

THE STATE OF THE CITY ~ January 15, 2015

City of Atlantic City

“The Next Steps...”



Don Guardian, Mayor

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City Council Members

Frank M. Gilliam, Jr. Council President

Steven Moore, Council Vice President

Aaron Randolph, Councilman

Marty Small, Councilman

William Marsh, Councilman

Rizwan Malik, Councilman

Tim Mancuso, Councilman

George Tibbitt, Councilman

Moisse Delgado, Councilman

Rhonda Williams, City Clerk

Senior Staff

Chris Filiciello, Chief of Staff

Arch Liston, Business Administrator

Jason Holt, City Solicitor

Michael Stinson, Director of Revenue & Finance

Paul Jerkins, Director of Public Works

Elizabeth Terenik, Director of Planning & Development

Doreen Tucker, Director of Human Resources

Dale Finch, Director of Licenses & Inspections

Brian Jetter, Chief Court Administrator

Henry White, Chief of Police Department

Dennis Brooks, Chief of Fire Department

Don Guardian, Mayor



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Things my
Chief of Staff wouldn't let me say...

- **"You know it is a typical day in my Administration when you wake up in the morning to find out that Caesars declared bankruptcy, all the elevators at City Hall are down, and there was a water main break at the Public Works Yard!**

- **Caesars could've at least waited until after we *finished* our lunch today before announcing!"**

Don Guardian, Mayor



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Things my
Chief of Staff wouldn't let me say...

- **"If I had a dollar for every time someone said to me we need to build an indoor waterpark, I could've built the damn thing myself!"**

