents. So, I hope you really consider Mohegan
16 and the city of Revere for this license. Thank
17 you.

18 COMMISSIONER MCHUGH: Thank you very
19 much, Chief.

20 THE HON. DANIEL RIZZO: Commissioner
21 just while you'll be calling up your next person
22 to testify, this is the first real opportunity
23 that I have had to publicly thank our Chief for
24 the great job that he and the department did to

1 fight that fire down at Suffolk Downs.

2 COMMISSIONER MCHUGH: Chief Joseph
3 Cafarelli, Chief Cafarelli? We'll move to the
4 town of Winthrop now. James McKenna.

5 MR. MCKENNA: Good afternoon,
6 Commissioner McHugh and other Commissioners. My
7 name is James McKenna, Town Manager for the town
8 of Winthrop. Thank you for this opportunity.

9 Back in March or April, I was
10 corrected now, of this year, the town of
11 Winthrop had the opportunity to address the
12 Commission regarding the proposed casino in
13 Revere. Town officials came before the
14 Commission in opposition to this project because
15 we had not reached an agreement with the
16 applicant on a surrounding community agreement.

17 Moreover, at that point in our
18 discussion we were far apart in fact. But I am
19 pleased to report today that Winthrop and
20 Mohegan Sun have reached an agreement. But let
21 me be clear, many residents in Winthrop remain
22 very concerned about this project. For over
23 several years, residents have voiced concerns
24 about traffic, housing, local business impacts,

1 public safety concerns and general societal
2 concerns of gaming.

3 While we believe these concerns are
4 valid, in the end however we believe that it's
5 better to work with the applicant as a team to
6 address these concerns should a gaming license
7 be awarded. In short, we have reached a
8 surrounding community agreement that we believe
9 when combined with the proposed steps intended
10 by the applicant to mitigate traffic congestion
11 and other related regional concerns, our
12 agreement will go a long way to mitigate
13 Winthrop's specific concerns raised in our
14 discussions with Mohegan Sun.

15 Having reached this agreement, the
16 town of Winthrop today supports the Mohegan Sun
17 Revere project. And we ask that should the
18 Commission be inclined to award a license in the
19 region that this application be considered
20 favorably by the Commission.

21 We offer this support in large part
22 because we believe that when looked at under the
23 most favorable light, the Mohegan Revere project
24 does more to advance the region economically.

1 The project proposes more extensive
2 and direct traffic solutions for the region than
3 its opposite project and will be a strong source
4 for jobs and economic value for the Route 1A and
5 Routes 1 and 16 corridors. Admittedly, while we
6 all love thoroughbred racing and the history of
7 Suffolk Downs, it is clear from most development
8 standpoints that this land area and some
9 adjacent parcels are largely underperforming
10 economically.

11 However, other possible alternative
12 uses such as commercial and residential
13 development of these parcels would also bring
14 significant traffic and related community
15 concerns without significant investment in
16 traffic mitigation and job creation that Mohegan
17 Revere proposes. In other words, concerns that
18 Winthrop has about traffic and regional access
19 could in fact get worse under alternative
20 development scenarios with no mitigation coming
21 to Winthrop at all.

22 Secondly, we believe that Winthrop
23 would not see any of its own concerns adequately
24 addressed under the Everett project. We believe

1 that the proposal has far less regional benefits
2 as it is proposed for an area that is more
3 limited in potential reach economically.

4 Let me just say that the
5 relationship that the town of Winthrop shares
6 with the city of Revere is far more than just
7 about a casino. While we may be archrivals on
8 Thanksgiving day, Winthrop and Revere have a
9 deep respect for each other. Our communities
10 share not just a border but a history of
11 friendship and collaboration that it far
12 surpasses in importance the concerns of a
13 particular development.

14 Today Winthrop and Revere are
15 collaborators on numerous fronts including a
16 joint E911 operations command center, regional
17 Opioid and public health initiatives. And we're
18 always there to support each other when it comes
19 to public safety and mutual aid.

20 This is an example. We both fought
21 that fire in Suffolk Downs on that day. Two of
22 my firefighters are shown in this picture. My
23 time is short here, but I'd like to close and
24 say we know that this is the beginning of a

1 long-term relationship with the proposed project
2 and what it will bring to the region.

3 But we believe that Mohegan Revere
4 project proposes real and sustaining mitigation
5 and value to Winthrop and the north Suffolk
6 region. And I'm just so thankful for Mayor
7 Rizzo and the Council in Revere for the
8 friendship that we always strive to maintain.
9 Thank you.

10 COMMISSIONER MCHUGH: Thank you very
11 much. Chief Terence Delehante. Is Chief
12 Delehante here?

13 MR. DELEHANTE: Thank you, Mr.
14 Chairman. Before I begin, I just want to give
15 you a little historical view of the public
16 safety partnerships with the city of Revere and
17 the town of Winthrop.

18 My town manager says that we share a
19 border. That border has been erased by our
20 partnerships on a regional effort back in 2009.
21 We had some real economic concerns with layoffs
22 on both ends of the border. And we got together
23 through the mayor's office to boost and multiply
24 our forces by collaboration.

1 Some of those collaborations as
2 mentioned by the town manager is the regional
3 dispatch center scheduled to open this fall,
4 which will increase our force by numbers on both
5 communities. It'll erase that going the phone
6 to call the other department. Both will be
7 sitting in the same dispatch center and the
8 border will be seemingly erased by our efforts.

9 We also have two members embedded in
10 the regional Metro North Metro SWAT team. We
11 collaborate in details on an everyday basis, our
12 mutual aid agreement that has been mentioned
13 that shares equipment as well as personnel.
14 These collaborations have certainly pushed our
15 relationships closer and closer together since
16 2009, long before the casino was ever mentioned
17 or the legislation was ever mentioned.

18 The benefit that we see today is
19 because of our previous collaborations. There's
20 not going to be any issues in public safety
21 moving forward on the concerns of traffic, crime
22 and social economic issues. We have already
23 developed a deployment plan and strategies to
24 address those issues. And we'd like to thank

1 Mohegan Sun for their effort and contribution to
2 addressing those issues. Because those traffic,
3 crime and social economic issues that we were
4 worried about in 2009 certainly we were worried
5 about when the casino was coming to Suffolk
6 Downs.

7 Those have all been erased through
8 the mitigation package. They have addressed it.
9 And we feel strong enough to say what we need
10 from Revere, we will get. And what Revere
11 needs, Revere will get from Winthrop.

12 We've also been engaged by the head
13 of security for Suffolk Downs. We've already
14 started talks with Director Paul Evans, former
15 Boston Police Commissioner. And we look forward
16 to moving that partnership forward on a day-to-
17 day informational sharing basis long before the
18 casino ever opens so there is no issues. And if
19 there is an issue, we know who the players are.
20 So, we both can handle it in Winthrop as well as
21 in Revere as well as a Suffolk Downs, the casino
22 Mohegan Sun.

23 What concerns me the most now is not
24 the casino coming but the casino not coming to

1 Suffolk Downs. What goes in its place? A large
2 development bringing undesirable people that
3 there is no legislation or mandate to mitigate
4 the damages of the same issues of traffic, crime
5 and social economic factors.

6 We are much better off in Winthrop
7 having a willing partner sitting at the table
8 negotiating and mitigating the concerns that we
9 just mentioned. We speak with one voice. When
10 Mayor Rizzo started off the night, he said this
11 is the right project in the right place at the
12 right time.

13 I think Winthrop public safety
14 officials and the town government share those
15 sentiments and share those words and we speak
16 with one voice tonight. Thank you.

17 COMMISSIONER MCHUGH: Thank you.
18 Chief Paul Flanagan, also from Winthrop.

19 MR. FLANAGAN: Mr. Chairman, I come
20 before you tonight as the Fire Chief of the
21 smallest town of any impacted community. We are
22 the Revere neighbors and tonight I drove the
23 police chief here. No fire chief drives the
24 police chief anywhere.

1 So, tonight I have to tell you in
2 our discipline, the fire chief and police chief
3 get along very well. A project of this size
4 force, merges other departments. But as the
5 police chief so elegantly said we are very close
6 to the public safety officials in Revere. Under
7 Mayor Ambrosino, we started the talks which is
8 unheard of over regional dispatch. It has been
9 seamless. We're in that beautiful police
10 facility that they built on the Parkway and
11 we're very near opening that facility.

12 My biggest concerns my family has
13 been, as of this May, has put 150 years of
14 service in the Winthrop fire department. So,
15 public safety is a passion in the town of
16 Winthrop for my family. Working with Chief
17 Doherty and listening to him talk three or four
18 times a week at meetings is difficult but I talk
19 to him three or four times a week prior to the
20 casino ever coming.

21 So, if there is anything that this
22 Commission can leave with tonight is that
23 besides coastline, Revere football, Winthrop and
24 Revere share enhanced public safety due to this

1 new casino being at our doorstep. We look
2 forward to it. I am proud to be part of it and
3 I hope that Revere is going to be the host
4 community to this future facility. Thank you

5 COMMISSIONER MCHUGH: The next
6 person on my list is Morris Morris.

7 MR. MORRIS: Thank you Gaming
8 Commission. I'm going to be speaking to the
9 opponents of the casino not the people that are
10 for the casino the people that are against the
11 casino.

12 First of all, I would like to say to
13 them to the people that are against the casino
14 that if we do not get it, everyone in the cities
15 and towns taxes will go up because we need money
16 to take care of the cities and towns. So, don't
17 complain if you voted against it.

18 If we don't get more police, more
19 fire, more library, more new schools, don't
20 complain because you voted against it. We need
21 a new senior center in Revere. I happen to be a
22 senior myself. There are a lot of seniors here.
23 And someday, you're all going to be seniors.
24 Make sure you vote for the casino.

1 Also at Suffolk Downs there are 800
2 jobs. They will lose those jobs if you vote for
3 another city beside the city of Revere.

4 So, make a good decision when you
5 come to vote in August or July or September
6 because you'll be looking back in years to come
7 and you can say it was our vote that made this
8 great city greater. So, keep that up in mind
9 when you do it.

10 Also, I would like to thank the
11 people that work in Revere, because we have a
12 lot of veterans that work at Suffolk Downs.
13 They come first. So, Mohegan Sun, they do not
14 give us lip service, they give us community
15 service. And that's the people you should be
16 voting for. Thank you.

17 Before I close, I know he's not
18 here, but Mr. Crosby came to Suffolk Downs. And
19 it was a pleasure to have him there because he
20 saw firsthand what the people of Revere can do,
21 what the jobs were at Suffolk Downs. And it was
22 no different for him to come to Suffolk Downs
23 than it would be for the baseball commissioner
24 to come to a Red Sox/Yankee game and sit with

1 the Red Sox or the Yankees.

2 And I hope when you vote in August
3 or September you will again make the right
4 decision. And I want to thank my mayor right
5 here, Rizzo, for doing everything for the city
6 of Revere. Thank you Mayor.

7 I would like to close by one thing.
8 People don't realize but we have Revere TV8 and
9 let me tell you, they do a lot with the
10 community bringing the things to the casino.
11 So, Revere TV, thank you. Thank you all.

