

**CASINO REINVESTMENT DEVELOPMENT AUTHORITY
LAND USE REGULATION AND ENFORCEMENT DIVISION**

APPLICATION NO. 2015-08-1638

IN THE MATTER OF THE APPLICATION OF:

LONGACRE NEW JERSEY PROPERTIES,
L.L.C., SEEKING PRELIMINARY AND
FINAL SITE PLAN APPROVAL FOR
BLOCK 151, LOT 15, LOCATED AT
10 SOUTH NEW YORK AVENUE,
ATLANTIC CITY, NEW JERSEY
(FORMER MORRIS GUARDS ARMORY)

THURSDAY - SEPTEMBER 3, 2015

TRANSCRIPT OF THE PUBLIC HEARING held

in the above-referenced matter, held at the
CASINO REINVESTMENT DEVELOPMENT AUTHORITY, 15
South Pennsylvania Avenue, Atlantic City, New
Jersey, before Lynda R. Gamon Snelgrove, a New
Jersey Certified Court Reporter and U.S.
Registered Professional Reporter, on the above
date, commencing at 10:00 a.m., there being
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APPEARANCES:

CASINO REINVESTMENT DEVELOPMENT AUTHORITY
LANCE B. LANDGRAF, JR.
Director of Planning
Appearing as the Chairman
ROBERT L. REID
Land Use Regulation Enforcement Officer

RIKER, DANZIG, SCHERER,
HYLAND & PERRETTI, L.L.P.
BY: SCOTT G. COLLINS, ESQUIRE
Land Use Attorney for the CRDA

COOPER LEVENSON APRIL
NIEDELMAN & WAGENHEIM, P.A.
BY: NICHOLAS F. TALVACCHIA, ESQUIRE
Attorney for the Applicant

ALSO PRESENT:

COFONE CONSULTING GROUP
BY: CHRISTINE A. COFONE
Appearing for the CRDA

ADAMS, REHMANN & HEGGAN
BY: WILLIAM ENGLAND
Appearing for the CRDA

LONGACRE NEW JERSEY PROPERTIES, L.L.C.
BY: TODD WOMELSDORF
Appearing for the Applicant

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*A-1	Photo array and floor plans	19
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*Exhibit not furnished to court reporter for attachment to all transcripts

1 CHAIRMAN LANDGRAF: I call the
2 September 3rd Land Use Regulation and Enforcement
3 Division hearing to order.

4 Will everyone rise for the Pledge of
5 Allegiance.

6 (The Pledge of Allegiance is
7 recited.)

8 CHAIRMAN LANDGRAF: Thank you. This
9 hearing has been noticed in accordance with the
10 Senator Bryon M. Baer Open Public Meetings Act.

11 We have one item on the agenda
12 today, and that's for the Longacre New Jersey
13 Properties, L.L.C., Application Number 2015-08-1638.
14 It's for preliminary and final site plan for a
15 proposed mixed-use development, 25 residential units
16 and first floor commercial.

17 Mr. Talvacchia, I see that you're
18 here.

19 MR. TALVACCHIA: Yes.

20 CHAIRMAN LANDGRAF: I'll leave the
21 rest up to you.

22 MR. TALVACCHIA: Thank you.

23 Good morning, everyone. Nick
24 Talvacchia for the applicant. With me today is John
25 Longacre and from his office Todd --

1 MR. WOMELSDORF: Womelsdorf.

2 MR. TALVACCHIA: -- Womelsdorf,
3 thank you. I have trouble pronouncing his name.

4 CHAIRMAN LANDGRAF: Has everyone
5 signed in that's --

6 MR. TALVACCHIA: I think so. Have
7 you signed in there?

8 MR. LONGACRE: (Mr. Longacre
9 indicates.)

10 MR. TALVACCHIA: We will.

11 CHAIRMAN LANDGRAF: What I'll do
12 Nick, if I could, just I'll ask Mr. Reid to comment
13 on the notice requirements.

14 MR. TALVACCHIA: Sure.

15 MR. REID: Yes. I've reviewed the
16 proof of service provided by Mr. Talvacchia. And
17 everything is in order, and we have jurisdiction to
18 hear this.

19 CHAIRMAN LANDGRAF: Okay. Thank
20 you.

21 MR. TALVACCHIA: I'm going to do a
22 brief introduction, and then I'm going to let
23 Mr. Longacre talk about his philosophy, what he's
24 done in Philadelphia and other places, and then his
25 vision for this site and how he thinks it's going to

1 work. And it's very exciting for Atlantic City
2 because it really is exactly what the Tourism
3 District and the CRDA is seeking to do -- diversify
4 the market to make Atlantic City a livable place
5 again.