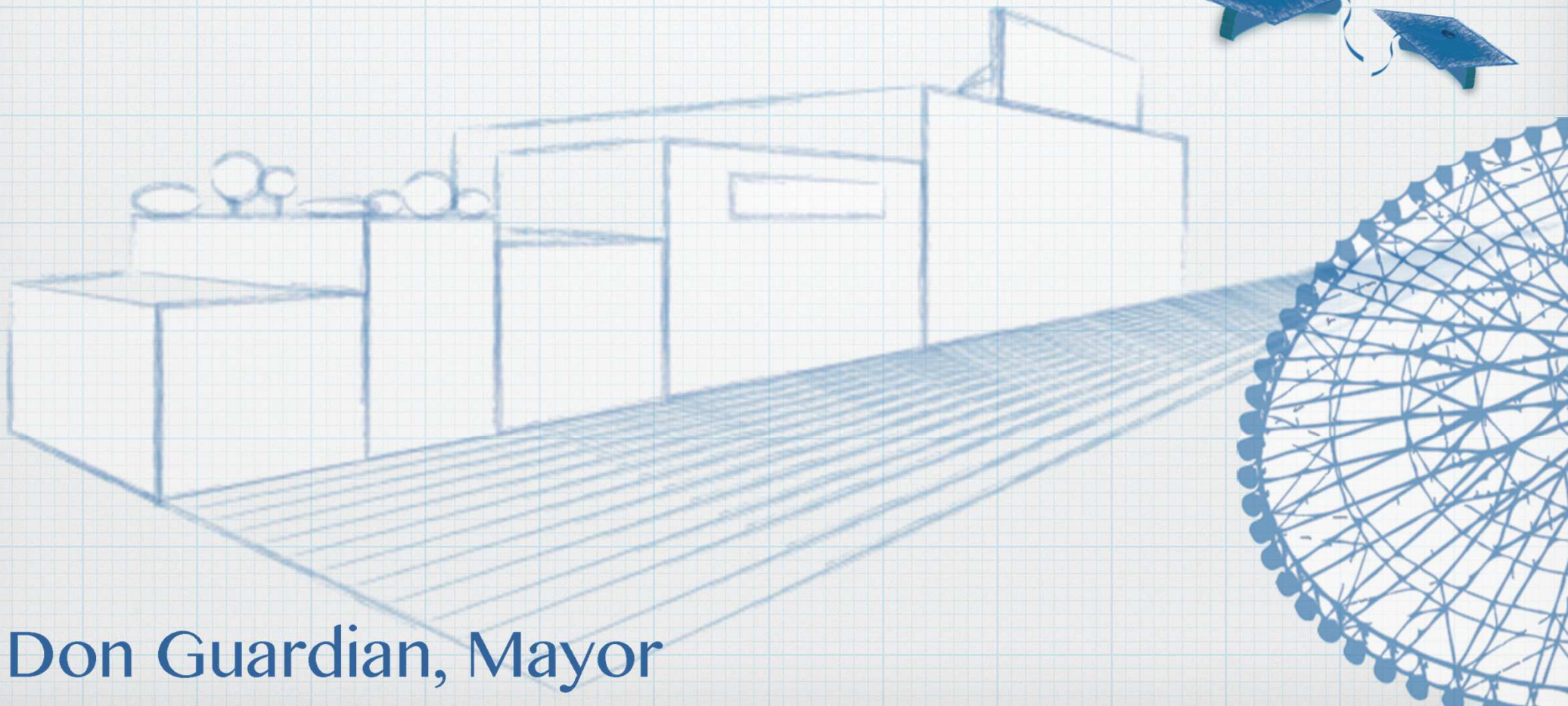


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Things my
Chief of Staff wouldn't let me say...

- **"At least we are not Detroit."**



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Things my
Chief of Staff wouldn't let me say...

- **"Speaking of Detroit..."**
- **Yes, of course, I think it's a great idea to have a monitor monitor our State monitor whose job it is to monitor me."**

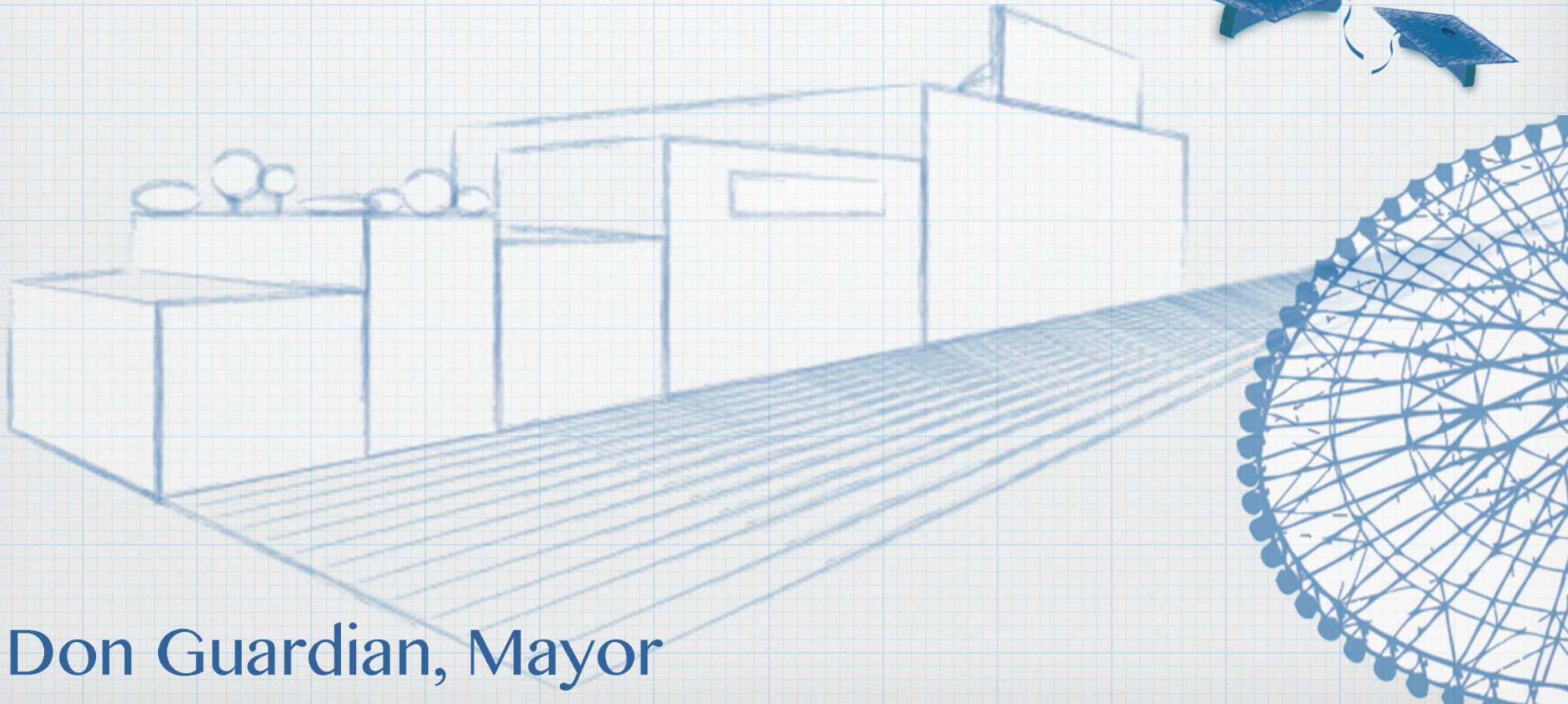


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Things my
Chief of Staff wouldn't let me say...