12 COMMISSIONER MCHUGH: Thank you, Mr.
13 Morris. The next speaker is Leslie Gould.

14 MS. GOULD: Good evening. Members
15 of the Commission, my name is Leslie Gould and I
16 am the president and CEO of the Lynn Area
17 Chamber of Commerce representing the communities
18 of Lynn, Lynnfield, Swampscott and Nahant.

19 Four years ago when the thought of a
20 casino was coming to Suffolk Downs was just that
21 a thought, we immediately connected with Chip
22 Tuttle and his team to discuss how the LACC can
23 foster and help build a strong partnership for
24 this potential endeavor.

1 And here we are four years later on
2 the verge of what I consider an incredible
3 regional coup. The creation of thousands of
4 jobs at the proposed resort casino site makes
5 everyone stand up and cheer.

6 But the creation of new jobs and
7 business opportunities will not end at the
8 Suffolk Downs entrance but in fact domino along
9 all of Route 1A and throughout surrounding
10 communities potentially for years to come. With
11 Revere set to receive \$25-\$35 million in annual
12 revenue, that can only mean, as many people have
13 said this evening, more economic development for
14 their community. Good for them. Creating more
15 jobs and more opportunities for all.

16 Travel right up Route 1A North to
17 Lynn and ripe for development is 300 acres of
18 waterfront property and a successful commuter
19 ferry that plans to offer day trips to the
20 Boston Harbor Islands. Now imagine the
21 potential development opportunities and
22 experience that await us all for both of these
23 waterfront properties because of what the
24 Mohegan Sun might bring to that to Revere

1 community.

2 With one investment comes another.
3 The Blue Ox Restaurant in Lynn is what Mohegan
4 Sun Resort Casino is to our region. One small
5 independent and unknown restaurant has helped
6 make Lynn's downtown a destination again. And
7 more restaurants have and are slated to open.
8 Imagine what one little resort casino could do
9 for the region.

10 So, with one success comes another.
11 Vacant lots and old industrial building on the
12 Lynnway and around the city could be transformed
13 and expand the tax base and job market. While
14 these visions of economic vitality won't come to
15 fruition overnight, do nothing and the obvious
16 will happen.

17 In addition, Lynn is very proud of
18 the Lynn Auditorium concert venue that has
19 hosted incredible shows for the past five years.
20 And not surprising that with every show our
21 restaurants see a significant increase in
22 business.

23 On March 25, 2014 the Lynn Journal
24 reported that Mohegan Sun CEO Mitchell Etes had

1 announced that it will partner with the Lynn
2 Auditorium and other municipally-owned venues
3 throughout Massachusetts to "generate new
4 economic development, enhance tourism, and
5 cross-promote marketing and other attractions so
6 that the entire region can benefit from this
7 world-class destination."

8 Mohegan Sun officials could have
9 created their own satellite destination state
10 but they understood the value of regional
11 partnerships. They have been reaching out while
12 the competition has not.

13 Lastly, local educational
14 institutions like North Shore Community College,
15 Salem State University and Marian Court College
16 will directly benefit with enhanced student
17 programming. Mohegan Sun has discussed creating
18 an on-site teaching tool in a variety of
19 professions for our future workforce.

20 In closing, Mohegan Sun
21 Massachusetts will be the first economic
22 development initiative to truly bridge Boston
23 with the North Shore. Mohegan Sun's officials
24 clearly understand that our chamber members will

1 be directly impacted by this pivotal decision
2 which is yours. Mohegan Sun understands that
3 chambers are the hub and voice for business.
4 And Mohegan Sun has proven that they want to
5 work with not against Main Street. And that can
6 only be positive and productive. I thank you so
7 much.

8 COMMISSIONER MCHUGH: Thank you.
9 What I'm going to do as we move forward with
10 this is call two people now. I'll ask the first
11 one to speak and the second person to come down
12 and sit in the chair, we'll call the on-deck
13 chair there. And then each time I call
14 somebody, it will be to sit in the on-deck
15 chair. And that way we can proceed without the
16 time it sometimes takes to get down here.

17 So, I'm going to ask William Lagorio
18 to come to the podium. And I'm going to ask
19 Kerri Abrams to come to the on-deck circle.

20 MS. MEYERS: No Eastie wasn't
21 called and we are a surrounding community.

22 COMMISSIONER MCHUGH: We'll get to
23 you. You're here. Matt Cameron is here, some
24 others are here. We'll get to that. You're on

1 the list. You're on the list. Thank you.

2 Is William Lagorio here? No. All
3 right Kerri Abrams. And I'm going to ask Donna
4 Potito-Mahoney to come down to the on-deck
5 circle please.

6 MS. SCOPA: Sir, I am not Kerri
7 Abrams. My name is Stephanie Scopa. And I am
8 speaking in her place. But I am also on your
9 list of speakers.

10 COMMISSIONER MCHUGH: So, she is not
11 speaking tonight, Kerri Abrams.

12 MS. SCOPA: No, Sir.

13 COMMISSIONER MCHUGH: All right.
14 Thank you.

15 MS. SCOPA: Good afternoon. My name
16 is Stephanie Scopa and I am a resident of the
17 city of East Boston. I would first like to
18 thank the Commission for the opportunity speak
19 today in support of the applicant, Mohegan Sun,
20 and your consideration of this project.

21 I come before you today representing
22 several interests of someone who supports
23 Mohegan Sun. I am a lifelong resident of East
24 Boston and now a very proud property owner

1 there. East Boston sits directly next to the
2 proposed gaming site. And I can tell you from
3 living next to a betting facility, it has been a
4 part of my life for many years.

5 I am a product of a father who was a
6 horse owner at Suffolk Downs. I have fond
7 memories of him there, ones that I will always
8 cherish. Hopefully, by sustaining the Suffolk
9 Downs racetrack and building a resort casino
10 many more memories will be able to be made by
11 fathers and their daughters over the next 75
12 years.

13 I hold a bachelor's degree in
14 criminal justice from University of
15 Massachusetts Boston. I was a small business
16 owner for over 15 years in the great community
17 of Lynn. Now I am the proud administrative
18 director for the Revere Chamber of Commerce,
19 working directly with small businesses in order
20 to fulfill all of their networking needs.

21 The reason I am supporting Mohegan
22 Sun's application is because of their commitment
23 to small local businesses like the ones in the
24 chamber. When we discussed the many

1 opportunities with Mohegan, we are not only
2 talking about jobs but the opportunity for small
3 businesses to grow and prosper.

4 Working with Mohegan Sun means the
5 small businesses will be able to be affiliated
6 with one of the most prestigious gaming
7 facilities in the region. Mohegan Sun has
8 agreed to spend millions of dollars annually
9 with Revere and surrounding community
10 businesses.

11 They are also implementing a
12 Momentum rewards program so that patrons of
13 Mohegan Sun Massachusetts will be able to redeem
14 their rewards points earned at the gaming
15 facility to make direct purchases with local
16 small businesses.

17 It will allow patrons to use their
18 reward points at their favorite hair salon,
19 their son's or daughter's daycare and their
20 preferred local restaurant.

21 For the administrative director of
22 the Revere Chamber of Commerce having a resort
23 casino pair with our small businesses is an
24 opportunity like no other. Again, as a lifelong

1 resident of East Boston, a past small business
2 owner, a horse owner's daughter and the
3 administrative director of the Chamber, I would
4 be honored and filled with enthusiasm to welcome
5 Mohegan Sun Massachusetts to Revere. Thank you.

6 COMMISSIONER MCHUGH: All right.
7 Donna Potito-Mahoney to the podium, please. And
8 John Laughlin is the next speaker to the on-deck
9 circle. Ms. Potito-Mahoney.

10 MS. POTITO-MAHONEY: With special
11 thanks to the Commission, it is my pleasure to
12 give you my testimony. I am Donna Potito-
13 Mahoney, a 47-year-old lifetime resident of
14 Revere. I grew up as a baby of a very strict
15 Italian family, learning all of the rules of
16 integrity and respect growing up with the
17 trademarks of a Revere girl, with lots of
18 hairspray, designer clothes and a slight rasp to
19 my voice.

20 Spoiled with outings to the
21 landmarks of Revere, Suffolk Downs and Revere
22 Beach, nothing was better than growing up in
23 Revere. I became a single mother, raised three
24 success stories as I call them within the city I

1 love. January of last year being the most
2 prominent, I got the call no mother wants to
3 hear. Your son has bleeding in the brain and is
4 being med-flighted to Mass. General.

5 I lost my job to see my son through
6 a full recovery of all of his faculties. When
7 of my closest friends in the city of Revere
8 found out of my struggles, a fundraiser was put
9 together in my son's name. The first person to
10 shake my son's hand was Mayor Dan Rizzo and his
11 secretary Sophia the first to hug me.

12 Kevin is 100 percent today from the
13 support they gave us and the love of the people
14 of Revere we all have here for each other. I
15 truly believe that. After months of life
16 getting back as we knew it, yet still
17 unemployed, I felt compelled to get involved
18 with Revere Says Yes. That was the beginning of
19 the most enlightening journey of a year of daily
20 campaigning, meetings and hands-on awareness of
21 the needs of our city and the families of
22 Revere, as well as becoming part of a campaign
23 family that fought to help our city save jobs
24 and give hope for the unemployed. I was honored

1 and grateful to be part of this.

2 Ladies and gentlemen of the
3 Commission my eyes open to a new reality by
4 working side-by-side with my mayor and his team,
5 Mohegan Sun, their tribe family and organization
6 as well as Suffolk Downs family.

7 I learned first-hand that Revere
8 needs this project to employ many hard-working
9 mothers like myself. I learned hands-on of
10 hundreds of families need to keep their 20 plus
11 year jobs at Suffolk Downs. This project will
12 provide endless opportunity for the people, the
13 betterment of our surroundings for our children
14 and our grandchildren.

15 I live in Revere, the destination,
16 the place you want to be and I eagerly welcome
17 Mohegan Sun.

18 COMMISSIONER MCHUGH: Thank you.
19 John Laughlin to the podium. I'm going to ask
20 Louis Ciarlone to come to the on-deck circle,
21 please. Mr. Laughlin.

22 MR. BRUNEL: I will be speaking
23 instead of John Laughlin. His testimony was
24 going to be on behalf of the International Union

1 of Painters and Allied Trades. My name is Roger
2 Brunel. I represent the men and women of the
3 International Union of Painters and Allied
4 Trades District Council 35 out of Boston.

5 We've previously testified in
6 support of Mohegan Sun's proposal and their
7 application for their license. We also renew
8 that support based on the amount of jobs
9 created, number one, the amount of jobs saved,
10 the training potential and the commitment that
11 they have made to the region.

12 You asked earlier what would be the
13 difference why this proposal over Everett.
14 Mohegan Sun has proven to us to be an honest and
15 true partner by reaching out to us. I don't
16 speak for all of the building trades. I only
17 speak for my own union. But we represent over
18 1000 workers, 1000 plus workers in the
19 surrounding communities.

20 And by them reaching out to us first
21 and having the negotiations with us to help them
22 build this project proved to us that they were
23 an honorable partner to come on board with. We
24 renew our support because of all of the aspects

1 that I previously testified to and we urge you
2 to grant the license to Mohegan Sun. Thank you.

3 COMMISSIONER MCHUGH: Thank you very
4 much. Mr. Ciarlone, I'd ask Christopher Welling
5 to come to the next speaker's chair.