6 So in April of this past -- of this
7 year Mr. Longacre through an entity he controls
8 purchased what we all know as the Morris Guards
9 Armory Building, a historic building in Atlantic
10 City, a long history, and the proposal is, as
11 Mr. Landgraf says, to change it to a mixed-use
12 building, residential, 25 units, including the
13 addition of a fifth floor, and a roof deck for an
14 amenity for the guests. And we're going to show you
15 that.

16 The site does not have parking, but
17 it has sufficient deficiency credits from the past so
18 it doesn't need it; plus, there's an 85 percent
19 reduction the ordinance affords for properties
20 located near transportation routes.

21 The building is about 26,000-plus
22 square feet total, and it's located in the CBD zone
23 where residential, second floor above, is permitted
24 and commercial on the first floor is permitted. So
25 the use is completely permitted. We have no setback

1 variances, no coverage variances, no variances at
2 all. So this is purely a site plan application.

3 So with that I'd like to have
4 Mr. Longacre talk to you about his vision for this
5 building and the plans going forward.

6 CHAIRMAN LANDGRAF: Okay. Why don't
7 we have Mr. Longacre sworn in.

8

9

10

11 JOHN LONGACRE, having been duly
12 sworn, testified as follows:

13 (Time noted: 10:03 a.m.)

14

15

16

17 MR. TALVACCHIA: And, John, for the
18 record, you are the principal of Longacre New Jersey
19 Properties, L.L.C., and the applicant --

20 THE WITNESS: Correct.

21 MR. TALVACCHIA: -- and owner of the
22 building; correct?

23 THE WITNESS: Correct.

24 MR. TALVACCHIA: All right. So why
25 don't you talk about, you know, who you are and what

1 your company does and what your goals are for this
2 property.

3 THE WITNESS: Sure. My, my company
4 specializes in urban revitalization, and we do it in
5 a nontextbook fashion. We're not CAP driven
6 developers or pro forma-based developers of any kind.
7 We don't use any subsidies for anything. Our whole
8 philosophy is around urban revitalization. And, you
9 know, my education is in economics and public policy,
10 so we take a much different approach to what we do
11 than I think, you know, your standard CAP driven,
12 for-sale type of developers.

13 I studied the Atlantic City market
14 for three solid years trying to figure out how it got
15 here, why it got here. I feel like I have a really
16 firm grasp on it. And the development initiative
17 that -- several development initiatives that we have
18 underway right now are kind of to help build a middle
19 market that doesn't exist here. And when I, when I
20 refer to "middle market," I mean just people like you
21 and me that, you know, of average income, that will
22 live here year-round and that will come here
23 potentially for a second home market.

24 And I truly believe that the two
25 projects that we have -- three projects that we have

1 underway right now are going to help build that
2 middle market because, quite frankly, we're building
3 for a market that doesn't exist here. We're not
4 building for a tourism market; not building for a
5 second home market that doesn't exist. We're
6 building to bring people to live here year-round.

7 And the uses and kind of the plan
8 for this project and another one that will -- I'm
9 guessing will be in front of you guys soon -- is to
10 accomplish exactly that goal. We're looking for
11 people to lease up these properties that don't
12 currently live here that are going to live here
13 year-round. And we're going to do it through a
14 combination of amenities, new businesses, and, and
15 we're going to come in at commensurate market rates
16 that already exist for product that isn't in the
17 market.

18 We do a lot of stuff backwards, I
19 like to say. Like typically if we go into a
20 disinvested neighborhood, we'll start with a
21 business. Because when we put in a business in a
22 neighborhood, a business that really doesn't belong
23 there, we see that the socioeconomic impact is so
24 much greater than if we would have just built, you
25 know, 50 houses. Not only that, but people want to

1 live near amenities. Amenities are a huge deal. I
2 mean, you can build 50 houses in a disinvested
3 neighborhood and you're not going to, you're not
4 going to get the population that you want because
5 people don't want -- they're not going to move
6 someplace just because they like the house. They're
7 going to move to the place because there's a cool
8 coffee shop and there's a great gastropub or there's
9 a cool produce store; are they close to big-box
10 shopping. The amenities are really what drives that
11 market. I mean that's, that's how we see it in the
12 urban centers that we go into.

13 And I don't think Atlantic City is
14 any different. Atlantic City has two markets. You
15 have the market for my mom to go to a Bobby Flay
16 restaurant and go see a second-rate comedian or you
17 have the market that's not really sophisticated.
18 It's a lot of just conforming uses that have taken
19 on, you know, one owner to another owner to another
20 owner to another owner, just kind of been driven
21 down. You don't have anything new in that middle
22 market. And there's a lot of policy reasons and
23 red-tape reasons. There's a whole host of reasons
24 for that. But that's the market that we're
25 addressing today. And I'm pretty confident in our

1 plans for that, and I'm looking forward to it.

2 CHAIRMAN LANDGRAF: It's refreshing,
3 it really is, and, John, we've spoken before, you
4 know, out at certain ULI events. And it is a
5 refreshing take on someone new coming into the city
6 and doing something like that, so I'm excited about
7 it.