- **"Yes, I did promise a root canal last year, but unfortunately, I forgot the novocaine!"**



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The Root Canal is almost over!



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Stockton at the Beach

College Campus to be operational in Fall of 2015

Beachfront Tower – hotel, retail and restaurants!

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ACCC – Atlantic City Campus

22,547 sf expansion completed

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Bass Pro Shop at The Walk

Opening in the Spring 2015

\$34 million project, 200 full time & part time jobs

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Conference Center at Harrah's

Opening in the late 2015

250,000 square feet, 60 permanent jobs

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Resort's Conference and Meeting Center

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Atlantic City Convention Results in 2014

- **Meet AC Created** – a new non-profit focused on boosting meeting and convention trade.
- **Room Nights Sold in Future Years** – 171,465 (Up 59% from last year).
- **Projected Attendees** – 697,944 (Up 58% from last year).
- **Projected Delegate Spending** - \$189,748,148 (Up 43% from last year).
- **Launched the Atlantic City Sports Commission**



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Casinos Post Revenue Gains in 2014

□	Borgata Casino Hotel	\$687.3 M	Up 10.7%
□	Harrah's Casino Hotel	\$365.4 M	Up 2.5%
□	Tropicana Casino Hotel	\$297.2 M	Up 29.9%
□	Golden Nugget	\$185.6 M	Up 48.4%
□	Resorts Casino Hotel	\$139.4 M	Up 6.6%