6 MR. CIARLONE: Good evening,
7 Commissioner McHugh, Commissioner Cameron,
8 Commission Stebbins and Commissioner Zuniga. My
9 name is Louis Ciarlone and I reside at 410 Park
10 Avenue in Revere. Thank you for allowing me to
11 once again address this Commission.

12 I was employed as a mutuel clerk at
13 Suffolk Downs for 22 years. And I currently
14 serve as a business agent for IBEW Local 103.
15 And we represent the vast majority of the
16 unionized workforce at Suffolk Downs. The
17 workers of Suffolk Downs proudly stand with
18 Mohegan Sun in their attempt to win approval for
19 their application for a casino in the city of
20 Revere.

21 Should you approve the Mohegan Sun
22 license, Suffolk Downs' commitment to racing for
23 a minimum of 15 more years will ensure our jobs
24 into the foreseeable future.

1 These are good jobs. These are
2 generational jobs. These jobs provide family
3 sustaining wages and benefits and they have
4 provided them for decades. The workers at
5 Suffolk Downs want you to consider the many
6 real-life stories we have expressed to you in
7 oral testimony and in written accounts. We
8 plead with you to take our jobs into account
9 before you make your final decision.

10 But even beyond that the employees
11 at Suffolk Downs have come to know and
12 understand the Mohegan Sun proposal for this
13 area's casino. Mohegan Sun is committed to a
14 labor harmony agreement that includes us.

15 They have embraced the parts of the
16 legislation that mandates on-site childcare for
17 its employees and a commitment to good jobs with
18 good benefits. Again, these are more reasons
19 that the workers at Suffolk Downs are proud to
20 stand with Mohegan Sun during this application
21 process.

22 I also serve on Revere's planning
23 board. As a third-generation Revere resident
24 and a member of that board, I understand how

1 Mohegan Sun's proposal will contribute to our
2 economic revitalization and the many more good
3 jobs that that economic growth will create.

4 In addition, I serve on the Board of
5 Directors for Community Action Programs Inter
6 City. And Mohegan Sun's embrace of these vital
7 regional programs that train individuals for
8 employment, provide preschool and other services
9 for the working poor demonstrate Mohegan Sun's
10 commitment and understanding of how to integrate
11 themselves into Revere and our surrounding
12 communities.

13 Saving good existing jobs, creating
14 thousands more, revitalizing our regional
15 economy, and becoming a partner in helping
16 everyone in the community are the reasons that
17 IBEW Local 103 and the workers of Suffolk Downs
18 are proud to stand in support of a Mohegan Sun
19 Casino in my hometown, the city of Revere.

20 Thank you.

21 COMMISSIONER MCHUGH: Thank you. I
22 have Christopher Welling next and Colleen Glynn
23 in the on-deck circle.

24 MS. KRAMER: Good evening,

1 Commission. My name is Hillary Kramer. I am a
2 member of IATSE Local 11. That's the
3 International Alliance of Theatrical Stage
4 Employees. And I've been a camera operator at
5 Suffolk Downs for nine years.

6 COMMISSIONER MCHUGH: Can I
7 interrupt for just a second. What happen to
8 Christopher Welling?

9 MS. KRAMER: I'm speaking on behalf
10 of President Welling and business manager Glynn
11 who were unable to be here today due to other
12 union commitments.

13 I'm here today to speak in support
14 Mohegan Sun MA Resort Casino application. IATSE
15 is the largest union representing the workers in
16 the entertainment industry. IATSE Local 11
17 represents the behind the scene workers and
18 techs who serve as theater, rock and roll and
19 convention events in all major venues in the
20 Greater Boston area.

21 Currently, at Suffolk Downs, Local
22 11 members along with IBEW are the camera
23 operators for the live racing season. And our
24 technicians also assist with the simulcast

1 program. We continue to support the audiovisual
2 needs for the Friends of Suffolk Downs events
3 and have used these events as a platform to help
4 with our joint apprenticeship committee
5 education training program.

6 In 2013, Local 11's hiring hall
7 referred 699 workers who combined earnings
8 totaled over \$11.6 million. IATSE Local 11
9 shares a commitment to improve the lives of
10 working families.

11 Along with Mohegan Sun, we ensure
12 good jobs with good salaries, benefits and
13 opportunities for significant career
14 development. Our joint commitment is solidified
15 by the labor harmony agreement Mohegan Sun has
16 entered into of which IATSE Local 11 expects
17 over 100 full-time and part-time jobs with an
18 annual gross projected wage earnings and insets
19 of \$2 million a year.

20 On a personal note, my good paying
21 union job as a camera operator at Suffolk Downs
22 has afforded me a profession I'm very proud of.
23 I enjoy going to my job at Suffolk Downs, and
24 have always felt a part of the Suffolk Downs

1 family. Preserving thoroughbred racing at
2 Suffolk Downs not only saves my job but the jobs
3 of all of the 800 members of my Suffolk Downs
4 family.

5 Mohegan Sun is the best choice for a
6 Region A casino. And IATSE Local 11 urges your
7 support for this application. Thank you for
8 your time and consideration.

9 COMMISSIONER MCHUGH: I called
10 Colleen Glynn. I take it that she is not here.
11 So, we'll move onto Vincent Milaiko and I'd ask
12 Edward Deveau to come down to on-deck circle,
13 the on-deck chair.

14 MR. MILAIKO: Hello, my name is
15 Vincent Milaiko. I've lived and worked in
16 Revere for 40 years, working with Revere
17 families as a social worker, school psychologist
18 and director.

19 Revere has had a long history as a
20 host for gambling venues with Wonderland and
21 Suffolk Downs. On one hand when you look at
22 these two proposals we have Mohegan Sun a New
23 England company with a very good site.

24 On the other side, we have the Wynn

1 proposal, a strictly Las Vegas proposal in an
2 inaccessible location on a polluted site.

3 Now I had a different look at this
4 because this great tourist location beyond the
5 gambling. First of all, its location is just a
6 short distance from the end of Route 90, which
7 is the way that people from the South and the
8 West would arrive. Route 1 North is just a
9 short distance away.

10 So, this would reduce the amount or
11 impact of vehicles coming into the city. Logan
12 is just a short distance away and the tunnels in
13 Boston are very close. It would be so easy to
14 run shuttles from Logan and the Boston hotels to
15 and from the location.

16 Boston, as we know, is the most
17 European of American cities. It's beautiful
18 brownstones remind many of Milan, London or
19 Paris. Boston is a great restaurant city and it
20 has so many cultural and historical things that
21 most gambling locations cannot offer. Cambridge
22 also adds even more.

23 Then we have to look at Logan, just
24 beyond Logan where we are as the gateway to the

1 North Shore. The North Shore offers so much.
2 We have Salem, famous for the witch trials and
3 all. It was a clipper port, the China trade and
4 the Peabody Museum.

5 Then you have Marblehead which is
6 yachting and an old seaport with Fort Sewall
7 where the Constitution was protected from the
8 British squadron during the War of 1812. Then
9 also there's Rockport, an artist colony. And
10 then there's, of course, Gloucester, which is a
11 working seaport and a rich tourist spot.

12 In all, this is such a great
13 location because it enhances Boston as a tourist
14 venue for conventions such as the Democratic
15 convention and just tourism in general. It's
16 something that other spots, locations just
17 cannot offer. So, I strongly would recommend
18 that you consider the Revere site. I think it
19 is truly the best site possible. Thank you for
20 your time.

21 COMMISSIONER MCHUGH: Edward Deveau
22 and I'd ask Kathleen Orlando to come down and
23 sit in the ready chair.

24 MR. DEVEAU: Good evening. Thank

1 you all very much for allowing me to speak this
2 night.

3 My name is Edward Deveau. I am also
4 a third-generation resident in Revere. My
5 family has been here since 1938. And over the
6 past number of years, I've been actively
7 involved in a number of community groups and
8 activities. I live in Beachmont, the section of
9 Revere, the section of the city that is most
10 impacted by the casino. And I am here to
11 register my wholehearted support for the
12 project.

13 I firmly believe that my city and my
14 neighborhood will gain an improved quality of
15 life through the infrastructure improvements,
16 the traffic improvements and the city service
17 improvements that will occur as a result of the
18 mitigation agreement and the ancillary economic
19 development that will occur throughout the city
20 as a result of the casino.

21 I believe that community support is
22 one of the projects -- for the project is one of
23 the five factors that you all consider in
24 evaluating the Region A proposals. I'd like to

1 also talk about another factor for you to
2 consider and that is vision. Which project has
3 the greatest overall vision?

4 I would submit that the project
5 proposed by Mohegan Sun and the city of Revere
6 has the greatest vision. A vision that is
7 inclusive not exclusive. It is a vision of a
8 mayor and a city that last November looked
9 beyond what could have been and saw what could
10 be. It has a vision of a team that disregarded
11 a clock that was running out, and against all
12 odds came up with a plan that is in a word
13 visionary.

14 It has the vision of a plan that
15 looks beyond the boundaries of the casino
16 property and in a much more effective manner
17 cultivates the potential for economic
18 development that will rise all boats, not only
19 in Revere but in the surrounding communities and
20 yes, even East Boston. It has the vision to
21 address the traffic issues and concerns in the
22 host community and the surrounding communities
23 to a far greater degree than any other plan.

24 It has the vision to not wait for a

1 Commission decision before it begins including
2 community leaders and residents in discussions
3 to plan for and address community issues and
4 ideas. A vision that will allow it to better
5 meet community needs to move more quickly to
6 develop and complete its project. And yes, it's
7 a vision that saves and creates jobs.

8 Revere is a city that has been
9 slowly pulling itself up by the bootstraps.
10 There was a time when people in our city would
11 look at things as they were and say why. We now
12 look at things as they are and say why not. The
13 city's school system has been recognized across
14 the state and across the nation. It's been
15 featured on a number of national programs
16 touting its beauty and its potential. And most
17 recently it has been recognized at the National
18 Conference of Mayors. Why? Because it is a
19 city with a vision.

20 This city has done much to help
21 itself. And with the help and cooperation of
22 the Mohegan Sun project, it's poised to do so
23 much more. The mayor of Boston talks about his
24 city being an attraction that will draw people

1 to the casino.

2 Although the city of Boston may have
3 many attractive jewels in its crown, I would
4 submit that when the Mohegan Sun Casino is built
5 and the ancillary developments in the city of
6 Revere is completed, people will be attracted to
7 Boston because it exists next to the shining
8 jewel called Revere and the casino that exists
9 within its limits that was built because Mohegan
10 tribe and the city of Revere had a vision, one
11 that far outshines the vision of any other
12 project before you. Thank you very much.

13 COMMISSIONER MCHUGH: Thank you,
14 Sir. All right. Kathleen Orlando and I'd ask
15 Anthony Chianca to come down to the ready chair,
16 please. Ms. Orlando.

17 MS. ORLANDO: Good afternoon. Thank
18 you for allowing me to speak before you today.
19 My name is Kathleen Orlando and I am a lifelong
20 resident of East Boston. This past November
21 along with thousands of my fellow East
22 Bostonians I voted yes for a resort casino at
23 Suffolk Downs. I stand before you today in full
24 support of Mohegan Sun's plan to build a resort

1 casino in Revere, Massachusetts.

2 A plan that will allow Suffolk Downs
3 to remain open and save hundreds of jobs while
4 creating thousands more. Suffolk Downs has
5 struggled to keep their doors open and keep the
6 hundreds of employees from landscapers to horse
7 trainers working. Suffolk Downs has opened its
8 doors to outside venues like Cirque du Soleil,
9 the Hot Dog Safari and the Wounded Veterans Run,
10 all which draw thousands of spectators with
11 little or no negative impact to the community.

12 Suffolk Downs is the perfect
13 location for such events because of its
14 accessibility from all major roads including 1A,
15 93, the Mass Pike, Logan International Airport
16 and let's not forget two stops on the MBTA line.
17 Easy access makes this the perfect occasion for
18 Mohegan Sun's spectacular resort.

19 I grew up a few blocks from Suffolk
20 Downs. And not only has it always been a good
21 friend and neighbor to East Boston, but it's a
22 landmark that is a part of East Boston and
23 Revere's history, which dates back almost 80
24 years. Their commitment to their employees and

1 the community has never wavered.

2 I spent the last year talking to
3 Suffolk Downs' employees to get their
4 perspective on things. And although each have
5 their own story, the bottom line has always
6 remained the same. The employees remain loyal
7 to the place they call home. They do not stand
8 behind the management of Suffolk Downs, but
9 beside them. They are treated with respect
10 knowing that their opinions matter.

11 They understand the battles Suffolk
12 has fought to keep horse racing alive. I will
13 give you one example of Suffolk's loyalty and
14 commitment. I had a conversation with a
15 longtime Suffolk employee a few months back and
16 he told me a story about his sick mom who he and
17 his family were caring for at home. Her
18 condition demanded constant care and he and his
19 family was struggling to keep her in her own
20 home.

21 Suffolk Downs supported the efforts
22 of this amazing son and allowed him the
23 flexibility to care for his mom. He is forever
24 grateful and will never forget the kindness and

1 understanding the Suffolk Downs family extended
2 to him during his difficult time.

3 I know Suffolk is 100 percent
4 committed to keeping horse racing alive, but I
5 also realize that without the boost a resort
6 casino will give to the horseracing industry, it
7 will be an impossibility. I know the Commission
8 values the ideals and the impeccable record
9 Suffolk Downs has in the state of Massachusetts.
10 They have almost 80 years in this state, 80.

11 Let's pave the way for decades more
12 of horseracing at Suffolk Downs and grant
13 Mohegan Sun with the Region A license in Revere.
14 The benefits to this community far outweigh any
15 negative impact and Mohegan has proved they are
16 committed to being a good neighbor. The
17 surrounding agreements they have entered in
18 prove that.

19 The Friends of Mohegan program has
20 hundreds of businesses on board which would
21 generate revenue and stimulate the local
22 economy, which has struggled over the last
23 several years. Suffolk Downs has proved that
24 actions speak louder than words.

1 Take a look around you, see the
2 support from the employees. That speaks
3 volumes. Not often do you see a relationship
4 between employer and employees like this. It's
5 overwhelming and they are united. They stand
6 together to keep horseracing alive in
7 Massachusetts and continue the tradition of
8 excellence at Suffolk Downs. Mohegan Sun and
9 Suffolk Downs together will make the Gaming
10 Commission proud and will be a model for others
11 to follow. Thank you.

12 COMMISSIONER MCHUGH: Thank you.
13 All right. Mr. Chianca. And Janelle Campbell
14 to the ready chair, please.

15 MR. CHIANCA: Good evening. Members
16 of the Commission, thank you for providing me
17 with this opportunity to speak here this
18 evening.

19 My name is Anthony Chianca. I am a
20 third-generation lifelong East Boston resident
21 and one of the thousands of East Bostonians who
22 unwaveringly support the city of Revere and
23 Mohegan Sun in their efforts to bring a world-
24 class resort casino to the site of Suffolk

1 Downs.

2 Like Revere, East Boston is a hard-
3 working blue-collar community with a rich
4 history and diverse neighborhoods. Over the
5 years, we have endured many significant changes
6 in our community without having any input
7 regarding the changes and the effects it's had
8 on our community.

9 Fortunately, this is not the case
10 today as the citizens of Revere have spoken loud
11 and clear. This is their decision. East Boston
12 and Revere are inner-city communities with two
13 very large and growing populations that need and
14 deserve more resources and services and programs
15 that our cities cannot afford to provide. I
16 talk about our senior citizens and our children.
17 Both populations continue to grow. And the
18 support for the needs of these growing
19 populations has outgrown the resources available
20 from our cities.

21 One solution, not a popular one,
22 would be to continue to increase taxes so
23 programs can be provided. But given today's
24 economic conditions that's not feasible and it

1 would take more money away from the hardworking
2 families in our communities. The more
3 reasonable solution build the casino at Suffolk
4 Downs today and reap the benefits that come with
5 it.

6 Namely the financial benefits that
7 would support new programs, services and
8 educational opportunities. We need these added
9 resources to support the needs of our greatest
10 generation and our future generation. The
11 resources that can and will be generated by
12 casino revenues cannot be matched or offered by
13 our cities. They can only be offered through
14 innovative partnerships like the ones being
15 developed between Mohegan Sun, the city of
16 Revere and the surrounding communities. These
17 partnerships will ensure that all of the
18 surrounding communities will benefit from this
19 project.

20 A second benefit that is of
21 tremendous importance to our region is the
22 creation of jobs. In an urban area where there
23 is high unemployment and a growing workforce
24 population, we need to create job opportunities

1 at all levels. The casino project will not only
2 create thousands of construction jobs, but it
3 will create thousands of good paying permanent
4 jobs with benefits.

5 Our blue-collar communities need
6 these jobs and the investments in our
7 communities that comes with this project. We've
8 heard some people suggest other options for use
9 of the land at Suffolk Downs but truth be told
10 none of the options would generate the type of
11 infrastructure improvements and the long-term
12 revenue guarantees that our communities will
13 receive from the casino project. Simply put,
14 this is a chance for our communities to benefit
15 in a way that would not happen with any other
16 type of development.

17 We've heard opponents of the project
18 repeat sad stories about social problems
19 associated with casinos, but how about the
20 hundreds of stories that we've heard about how
21 casinos have resulted in the emergence of
22 thriving communities? Communities that were
23 once on the brink of total collapse and
24 revitalized by the programs that can only be

1 brought through innovative ventures like that
2 with the casino.

3 We know people in Massachusetts like
4 to gamble as evidenced by the 1.5 million
5 residents who have cards, pass cards for either
6 Mohegan Sun or Foxwoods or other casinos. It
7 happens every day. They go out of state every
8 day. We should be keeping that resource, we
9 should be keeping that revenue here in the state
10 of Massachusetts. And this location provides us
11 with the best opportunity.

12 Twice now the city of Revere
13 overwhelmingly supported a casino development
14 for their community. Thousands more in
15 neighboring communities have voiced their
16 support for the city of Revere and this project.
17 Quite a few of those people are here tonight.

18 This shows that there is more than
19 the community project. It's a regional project
20 that will support the communities far beyond the
21 city of Revere. For this we have the Mayor and
22 the city administration to thank.

23 I would just like to say in closing
24 that I would strongly, strongly urge this

1 Commission to grant the casino license to
2 Mohegan Sun and the city of Revere.

3 COMMISSIONER MCHUGH: Thank you.

4 All right, Janelle Campbell apparently is not
5 here. So, I'm going to move onto Joseph Todesca
6 and ask Dennis Moschella to come down and sit in
7 the ready chair, please.

8 MR. TODESCA: Good evening,
9 Commission. Thank you for allowing me the
10 opportunity to speak here today. My name is Joe
11 Todesca and I too am a lifelong East Boston
12 resident and neighbor of Suffolk Downs.

13 For 41 years I've lived within a
14 mile of the racetrack. Today you're hearing
15 from many people on whether or not Mohegan Sun
16 should be fortunate enough to earn the Eastern
17 Massachusetts license. I am one who is hoping
18 that they do.

19 This project will save our neighbor
20 Suffolk Downs and its 78-year legacy of
21 thoroughbred racing. It will save hundreds if
22 not thousands of jobs. And it will save an
23 integral business partner and contributor to our
24 communities. It is a project that will create

1 thousands of jobs, generate millions of dollars
2 for Revere and its surrounding communities.
3 There'll be millions of dollars spent on much
4 needed road improvements. And it will boost
5 money and development into this region better
6 than its competition.

7 The bottom line is that they are
8 committed. Mohegan Sun and Suffolk Downs are
9 committed to Revere and they're committed to the
10 Commonwealth more than anyone else. Mohegan Sun
11 is the right choice is at the right time.

12 Revere is poised from one of the
13 most transformational projects in the country.
14 It is already equipped with America's first
15 public beach, Logan Airport and the historic
16 last thoroughbred racetrack in New England.
17 Mohegan Sun can truly change this region forever
18 and can turn Revere into one of the most
19 desirable travel destinations in the country.

20 Back in November, I voted yes for
21 the casino when it was originally proposed in
22 East Boston for the few reasons that I just
23 mentioned. But the main reason for my devoted
24 support over the last two years is simple, we

1 are in great need of this project. We are in
2 great need of the jobs. We are in great of the
3 revenue.

4 I know that the job of the
5 Commission has not been easy, but in 60 days or
6 so I pray that you award Mohegan Sun
7 Massachusetts the Region A license because they
8 are the right choice. Thank you.

9 COMMISSIONER MCHUGH: Dennis
10 Moschella is not here apparently. So, Nelson
11 Rodriguez and Jamie McNeil to the ready chair,
12 please. Well, Mr. Moschella then Mr. Nelson
13 Rodriguez please to the ready chair which is now
14 occupied. Let's find another ready chair. All
15 right. We got the ready chair back. Go ahead,
16 Sir. Thank you.

17 MR. MOSCHELLA: Good evening. I'm a
18 retired police officer from the city of Revere.
19 And I grew up approximately a half mile from the
20 beach.

21 Revere has a history of being able
22 to handle gambling. We hvae Revere Beach,
23 Wonderland Dog Track, Suffolk Downs, we're used
24 to having large crowds and a lot of people

1 coming into our city. There is no better venue
2 for a casino in my opinion.

3 Logistically, we have everything.
4 We have mass transit. We have the Boston and
5 Maine railroad. We have access to a ferry
6 service if we needed it coming in the old
7 (INAUDIBLE) Fair. That could go back in.

8 If you're traveling from any
9 direction, it's easier to get to Revere than it
10 is to Everett. Coming from the West and the
11 South you come through the Ted Williams Tunnel.
12 Route 1A you're right in the casino. You're not
13 impacting any side streets or any city streets.
14 Coming from the North, come right down Route 1
15 and you take the new proposed ramp that they
16 want to put right onto Route 16. It takes you
17 right into the front door of the track.

18 I'm here for another reason. I'm a
19 Veteran's advocate. I have talked to Mohegan
20 Sun about hiring veterans. We have a lot of men
21 and women coming back from the war. A lot of
22 them need help and they definitely need jobs.

23 I am part of an organization called
24 the Wounded Vet Motorcycle Run. We recently had

1 a motorcycle event at Suffolk Downs, which is
2 the third or fourth year they've hosted us.
3 This year the chairman of the board, Kevin Brown
4 of Mohegan Sun and his brother Mark rode in our
5 event. They came to us to ask us how they could
6 help us. And they were extremely generous in
7 helping us.