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World Class Dining

Guy Fieri's Chophouse
The Iron Room

Wingcraft Kitchen & Beer Bar

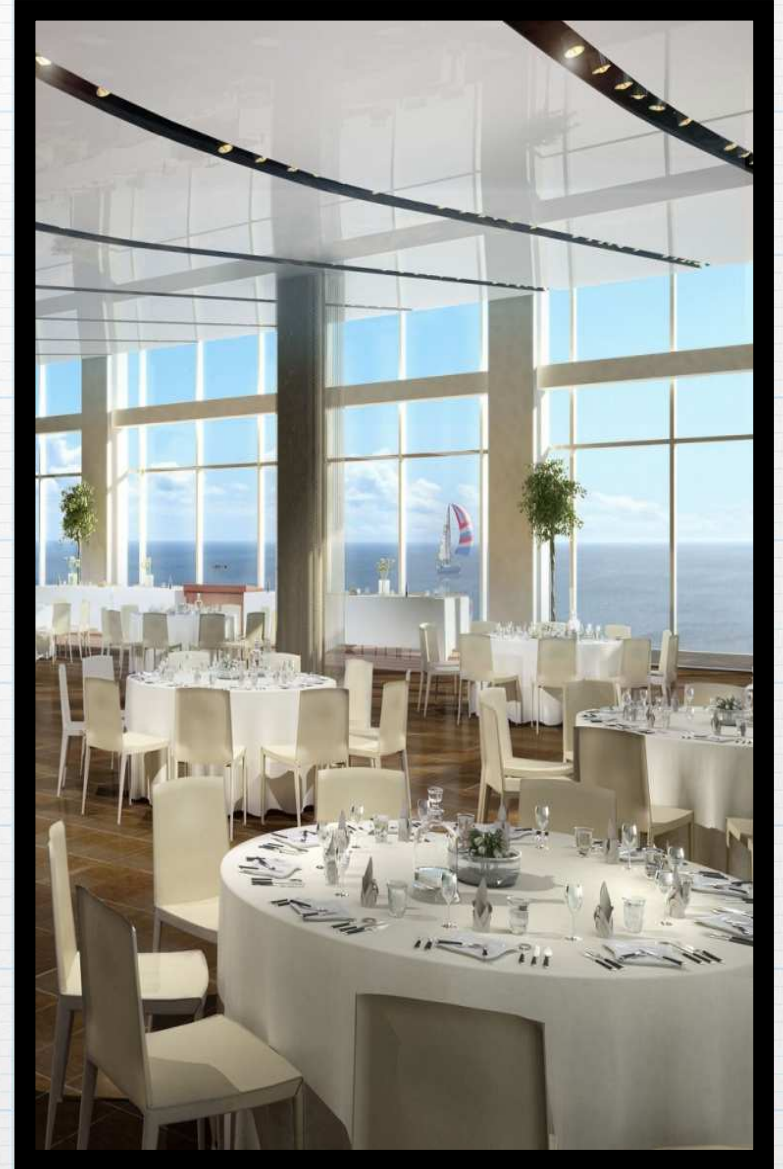
Gordon Ramsey Pub & Grill

Martorano's

Perfectly Innocent Amusement Co.
and others added in 2014-2015



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Tropicana Boardwalk Façade Enhancements and Expansion

Opening in 2015

\$35 million project, 80 permanent jobs

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The Pier Shops at Caesars

- 300,000 sf mall
- Purchased by Tower Developments
- Developed Northern Liberties in Philadelphia
- Future entertainment and retail center



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Claridge Hotel

- Purchased by TJM Properties of Clearwater, Florida
- Fully restored historic hotel
- Home of the AC Ballet
- Garden State Discovery Museum
- Art Gallery



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Boraie Mixed Use Development

\$100 million investment, 200 to 250 construction jobs

First Phase: Multifamily residential rental units (250 units)

Second Phase: Retail, movie theater and parking garage

Construction starting Spring 2015

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Hope VI Conifer Homes

- \$26 million investment
- 90 homes
- 109 construction jobs
- Under construction



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Gardner's Basin Expansion and Redevelopment

World-class working harbor/tourism destination with additional restaurants, shops and entertainment venues

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Steel Pier Big Wheel Attraction
Opening in late 2015

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Reconstruction of the Boardwalk from Revel
to Gardner's Basin

Construction starting in Spring 2015

\$50 million — partnership with the Army Corps of Engineers,
FEMA, NJEDA, NJDEP and NJDCA

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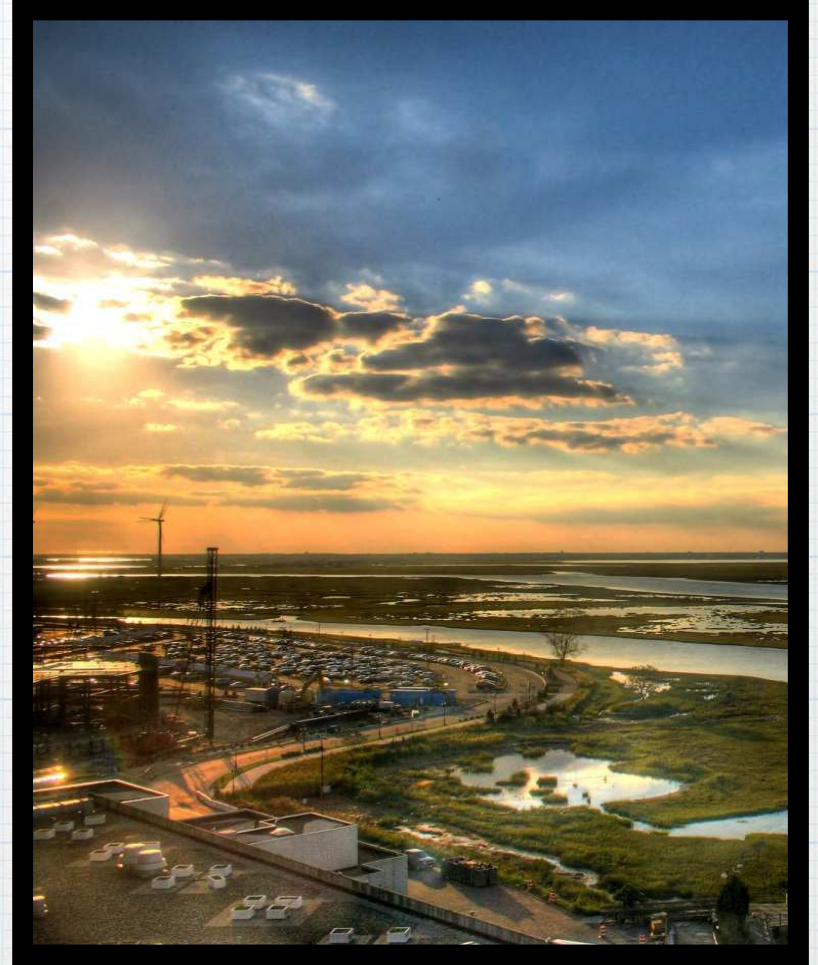
Flagship Deck Overlooking Absecon Inlet