8 I don't know if you know Kevin
9 Brown, but he's a retired Army Colonel, a West
10 Point graduate. This is the kind of people that
11 you want to run an industry like this. They're
12 unbelievable. They come out and help you. We
13 didn't ask for their help. They just came out
14 and helped us. And I believe that Revere should
15 be the place for the casino. Thank you for your
16 time.

17 COMMISSIONER MCHUGH: Thank you.
18 All right, Nelson Rodriguez and Jaimie McNeil
19 please to the ready chair.

20 MR. RODRIGUEZ: Yes, good evening
21 Commissioners. Good evening, Mayor. Good
22 evening officials of the city of Revere and good
23 evening everyone over here.

24 My name is Nelson Rodriguez. I have

1 been a resident and homeowner in Revere for 15
2 years. I'm also a member shop steward of the
3 Unite Here Local 26. I have worked for 16 year
4 as waiter at (INAUDIBLE) Restaurant located at
5 the Colonial Boston Hotel. I am very fortunate
6 to have a job at a union restaurant in a union
7 hotel.

8 (INAUDIBLE) a restaurant run by Chef
9 (INAUDIBLE) award-winning. Many hotels and
10 casino now have destination restaurant. Many
11 are subcontracted. My union have fought to
12 ensure that subcontracted jobs hotel are in the
13 union so they are is no double standard across
14 the property. Excellent wages with benefits and
15 job security are what have allowed me to buy a
16 house over here in the city of Revere and raise
17 my family here in the city of Revere.

18 A good union job means I can send my
19 children to college. It's important to have a
20 job with good wages, health insurance, good job
21 benefit the whole community and the whole city.

22 When I first heard about this
23 project I was in favor of it but now that I see
24 the company that would operate this casino I am

1 very concerned. I am very concerned about
2 union. So much of the casino would be
3 subcontracted. They say even one of the hotel
4 would be contracted out. There is no plan for
5 the labor harmony for these workers. With so
6 many different owners and operators, the workers
7 of the Revere casino would have a very hard
8 fight ahead to win the union.

9 I would like you Commissioner to
10 take this into consideration. Thank you very
11 much everyone.

12 COMMISSIONER MCHUGH: Thank you, Mr.
13 Rodriguez. Jaimie McNeil next with Kate O'Neil
14 in the ready chair, please.

15 MR. MCNEIL: Good evening,
16 Commissioners. My name is Jaimie McNeil. I'm a
17 lifelong resident of the North Shore and Boston.
18 And I'm here tonight representing Unite Here
19 Local 26.

20 We represent 6000 hotel and food
21 service workers in the Boston area and 100,000
22 gaming workers across North America. Prior to
23 this hearing, you received a letter from our
24 International Union General Counsel, Richard

1 McCracken regarding some key concerns raised.
2 There were some key concerns raised in that
3 letter. I just want to go over some of those
4 tonight.

5 Because of our union's depth of
6 experience in the gaming industry, we know that
7 the trend at resort casinos has been to
8 diversify the restaurant and bar offerings.
9 That frequently includes celebrity chef
10 restaurants as well as popular national and
11 regional chains. This is often done with third-
12 party contractors.

13 Our union knows that a real plan for
14 labor harmony will take into account third-party
15 operators. Unite Here's labor peace agreements
16 cover restaurants as well as other parts of the
17 hotel casino operations.

18 The agreement between Mohegan Sun
19 and Local 103 and other unions does not cover
20 restaurants and hotels operated by third
21 parties. It only covers direct employees of
22 Mohegan Sun. This is particularly important
23 because the casino proposal we're talking about
24 tonight calls for half of the hotel operations,

1 half of the hotel operations to be third-party.
2 From our union's experience, we expect most of
3 the food and beverage operations to be
4 subcontracted. And we're seeing a trend in our
5 industry for the subcontracting of entire
6 departments of hotels including and especially
7 hotel housekeeping.

8 So, Mohegan Sun at its non-union
9 casino in Connecticut has a record of
10 subcontracting restaurants. The Mohegan Tribal
11 Authority reported to investors that in 2010 and
12 2012 it replaced certain Mohegan Sun operated
13 food and beverage outlets with third-party
14 operators as part of cost-saving initiatives.

15 According to an economic impact
16 study submitted with the Mohegan Sun Brigade
17 Capital -- Excuse me. According to an economic
18 impact study submitted with the Mohegan Sun
19 Brigade Capital compensation include benefits
20 for the subcontracted hotel would be \$25,000 per
21 job, \$25,000 per job. That is far below what
22 Unite Here Local 26 what our standard is for
23 hotel jobs here in Boston. That's just a fact.

24 Consequently, Mohegan Sun's plan

1 does not ensure labor peace. The National Labor
2 Relations Board and the courts have upheld the
3 right of tenant employees to conduct concerted
4 activities such as leafleting and picketing on
5 property owned by the lessor. The Commission
6 can expect a labor dispute at Mohegan Sun
7 Casino. I'll repeat that. The Commission can
8 expect a labor dispute at a Mohegan Sun Casino.
9 Thank you, Commissioners.

10 COMMISSIONER MCHUGH: All right.
11 Thank you very much. Kate O'Neill at the
12 podium, please. And Bobby McKenna in the ready
13 chair.

14 MS. O'NEIL: Good evening,
15 Commissioners. My name is Kate O'Neil. I am a
16 resident of Boston and I'm speaking before you
17 today as a representative of Unite Here.

18 My union has over seven decades of
19 experience representing workers in the gaming
20 industry. We have been an integral part of the
21 industry's growth and development most
22 especially in ensuring that the benefits of
23 gaming are spread to workers and local
24 communities.

1 We are concerned because Brigade
2 Capital's proposal for a Revere casino is
3 unprecedented and incongruous with norms of
4 ownership in the gaming industry. Brigade
5 Capital as a hedge fund manager, not a private
6 equity firm, not a real estate investment firm.

7 Brigade Capital would be the entity
8 most in control of the Revere project. Funds
9 managed by Brigade will own 60 percent of the
10 proposed casino. Brigade will also have three
11 out of five seats on the board giving it
12 effective voting control. In other words, it
13 would be misleading to represent Brigade as if
14 it were just a financial partner to the project.

15 If licensed, the decisions made by
16 Brigade, its managers and investors would have
17 tremendous impact on Massachusetts residents.

18 Brigade's proposal represents three
19 major difficulties to the Commonwealth. First,
20 ownership of a new casino project by a hedge
21 fund is an experiment. Our research has
22 uncovered no other cases to date of a hedge fund
23 owning a majority stake in a new gaming facility
24 from licensure through operation. Brigade's

1 record as a licensed fully investigated partner
2 consists of one year in Michigan. In other
3 jurisdictions, Brigade has had institutional
4 waivers as a passive investor.

5 Second, the suitability information
6 the Commission has previously considered may not
7 represent all of the entities that are slated to
8 play a role. The suitability investigation
9 presented back in October focused on the
10 principles of Brigade Capital Management.
11 However, Brigade Capital will not have an
12 ownership interest in the ultimate Category 1
13 license applicant. Brigade related entities
14 that may have a role in the project have not yet
15 been reviewed.

16 For instance, the lease agreement
17 that was recently made public identified Brigade
18 leverage capital structures fund, a Cayman
19 Island based hedge fund as the equity guarantor.
20 However, the specific funds and therefore the
21 actual owners may not be identified until after
22 licensure and have not undergone suitability.

23 Brigade's limited partners are large
24 institutional investors including public pension

1 funds, sovereign wealth funds, endowments and
2 high net worth individuals. It's not clear
3 whether Brigade has obtained their permission,
4 their limited partners' permission to invest in
5 a casino.

6 The Commission should publicly
7 identified these limited partners and subject
8 any who are five percent owners of the Brigade
9 ownership entity to a suitability review.

10 Third and finally, the overall
11 strategy and track record of hedge funds make
12 them a questionable choice for ownership of
13 casino development. In order to best reap the
14 gains of expanded gaming, the Commission should
15 look for a stable owner with a long-term focus
16 on creating good jobs and bringing in revenue.

17 Hedge funds as a class do not fit
18 that description. Hedge funds are unstable
19 vehicles susceptible to investor runs and the
20 vagaries of credit markets. The failure rate of
21 hedge funds, especially since 2009 is
22 staggering. Fewer than 15 percent of hedge
23 funds last longer than six years while 60
24 percent disappear in three years.

1 It is not clear from the public
2 record why Brigade Capital seeks to become the
3 first hedge fund manager to develop a casino.
4 Whatever Brigade's motivation however, the
5 Commission should be asking whether
6 Massachusetts wants to be the laboratory for
7 such a bold experiment.

8 A number of questions are still
9 outstanding regarding the project. A few
10 include which of Brigade related vehicles will
11 actually own the 60 percent stake? Will Brigade
12 or any of its managed vehicles participate in
13 the debt financing of the project? Will Brigade
14 be entitled to management or monitoring fees
15 paid by the casino? Have the limited partners
16 in the fund been told about the project and what
17 is Brigade's --. Thank you

18 COMMISSIONER MCHUGH: Thank you.
19 Bobby McKenna with Matt Luberto to the ready
20 chair, please.

21 MR. MCKENNA: Good evening. Members
22 of the Commission, countless people are here to
23 show their love for this city and their support
24 for Mohegan Sun at Suffolk Downs. I am one of

1 them.

2 I grew up here, spent nine years in
3 the Marines, lived all over the states, Japan
4 and Guam, and I wouldn't trade Beachmont for any
5 of them. But this decision isn't about emotion.

6 Your mission statement says choosing
7 the best site for the success, the best interest
8 and benefit for the host and surrounding
9 communities and the Commonwealth. That's the
10 mission anybody can see Suffolk Downs and
11 Everett differ like night and day. Success
12 means getting people to the casino, having a
13 great time. They come back, bring their
14 friends, spread the word. And the traffic
15 studies agree that about 80 percent of them will
16 be coming from inside the state.

17 If I am one of those 80 percent,
18 which one is the easiest to get to? Whether I'm
19 coming from the Point of Pines or Pittsfield and
20 which one welcomes me when I get here? Suffolk
21 Downs, everyone already knows where it is.
22 Route 1 from the North Shore all the way down
23 the beach. Route 1 to 93 to the Revere Beach
24 Parkway or the Mass Pike turns into Route 1A

1 North and a mile later Suffolk Downs. It's not
2 exaggerating, all roads lead to Suffolk Downs.

3 If I'm a tourist or one of the
4 hundreds of thousands of college students in
5 Boston, I take the T to Beachmont and Suffolk
6 Downs stations, it leaves me at the front door.
7 At Beachmont station, the casino's main
8 entrance, I'm surrounded by local businesses
9 that have been around for decades.

10 I can go in Toretta's for pastry or
11 espresso, Luigi's for a slice, D'Amino's for a
12 sub, beer and wine for my hotel room at
13 Beachmont Liquors and then I go into the casino.
14 I am there for the weekend and want some fresh
15 air, maybe I catch a horse race, walk around the
16 seaside neighborhood and parks. Or go to the
17 historic Revere Beach a few hundred yards away.

18 That's an area that has more to
19 offer than just a casino. A community and
20 businesses working together, welcoming visitors,
21 participating, complementing a casino. As it
22 does well, the casinos and the businesses have
23 plenty of room to grow. And it couldn't be
24 easier, simpler or more convenient to get there

1 if they came to your house to pick you up.

2 Mr. Wynn's site is a little
3 different. It's easy get to Route 99, but that
4 last half, three-quarters of a mile is
5 hopelessly congested, tiny and dilapidated. And
6 that unpaved shortcut that the truck drivers
7 take past King Arthur's through Chelsea is even
8 worse. The Sullivan Square T stop is a half a
9 mile walk away.

10 And they also have businesses that
11 have been there for decades. They're called gas
12 stations, car dealerships, a dozen auto body
13 shops and a salvage yard. Unless I need a dent
14 pulled from my car or I've got some more old
15 bikes I want to trade in for scrap, there's
16 nothing for me to do over there. If I could
17 drive two hours to get there, I'd look around
18 thinking this can't be the place.

19 It's bordered on all sides by the
20 auto shop, the water commission, the orange line
21 railroad tracks. I don't know where all of the
22 trees and the rolling hills in those promotional
23 posters are going to go. The site is completely
24 detached and it is as inviting as a barbed wire

1 fence.

2 Mr. Wynn says his casino will appeal
3 to the international high-rollers, the rich and
4 the famous. Maybe because the only way to get
5 there is to land a helicopter on the roof.

6 These differences when you look at
7 them are so blatant and obvious, it's hard not
8 to laugh and joke and shake your head. But if
9 these aren't the things that matter than what
10 the hell does? I know if we could break ground
11 tomorrow like the mayor said, the site is ready
12 most of the people in this room would show up
13 with a shovel ready to go. Maybe they could do
14 the same in Everett, but they'd need a hell of a
15 lot of hazmat suits. Thank you.

16 COMMISSIONER MCHUGH: All right, Mr.
17 McKenna. Thank you very much. All right, I
18 called Matt Luberto. I take it that Matt
19 Luberto is not here. So, Matt Cameron is up and
20 Maureen White is in the ready chair. Mr.
21 Cameron.

22 MR. CAMERON: Good afternoon,
23 Commissioners. On December 31 and I believe
24 actually earlier but I'm going to go with

1 December 31, 2013 this Commission received a
2 lease agreement between Mohegan Sun and Suffolk
3 Downs. That lease agreement was deemed
4 classified at that point. And we still don't
5 know why. And we still haven't been provided
6 with a convincing answer.

7 That agreement was released to the
8 public after this Commission had made a
9 decision. The briefing schedule that was
10 announce on April 3 contemplated a fair, open
11 transparent process. I, myself took the week of
12 my grandfather's funeral to brief this
13 Commission on this issue. Only to be told after
14 the decision had been made that there was a
15 critical piece of information which was withheld
16 from the public and withheld from the city of
17 Boston which would have made us a host
18 community.

19 Commissioner McHugh and other
20 Commissioners, will you deny today that
21 Commission advised Suffolk Downs on April 28 on
22 how to disenfranchise the city of Boston to
23 ensure this was the only host community meeting
24 that we would be holding to be sure that the

1 city of Boston would not be able to vote knowing
2 that the outcome would not be so good for this
3 project and knowing that we had already voted it
4 down? Do you deny that? Do you deny it?

5 COMMISSIONER MCHUGH: I'm not here
6 to answer questions, Mr. Cameron. Go ahead. We
7 are here to listen tonight, Mr. Cameron. And go
8 ahead and say whatever you have to say.

9 MR. CAMERON: Statutorily and
10 actually on the terms of this agenda, it's been
11 scheduled for questions from the Commission to
12 the applicant and from the members of the public
13 to whomever is listening.

14 COMMISSIONER MCHUGH: Go ahead and
15 say what you have to say, Mr. Cameron.

16 MR. CAMERON: I have said it and I
17 am continuing to say it. I was just hoping for
18 answers from this Commission on the record
19 because I'm deeply disappointed by the way this
20 is going, every single step of this process. I
21 know that we've made that clear and I know that
22 this isn't the place to make that point, but I'm
23 going to continue to make it.

24 And I hope that this process

1 everything that has happened, especially
2 throughout the briefing schedule of April 3 in
3 which we were promised that we would have an
4 opportunity to present to the Commission and
5 that all arguments would be heard that all
6 evidence would be looked at while the Commission
7 was knowingly holding onto what it said in its
8 decision of May 15 was one defining thing.

9 The fact that Suffolk Downs at any
10 time would have the opportunity to relinquish
11 control of its track to Mohegan Sun, to its
12 tenant, force that track to be taken over by the
13 casino, a point which has not been mentioned
14 tonight and which was only removed from the
15 lease at the request of the Commission on April
16 28 when the Commission called to let Suffolk
17 Downs know just before the hearing that this
18 might be a problem. And that Boston might end
19 up having to vote. And nobody wants that.

20 I've said it before and I'll say it
21 again that this process right here in Revere,
22 this process in East Boston the road that has
23 been denied and rejected and the process that is
24 now going forward in Everett despite the

1 ridiculous connections in that city will be
2 Exhibit A and Exhibit B for the inevitable
3 repeal of the casino law in November, which has
4 been approved by the Supreme Judicial Court
5 today.

6 I will note for the record that we
7 specifically on June 3 requested to be able to
8 speak as an organization. We are now both
9 speaking as individuals. One minute for Celeste
10 Meyers.

11 COMMISSIONER MCHUGH: Now wait a
12 minute now. Ms. Meyers is not registered to
13 speak. Ms. Meyers is not registered to speak.
14 Just a minute, just a minute, please.

15 We began this process clearly and
16 unequivocally with a request that people to sign
17 up as many people in this room have done. Mr.
18 Cameron did that. Mr. Cameron has spoken. Ms.
19 Meyers did not sign up.

20 Maureen White?

21 MS. MECAGNI: My name is Jordana
22 Mecagni. And I'm speaking on behalf of Maureen
23 White such as everyone else has been able to
24 speak on behalf of someone else.

1 COMMISSIONER MCHUGH: Sure, that's
2 fine. If you're speaking for her instead,
3 that's fine.

4 MS. MECANGI: I would really like to
5 have Celeste Meyers speak instead on behalf of
6 Maureen White and that should be allowed.

7 COMMISSIONER MCHUGH: Wait a minute.
8 Wait a minute. Wait a minute. Let's stop right
9 here.

10 MS. MECANGI: I was supposed to
11 speak on behalf of Maureen White.

12 COMMISSIONER MCHUGH: And you're
13 ceding your time --

14 MS. MECANGI: And I would like to
15 cede my time to Celeste Meyers.

16 COMMISSIONER MCHUGH: Ms. Meyers you
17 have four minutes.

18 MS. MEYERS: So, now we're playing a
19 game of musical chairs.

20 COMMISSIONER MCHUGH: Now wait a
21 minute, wait a minute, wait a minute, wait a
22 minute. Ms. Meyers stop, stop. We have got to
23 talk to each other. We've got to listen to each
24 other. And Ms. Meyers through this

1 parliamentary process is doing what others have
2 done tonight, speaking in place of somebody
3 else.

4 We're going to listen to Ms. Meyers
5 for her four minutes and we're going to listen
6 respectfully because that's the way we do
7 things, and we need to do things. Just a
8 minute, please. I want to call the next speaker
9 who will speak after you, Brian Gannon, to come
10 to the ready chair which is now unoccupied.

11 MS. MEYERS: Thank you. And
12 actually before I yield the floor to the real
13 hero of Revere, Mr. Joseph Catricala, who led
14 the initiative against all odds to fight and
15 hold the ground for the over 4000 residents in
16 Revere that don't want a casino here.

17 But I would like to say, and just to
18 clarify it has been standard procedure on behalf
19 of No Eastie Casino received by your folks that
20 our counsel of record registered for our
21 organization. So, today that's not suitable.
22 That's fine but that has been the standard
23 process.

24 Now I will yield to Joseph

1 Catricala.

2 COMMISSIONER MCHUGH: Continue
3 having the clock run now.

4 MR. CATRICALA: Good evening. Thank
5 you for this time. Sorry for the confusion.
6 I'd like to thank everybody for the respect as I
7 speak and thank you for the opportunity to speak
8 here.

9 So, I am here as the chair or
10 cochair of Don't Gamble on Revere. I represent
11 a large population of Revere residents who don't
12 want the casino to come to Revere.

13 COMMISSIONER MCHUGH: No, no, no.
14 Please I said we're going to listen and we're
15 going to listen respectfully. Let's do it.
16 We're better than that.

17 MR. CATRICALA: I have many personal
18 reasons for this casino not to come to Revere.
19 First of all, I am a newly married man. I got
20 married in October. I want to have a family and
21 bring them up in the same Revere that I grew up
22 in my whole life.

23 And with the casino here that will
24 not be true. We'll have an influx of crime,

1 poverty, drug use, suicide and so many different
2 social issues that will come here. Another
3 thing, when we talk about what we see so far
4 through this process in the casino, the only
5 thing that I've seen through this, I have not
6 been convinced by all of the propoganda that's
7 been sold to us by our city officials and
8 Mohegan Sun that this a good idea.

9 In fact, it's been reinstating to me
10 that this is a bad idea because I've seen the
11 ugliness that has come out in our city officials
12 throughout all of this process. When we had
13 gone around Revere, we had put up our signs in
14 businesses. And city councilors have gone
15 around in their city jackets and asked
16 businesses to take down our signs and put theirs
17 up. When I confronted one of them, Ira
18 Novoselsky, about this he said to me that's
19 politics get used to it and it's life, which
20 isn't really a good answer.

21 The other thing is we talked about
22 everyone saying how this is a great site for
23 this to come to Revere that all roads point to
24 Suffolk Downs and stuff like that. What about

1 the schools that are right there? It's kind of
2 a shame that the state of Massachusetts did not
3 put a clause in there that the site for the
4 casino with all of the negative impacts,
5 increased traffic, possible drunk driving,
6 people who just lost their life savings and now
7 they're going on the road enraged around our
8 kids who are just coming out of school or just
9 walking to school.

10 I've gone through the whole Revere
11 public school system. I've lived here my whole
12 life and I know that if I stayed here with my
13 children and bring them to Revere schools and
14 this casino comes that there will be a negative
15 impact. And I don't want that to be my kid to
16 become a number as to what the casino's impact
17 did for Revere.

18 And I've also seen how it's divided
19 our neighborhoods. People who have talked to
20 each other for years, people who have been
21 friends, this has divided us. It's not brought
22 us any closer together. It's divided our city.

23 And the other thing too is it's
24 really been -- The other thing I started seeing

1 is in our mayor not recognizing that there is
2 opposition in Revere and totally discounting us.
3 And at every meeting and every opportunity that
4 he's had he's said that there's been no one from
5 Revere who is against this.

6 I've stood up at every opportunity
7 that I can to say I'm from Revere. I've lived
8 here my whole life and I continue to live here
9 today. And yes I am Revere I don't want the
10 casino. And I would appreciate it if Dan Rizzo
11 would recognize me as a Revere resident. Thank
12 you.