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Baltic Avenue Flood Gates

- \$7 million investment funded by various grants,
- Impacts 815 acres,
- Pump stations in the Inlet neighborhoods,
- Partnership with USEDA, FEMA and other State funding resources
- Construction starts Spring 2015



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Paving Projects Underway Soon:

Pacific Avenue
Maryland Avenue
Arctic Avenue
Ventnor Avenue
Marmora Avenue



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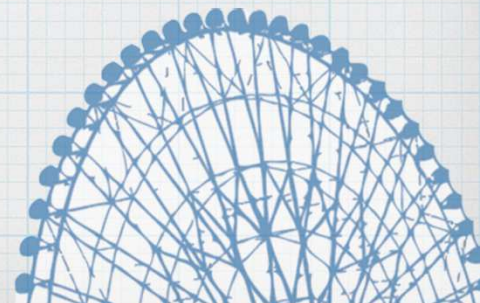


- Expand Special Events, Beach Concerts, Fireworks, Festivals & Events

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Great Things That are Happening in
Atlantic City that I was Told Not to
Talk About Yet!

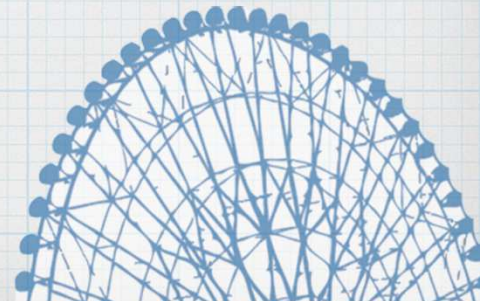


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HUD National Disaster Resilience **\$1 Billion Competition**

- **\$1 billion is available in grants to recover from natural disasters**
- **Atlantic City has been selected by the State to apply for HUD funding for the Chelsea Heights Neighborhood**
- **Phase 1 Application is due to HUD by March 16, 2015**
- **Funding could be in excess of \$100 million**

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Georgetown University Energy Prize \$5 million **Competition**

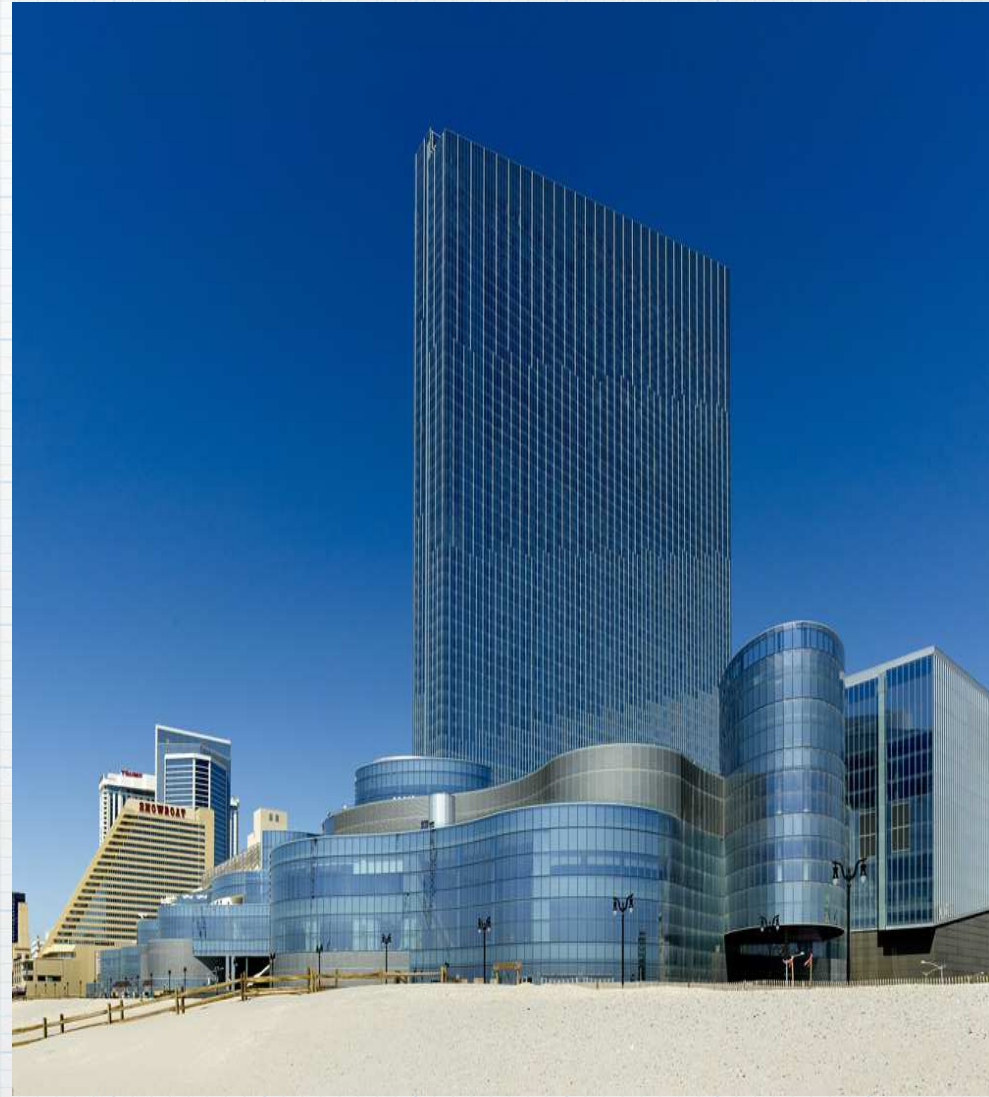
- Atlantic City was **one of only 50 cities selected to compete** in this winner take all competition. To win the City is implementing LED Street Lights, making City Buildings more energy efficient and converting its fleet to CNG fuel.