13 COMMISSIONER MCHUGH: Thank you.
14 Brian Gannon, Mr. Gannon and Tim Bogertman in
15 the ready chair, please.

16 MR. GANNON: Hello, Commissioner.
17 Thank you for letting me speak today. My name
18 is Brian Gannon. I live in East Boston with my
19 wife and I'm expecting my first child in
20 October. I want to raise a family there.

21 I grew up walking the picket lines
22 with my father who was PATCO union member and an
23 air traffic controller who got fired standing up
24 for unions and economic development. So, I'm

1 all for union jobs. I'm all for economic
2 development, good economic development.

3 Now I ask you not to be fooled or
4 take into consideration the support that appears
5 to be present in this room today. The parade of
6 public officials, public employees surrounding
7 communities whom you know are bound by their
8 surrounding community agreement to come and
9 stand up in support of this development today.

10 So, I want you to make sure you
11 don't take these into consideration today. And
12 make no doubt there is a culture of intimidation
13 in these communities where these casinos come
14 and these casino money comes. As it starts
15 taking over your politics, your local -- your
16 communities. You can see it from what just
17 happened with Celeste as she was trying to get
18 up here and there's was the hoots and hollers
19 from the room.

20 So, that culture of intimidation
21 that's the reason that you don't see here today
22 the thousands of residents of Revere, the many
23 business owners, small business owners who I saw
24 as well where Councilor Novoselsky and Zambuto

1 were removing signs with their city council logo
2 jackets on from small business's windows on
3 Shirley Street.

4 So, this descent from Winthrop
5 officials that you don't see today, the business
6 owners, the residents of Revere that you're not
7 seeing today, it's a result of this
8 intimidation. So, this room is stacked against
9 us and stacked against our voice. So, please
10 consider that when you're making your decision.

11 Now I voted no on November 5. I
12 live in East Boston. And we voted no to a
13 casino at Suffolk Downs, which I've heard almost
14 everybody discuss this project today, including
15 through the slideshow that Suffolk Downs is a
16 part of this if not the part. It's a casino at
17 Suffolk Downs.

18 It's nothing else but a casino at
19 Suffolk Downs and you need to see that. And
20 I ask you to please throw out this Revere only
21 option. You should have done so as soon as it
22 was presented. This is absurd that you had
23 suggested some other additional vote that could
24 happen and move the date of the application

1 being due an additional few months in favor of
2 the developers.

3 I don't understand how the list of
4 speakers tonight was stacked with all of the
5 pro-people in the front end of the list and us
6 at the end of the list. It seems to me it
7 should be community first and the public
8 officials and the developers last. It should be
9 our voice that should be heard first.

10 I urge you to stand for democracy.
11 I urge you to recognize the vote that 14 out of
12 15 precincts in East Boston voted no on this
13 proposal at Suffolk Downs. I urge you to
14 recognize that this proposal is a far-fetched
15 stretch of the law that would undermine our
16 Commonwealth's democratic process.

17 So, please do not allow this project
18 to move forward in Revere, because this is a
19 Suffolk Downs casino all of the way and we voted
20 no. Thank you.

21 COMMISSIONER MCHUGH: Thank you,
22 sir. Mr. Bogertman and Matthew Neave in the
23 ready chair, please.

24 MR. BOGERTMAN: Commissioners, thank

1 you for your time today. My name is Pastor Tim
2 Bogertman. I work here in Revere as a pastor.
3 I live here in Revere as well.

4 I was involved in the anti-casino
5 efforts that happened here in Revere. And I
6 stand here today representing those who fought
7 and also representing the group Friends of
8 Revere.

9 This group is a group of clergy that
10 came together to stand in opposition against the
11 casino. We had pastors. We had priests, rabbis
12 and imams who were with us in this issue.
13 Although we'd be different in a lot of issues,
14 we came together on this issue and stood
15 together as one.

16 There's a lot we could say about the
17 campaign, but I'll make three points to you
18 today to think about and consider as you
19 deliberate together. The first is this. This
20 was a significant campaign where we were
21 significantly outspent.

22 It's clear that Mohegan Sun had a
23 lot of money \$600,000 to \$12,000 was the
24 difference. This was a grassroots campaign

1 where money was raised between us from our
2 friends, family, people in Revere and others who
3 supported us in this effort. And this effort
4 was supported by us raising our own money to
5 fight against this issue. You could say it's
6 politics but we want to point out that we were
7 going up against a very powerful corporation.

8 Secondly, we want to point out the
9 election results. Yes, Revere did vote yes.
10 However, there was a 37 percent no vote. That
11 is no small number. Compare that to Everett.
12 That is two and a half times the no vote in
13 Everett. It's important to notice that 25
14 points more than the Everett no votes. We have
15 an opposition in Revere. We are a minority but
16 we exist and we are here and we voted. You want
17 evidence people in Revere are against this, look
18 at the election 37 percent said no.

19 Finally to point out as well, I want
20 to point out that we are a divided community.
21 We are divided on this issue. And we
22 experienced this throughout the campaign. There
23 were many people we talked to, people I watched
24 with, talked to and cared about in this campaign

1 that were against this issue. They were there.
2 They exist and they care about this and they
3 said no.

4 We have been divided and anyone who
5 tells you otherwise is selling you something.
6 Because we disagree on this issue. We need to
7 be reunited and that cannot happen until this
8 process is over. We stand against this for
9 those of us who fought in this campaign.

10 In closing, I'd like to point out
11 this issue, that while we as clergy stood
12 against the leadership in our city, we still do
13 care about our leaders. We believe that Mayor
14 Rizzo and others significantly deeply do think
15 they're doing the right thing on this issue. We
16 don't believe their trying to pull tricks. We
17 think they really believe in this issue.

18 But we also disagree with them on
19 the issue itself. In the long run, it's not
20 them fully that we find to hold accountable.
21 It's the leaders that brought this into the
22 state. Those like Deval Patrick who care about
23 liberals -- is a liberal and cares about the
24 poor who brought this to us as an issue and

1 divided us. Where it put Revere against East
2 Boston. Revere against Everett. Revere
3 neighbors against each other.

4 We should not be standing here
5 arguing with each other, booing each other,
6 yelling at each other. We should be caring
7 about the issues in the city and coming
8 together. And because of that issue and because
9 we care about that issue, and we love the city
10 and we love the state we therefore and I
11 therefore say that we support the repeal
12 efforts.

13 And the only way to fight this and
14 to repeal it out of the state, and I thank the
15 SJC for putting this on the ballot, we look
16 forward to vote on it in November. Thank you
17 very much.

18 COMMISSIONER MCHUGH: Thank you very
19 much. All right. Mr. Neave is it, N-E-A-V-E.
20 And then David Searles is next in the ready
21 chair, please.

22 MR. PASCHELL: I'm Justin Pascrell
23 and I'm speaking on behalf of Matt Neave. Thank
24 you Commission for the opportunity to speak this

1 evening. I'm from the host community of East
2 Boston and we voted no on November 5.

3 I'm here today to talk about
4 accountability. There is a famous incident in
5 New York in the 1960s where a woman was killed
6 and 35 people witnessed the killing and no one
7 did anything about it.

8 People blamed the callousness of New
9 Yorkers but psychologists later said the problem
10 was diffused responsibility. So, I want to make
11 it clear that every Commissioner and every
12 politician who is trying to force this proposal
13 on us is individually responsible if this
14 happens. And I want to talk about that more
15 specifically.

16 Commissioner McHugh, if this should
17 go forward you are personally responsible when
18 people in East Boston and other communities no
19 longer vote because they see democracy as broken
20 and because you willfully ignored a vote that
21 they made.

22 Chip Tuttle, when the track closes
23 as you had said it could happen in multiple
24 statements, and you put in writing that you'd be

1 willing to do to allow this casino to be built
2 at Mohegan Sun, you will be responsible for
3 having lied to the people of Revere and East
4 Boston.

5 Mayor Rizzo, when addiction
6 increases in Revere and surrounding communities
7 and crime increases, and let's make no mistake
8 the research tells us that that will happen, but
9 when that has not been brought into the
10 discussion, you will be responsible for not
11 having brought that into the discussion. And
12 the same is true for the politicians who failed
13 to represent us in East Boston.

14 Superintendent of schools here in
15 Revere, regardless of what the mayor told you to
16 do when school dropouts increase as has been
17 proven to happen when casinos are built, you
18 will be responsible for having testified that
19 this was good for schools.

20 Addictions counselors from Revere,
21 when addictions increase, and we know that
22 addictions double within 15 miles of a casino
23 that is proven by research, you will be
24 responsible for having said that somehow

1 building a casino would be good for addressing
2 addictions in Revere and surrounding
3 communities.

4 Mr. Etes, when everyone gets less
5 than promised because this is a ridiculously
6 optimistic proposal that the Boston Globe has
7 said is totally unrealistic in the revenue
8 projections and then you renegotiate and reduce
9 the amount of money going to Revere and all
10 surrounding communities, because the host
11 community agreement says it can be renegotiated
12 at any time for any reason, Mr. Etes you will
13 be responsible. And politicians who signed
14 agreements saying that it could be renegotiated
15 at any time for any reason also will be
16 responsible.

17 We know that in places across the
18 United States casinos have reneged on their
19 agreements, have laid people off, have asked for
20 bailouts. And we know that cities and states
21 across the country that set out to rely on
22 casino revenues are in danger right now.

23 Commissioner Zuniga, you will be
24 responsible when people cannot travel to Logan

1 International Airport because of unaddressed
2 traffic congestion. We know that independent
3 studies say that \$500 million in traffic
4 improvements were needed on Route 1A before this
5 was proposed. The proposal here is for 1/10 of
6 that with an increase of 25,000 cars per day.

7 Commissioner Stebbins, you will be
8 responsible when more children of Eastie,
9 Revere, Winthrop and Chelsea suffer from asthma
10 and when more adults suffer from COPD, rates
11 which are already elevated because of an airport
12 and which will be further elevated because of
13 increased traffic and pollution on these
14 disproportionately impacted communities.

15 Commissioner Cameron, you will be
16 responsible when Route 1A is lined with
17 pawnshops and check-cashing stores just like is
18 happening in Queens, New York. Check the New
19 York Times that is what happens near casinos.

20 In conclusion all of us here are
21 responsible for what happens. All of us here
22 have a choice. Please make the right one.

23 COMMISSIONER MCHUGH: All right.
24 Mr. Searles with Mr. Helms in the ready chair,

1 please. Mr. Helms in the ready chair.

2 MR. SEARLES: Hi. I want to thank
3 the Commission for the opportunity to speak. My
4 name is Pastor David Searles. I'm pastor of a
5 church in East Boston and got to know many of
6 our friends here from Revere and also assisting
7 in the campaign with the Friends of Revere and
8 the Don't Gamble on Revere campaign and working
9 the street and talking with people throughout
10 Revere.

11 And certainly do love the people
12 here and care about them very much, but I am
13 here to address the Commission on what we've
14 been told is a fair and transparent process. It
15 may be my only chance to address the Commission,
16 so I thank you for the opportunity to do that.

17 I came prepared to ask a few
18 questions, but I'm assuming by previous comments
19 that you can't answer questions, but I'll pose
20 it as a question and then go on if you're not
21 able to answer it. I came a little late to the
22 meeting, but my question is is this a host
23 community meeting for a casino at Suffolk Downs?
24 Would that be a fair and accurate depiction of

1 this meeting that this is a host community
2 meeting at Suffolk Downs?