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Revel Hotel

- Purchased by Glenn Straub
- Plans include:
 - o Upper Floor Condo Development,
 - o Hotel,
 - o Casino,
 - o Restaurants,
 - o Waterpark, Polo Field,
 - o And much, much more
 - o Opening Summer 2015



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Atlantic Club Hotel

- Purchased by Endeavor Property Group
- Plans include:
 - Reuse of some rooms for Condo Development,
 - First Class Hotel accommodations,
 - An Outrageous Entertainment Feature



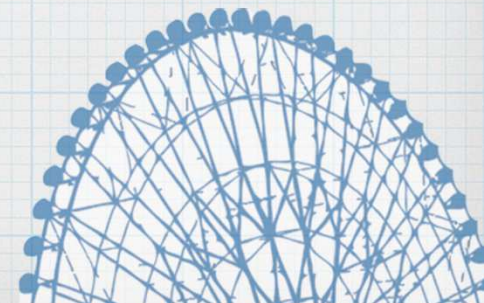
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Reduction in Crime, Use of Force, Internal Affairs Complaints

- **Violent Crime is down in Atlantic City due to City-Wide Clean And Safe Program**
 - **Aggravated Assaults – down from 220 in 2013 to 139 in 2014**
 - **Robberies – down from 237 in 2013 to 195 in 2014**
 - **Homicides – down from 18 in 2012 to 3 in 2013**

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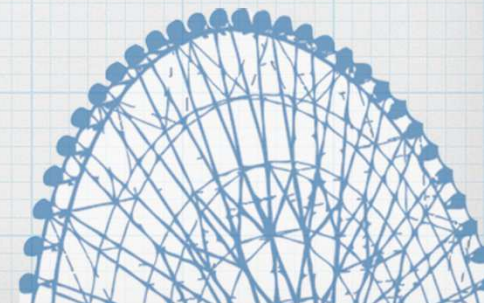


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Atlantic City Recovery Plan Elements

- **Cut Expenses** – reduce municipal personnel, benefits, expenses and school costs.
- **Revenue Enhancement** – right-sizing municipal state aid and school district aid, redirect revenues from other public entities and sale of city assets.
- **Revenue Stabilization** – alternative tax payment for gaming industry, redirection of investment and Atlantic City Alliance payments and use redevelopment laws for economic development.