3 And it appears that is in fact the
4 case, because I hear a lot of people here, in
5 fact, talking in favor of a casino Suffolk
6 Downs. And that has been my impression all
7 along, all of the way back up and to November 5,
8 2013 that in East Boston and in Revere everybody
9 going to vote on that day were going to vote on
10 a casino at Suffolk Downs.

11 My friends in Revere have
12 continually come up to the podium and said we
13 want this casino because it will help keep a
14 track open at Suffolk Downs. And the reality is
15 that that track is located primarily where?
16 Yes, that's right East Boston.

17 But then we're told that it's
18 possible once that vote has come in and the
19 understanding that both communities needed to
20 pass that resolution, pass that vote for it to
21 proceed. But there was one community that voted
22 for it, Revere, yes. But there was one
23 community that voted against. And that was
24 community of East Boston who in fact were voting

1 for the whole city of Boston. They were
2 representing the city of Boston in that vote.
3 Voted no, the assumption by all was that would
4 be the end of it.

5 But somehow the project was allowed
6 to go forward. I don't know how. I don't know
7 why. And it seems that the evidence is still
8 clear here tonight in this conversation
9 including the presentation we saw. I got here
10 late, yes, but I got here in time to see the
11 nice presentation at the beginning from Mohegan
12 Sun officials. Very nice visual presentation
13 that included an image of the casino and the
14 racetrack.

15 So, in my mind and it seems clear in
16 everybody's mind here that we're still talking
17 about a casino at a location called Suffolk
18 Downs that is in two communities. And one
19 community has already voted no. East Boston has
20 already voted no on that proposal.

21 We've heard that Logan Airport is a
22 place for people to come in. Logan Airport is
23 located where? Again, Suffolk Downs will be
24 able to continue racing but where is the track

1 located? Boston tunnels will allow people to
2 come to Suffolk Downs, Boston tunnels, Boston
3 tunnels will allow these people to come. So, it
4 seems to me very clear that this has always been
5 about a casino at Suffolk Downs. And one
6 community has already voted. It is the
7 opportunity for this Commission to make this in
8 fact fair and transparent.

9 Fair and transparent in supporting a
10 community that has already voted against this
11 proposal. If this Commission chooses not to do
12 that I'm afraid that there will only one way
13 that this becomes transparent. That this
14 Commission has always intended for a casino to
15 be at this location in spite of what anybody
16 says in spite of any votes.

17 COMMISSIONER MCHUGH: Thank you,
18 very much.

19 MR. SEARLES: Thank you.

20 COMMISSIONER MCHUGH: Mr. Helms.

21 MR. HELMS: Yes, Sir.

22 COMMISSIONER MCHUGH: And Robert
23 Merowitz in the ready chair, please. Mr. Helms.

24 MR. HELMS: Thank you for allowing

1 me to speak, ladies and gentlemen. My name is
2 Mark Helms. I own several properties in Revere
3 both business and residential. And I have co-
4 owned and operated a media company called Sound
5 and Vision Media here in Revere for the past 26
6 years. I currently live in Revere within two
7 miles of Suffolk Downs in Beachmont.

8 I've had the good fortune of working
9 a great deal with our Mayor Dan Rizzo for many
10 years. So, through him, I've watched Revere
11 progress and transform tremendously under his
12 leadership, tremendously.

13 Dan is a hardworking and dedicated
14 mayor. And I've seen a lot of mayors. And I'm
15 proud to call him my friend. But I'm more proud
16 for what he has done for our city.

17 I also know Chip Tuttle. I know he
18 has the same dedication and hardworking
19 mentality as our Mayor Dan Rizzo. And that's a
20 fact. These people are doers. They're not just
21 talkers.

22 I've attended many events at Suffolk
23 Downs over the years. And they all were well-
24 organized and enjoyable experience. I don't

1 remember any negative things happening, any
2 problems whatsoever. And I know a lot of this
3 credit goes to Chip and his impressive team here
4 at Suffolk Downs.

5 I've recently met with Peter Schultz
6 of Mohegan Sun. And naturally, I had a lot of
7 questions for him to ask about the casino coming
8 to Revere which is a five-minute drive from my
9 house and my office building. And believe me as
10 a businessman and as a resident of Revere, if I
11 saw any problems whatsoever in this proposed
12 casino, I would not be shy to share my opinion
13 with anyone.

14 However, I just do not see any
15 downside at all here. What I do see is a great
16 opportunity to restore Revere Beach and Suffolk
17 Downs as real tourist and business destinations.
18 When you break it all down, you have three great
19 entities here, simple. Right here close to
20 Logan Airport and accessible to everyone. You
21 don't even need a car.

22 You have the country's first public
23 beach, a national historic landmark since 1895,
24 which is the perfect three-mile crescent beach.

1 Under Dan's leadership, the city of Revere and
2 the beach attractions have been getting bigger
3 and drawing larger crowds every year since he's
4 been our mayor.

5 You have the iconic legendary
6 Suffolk Downs racetrack whose history of great
7 horse races like the Massachusetts Handicap goes
8 back to the 1930s. Suffolk Downs has
9 consistently proven to be the perfect host of
10 other great events and concerts like Aerosmith
11 and even the Beatles back in 1966.

12 I was very surprised and pleased
13 that no one will suffer the consequence of a
14 traffic problem in the area because the folks at
15 Mohegan Sun are going to absorb all of the costs
16 of the traffic infrastructure in and around the
17 casino. So, that is not a hindrance to the
18 neighbors and the people who live here or the
19 people in any other bordering communities.

20 So, in summation as a local resident
21 and as a businessman I do not see any flaws or
22 downsides to this great opportunity. And I
23 welcome Mohegan Sun. And I thought about this
24 long and hard. This is a great opportunity for

1 the city of Revere and new jobs, entertainment
2 and tax revenues for our evolving and growing
3 city with a solid traffic solution, all expenses
4 paid by Mohegan Sun.

5 This is a win-win situation for
6 Revere, and a tremendous opportunity for Revere
7 and New England without creating any traffic
8 problems, which I think is great. Thank you.

9 COMMISSIONER MCHUGH: All right, Mr.
10 Helms. Thank you. All right, Mr. Merowitz.
11 And I said we had a hard stop at 8:00. And it
12 is just about 8:00. So, this will be the last
13 speaker of the evening. And then I'll explain
14 what we're going to do to follow up on those we
15 couldn't reach tonight. Mr. Merowitz, thank
16 you.

17 MR. MEROWITZ: Thank you
18 Commissioners, Mayor Rizzo. I am one of the
19 principles of the Wonderland Ballroom here in
20 Revere, which has been in Revere's history now
21 for over 70 years. It has seen a lot of great
22 artists over the years from Tommy Dorsey to
23 Glenn Miller to Frank Sinatra to a lot of
24 people.

1 A lot of people in this room I'm
2 sure have spent at least one evening at the
3 Wonderland Ballroom. But the property is very
4 tired. We have been working with the city of
5 Revere for a couple of years now to redevelop
6 the Wonderland site. And we've designed a 196-
7 room hotel with 175-car parking garage on that
8 site coupled with all of work the MBTA has done
9 in the Wonderland station, it will be a real
10 catalyst for the city.

11 It will mean a lot of union
12 construction jobs, 100 permanent jobs, a lot of
13 tax revenue to the city. And revitalization in
14 Revere is absolutely critical. Our project
15 would be about a \$30 million project. And
16 Mohegan Sun would be the catalyst to new
17 development and revitalization in the city of
18 Revere.

19 I know of a lot of projects which
20 would like to get going but they need a
21 catalyst. And clearly that catalyst would be
22 Mohegan Sun. So, obviously we're very much in
23 favor of revitalization of the city and Mohegan
24 Sun. Thank you very much.

1 COMMISSIONER MCHUGH: Thank you.
2 All right. As I said, it is now 8:00. We're
3 going to stop this. We advertised that we
4 would. We will come back to this venue on
5 either July 15 or July 17. And we will keep the
6 -- We'll decide that date more specifically at
7 our meeting this Thursday. And then we'll post
8 that meeting or the continuation of this meeting
9 really. We're not going to conclude it.

10 And we will keep the same list in
11 the same order so that the people that we didn't
12 meet tonight will have an opportunity to talk
13 because we want to hear what you have to say as
14 well. Then as I said, we'll have one final
15 meeting in August when we'll close the meeting.
16 So, thank you all very much for your
17 participation and we'll look forward to seeing
18 you in July.

19

20 (Meeting suspended at 8:03 p.m.)

21

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23

24

1 ATTACHMENTS:

- 2 1. Massachusetts Gaming Commission June 24,
3 2014 Notice of Meeting and Agenda

4

5 MOHEGAN SUN:

6 Kevin Brown, Chairman MGTA

7 Mitchell Etes, CEO, Mohegan Sun

8 Gary Luderitz, VP Operations and Development,

9 Mohegan Sun

10 Doug Pardon, Brigade Capital

11 Hugh Trumbull, Kohn, Pederson, Fox Associates

12

13 GUEST SPEAKERS:

14 The Honorable Daniel Rizzo, Mayor of Revere

15 Dr. Paul Dakin, Superintendent of Schools

16 Anthony Zambuto, Revere City Council

17 RoseLee Vincent, Representative

18 Arthur Guinasso, Revere City Council

19 Ira Novoselsky, Revere City Council

20 John Powers, Revere City Council

21 Richard Penta, Revere City Council

22 John Festa, Dir. Economic Development, Revere

23 Frank Stringi, Planning Director, Revere

24 Gene Doherty, Revere Fire Chief

1 GUEST SPEAKERS:
2 James McKenna, Winthrop Town Manager
3 Terence Delehante, Winthrop Police Chief
4 Paul Flanagan, Winthrop Fire Chief
5 Morris Morris, WWII Veteran
6 Leslie Gould, Lynn Area Chamber of Commerce
7 Stephanie Scopa, Revere Chamber of Commerce
8 Donna Potito-Mahoney
9 Roger Brunell
10 Louis Ciarlone
11 Hillary Kramer
12 Vincent Milaiko
13 Edward Deveau
14 Kathleen Orlando
15 Anthony Chianca
16 Joe Todesca
17 Dennis Moschella
18 Jaimie McNeil
19 Kate O'Neil
20 Bobby McKenna
21 Matt Cameron
22 Jordano Mecagni
23 Celeste Meyers
24 Joseph Catricala

1 GUEST SPEAKERS:

2 Brian Gannon

3 Tim Bogertman

4 Justin Pascrell

5 David Searles

6 Mark Helms

7 Robert Merowitz

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I, Laurie J. Jordan, an Approved Court Reporter, do hereby certify that the foregoing is a true and accurate transcript from the record of the proceedings.

I, Laurie J. Jordan, further certify that the foregoing is in compliance with the Administrative Office of the Trial Court Directive on Transcript Format.

I, Laurie J. Jordan, further certify I neither am counsel for, related to, nor employed by any of the parties to the action in which this hearing was taken and further that I am not financially nor otherwise interested in the outcome of this action.

Proceedings recorded by Verbatim means, and transcript produced from computer.

WITNESS MY HAND this 26th day of June, 2014.

LAURIE J. JORDAN	My Commission expires:
Notary Public	May 11, 2018