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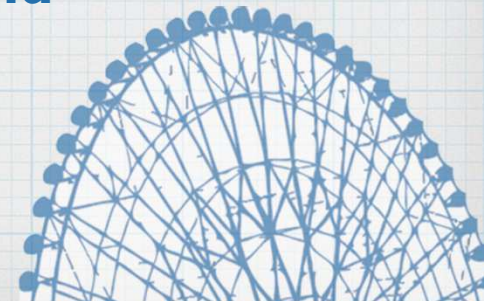
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Legislative Leaders

KEY PARTNERS

- **Senators Bob Menendez and Cory Booker**
- **Congressman Frank LoBiondo**
- **Governor Chris Christie**
- **Senate President Steve Sweeney**
- **Senate Minority Leader Tom Kean**
- **Assembly Speaker Vincent Prieto**
- **Assembly Majority Leader Louis Greenwald**
- **Assembly Minority Leader on Jon Bramnick**
- **Senator Jim Whelan**
- **Assemblymen Chris Brown and Vince Mazzeo**
- **Atlantic County Executive Denny Levinson and Atlantic County Freeholders**

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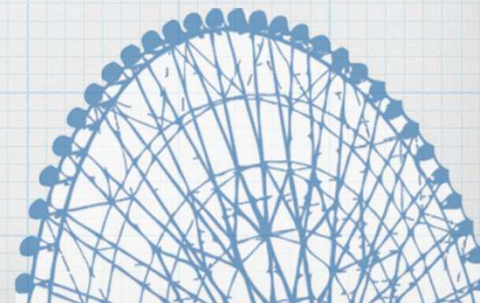


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Legislative Package

- **Legislation**
 - **Casino Property Tax Stabilization Act**
 - **School Monitoring and State Subsidy**
 - **Casino Investment Alternative Tax**
 - **Marketing**
 - **Guarantee of Health Benefits of Casino Employees**

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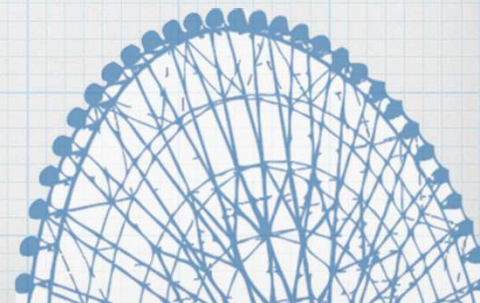


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City Employment

- **Goal** – 250 to 300 less positions by the end of 2015
- **City Hiring Freeze Since 1/1/14** - resulted in 140 less jobs
- **City Promotion Freeze Since 1/1/14**
- **City Salary Increase Freeze Since 1/1/14** - except for union contracts

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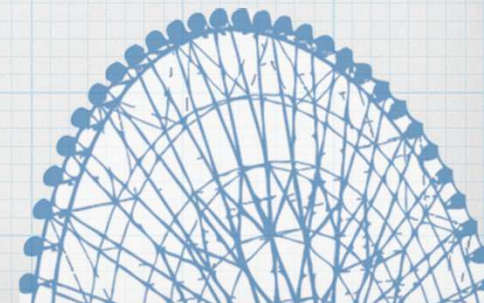


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Sale of Assets

- **Patsy Wallace Center** – sold in 2014 for \$1M
- **Garden Pier** – lease or sell pier for destination commercial uses
- **Kennedy Plaza** – lease building for café or restaurant
- **Gardner's Basin** – lease or sell the park and surrounding areas for restaurant/commercial development
- **Fire Houses** – sell two unused fire houses
- **ACMUA** – transfer to City Utility
- **Parking** – create a Parking Utility and overall the system into a revenue making operation
- **Vacant Land** – sell properties through an RFP process to promote redevelopment

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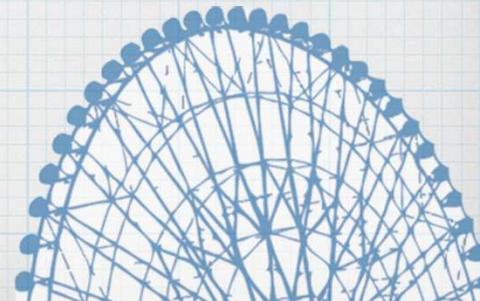


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Stars are Aligning in 2015

- Property Values are Ideal for New Investors
- Strong Funding Support by NJ Grows Tax Credits and Economic Recovery & Growth Grants through the NJEDA
- Business Friendly Administration is Welcoming New Businesses and Job Creators
- New Venues and Activities Beyond Gaming
- Continued Emphasis on Clean and Safe
- Stabilizing and Reducing Cost of City Government and Schools

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