8 A great oldie, it's a great old
9 building. I mean, I've been inside of it. It's just
10 a neat old building, and it will be nice to see it
11 come back.

12 THE WITNESS: I think so, and like
13 certain things that's so backwards about this market
14 is, like, you know, Nick was talking about the
15 parking. We don't want parking. We don't want to
16 build a parking spot. We want people that live here
17 that want to walk to amenities.

18 MS. COFONE: Right.

19 THE WITNESS: We want an urban
20 environment, and I believe that that section -- you
21 have an infrastructure there that's truly urban, but
22 it doesn't look like it and it doesn't act like it.
23 So we're -- we want to make that section urban,
24 year-round population, businesses that are open all
25 year. And I think we can do it. I'm pretty sure we

1 can do it. We have a plan, an amenity plan for that
2 parking lot next door, and we have some pretty neat
3 things in the works.

4 MS. COFONE: Did you say that you
5 were going to open a business in the area?

6 THE WITNESS: Several. In this
7 building --

8 MS. COFONE: Really.

9 THE WITNESS: -- we're going to have
10 three or four.

11 MS. COFONE: Do you have anything in
12 mind specifically?

13 THE WITNESS: Absolutely. We're
14 going to bring our family of brands down from
15 Philadelphia.

16 MS. COFONE: Which are?

17 THE WITNESS: We have South
18 Philadelphia Tap Room which was rated the best beer
19 bar in Philadelphia; American Sardine Bar which was
20 rated, last year, Philadelphia Magazine's second best
21 bar in the city. We have Ultimo Coffee Shop which
22 was rated number one in the United States of America
23 by the New York Times and USA Today. Aaron Ultimo,
24 the purveyor there, is just an amazing guy. We're
25 going to bring him down here. We have a host of

1 other brands planned, but it's around, you know, that
2 middle market type of consumer. It's not, you know,
3 it's not high-end, it's not low-end. It's around a
4 population that isn't living here right now.

5 MS. COFONE: Right.

6 THE WITNESS: And I think that
7 what's -- look, when we look at the demographics in
8 the surrounding areas, you know, Marmora, Egg Harbor
9 Township, Cape May House Court, Absecon Township, all
10 these townships, there's a population there that will
11 come here if there's stuff for them.

12 MS. COFONE: Right.

13 THE WITNESS: Instead of going to
14 Philadelphia and New York every weekend or staying at
15 their local strip mall in Hamilton, they're going to
16 come here, and that's who we're looking for.

17 MR. TALVACCHIA: John, do you want
18 to walk them through the actual -- this project
19 and --

20 THE WITNESS: Sure.

21 MR. TALVACCHIA: -- give them
22 specifics.

23 THE WITNESS: Absolutely. So we
24 chose to start with this building because it's so
25 cool looking, number one, and we think it's going to

1 look like a castle when it's done. It's going to be
2 really esthetically different. And it has great
3 square footage. It's just, it's just shy of
4 amenities. There's a couple of things we got to work
5 on, tweak, but we want to make this an urban feeling
6 building. No beach, no kitschy anything. This is
7 just going to be an urban feeling, warehousey-type
8 industrial building.

9 I think we have right now 17
10 single -- 17 one-bedrooms and, Todd, eight or ten --

11 MR. WOMELSDORF: Eight --

12 THE WITNESS: Eight --

13 MR. WOMELSDORF: -- two-bedrooms.

14 THE WITNESS: -- 8 two-bedrooms.

15 There's -- the building has been refit so many times
16 we had to demo the entire thing to really figure out
17 what the bones looked like. We found hallways that
18 were not -- you couldn't even see. I mean, it was
19 really, really strange the way it was upfit.

20 But there's a couple of sections in
21 it that have these really, really high spanning roof
22 sections. So we turned those into multiple two
23 bedrooms units that look down on the living space.
24 Really, really neat stuff. Stuff that doesn't exist
25 in this market.

1 And we think that the market for
2 this building is 25 to 35, millennial, you know,
3 Gen Yer types. We plan to open that whole side up to
4 that parking lot, pave it out, and call it Armory
5 Walk and have a host of amenity retail businesses in
6 there.

7 The roof deck we're doing because
8 it's a block from the ocean, and that's a great
9 amenity for people. I used to live in a building in
10 Center City where you could reserve the roof deck at
11 any time for parties, an engagement party, birthday
12 parties or whatever. And if it wasn't reserved, you
13 can just use it.

14 We think that a population that will
15 work here and live here, connected to Wi-Fi, sitting
16 up there, looking at the ocean, being able to work
17 every day, is a great amenity. We're also building a
18 host of other amenities by type space in the building
19 for millennials because we really think that's going
20 to be the market for this.

21 And we're going to hit at
22 commensurate market rates. I went around, I studied
23 a year, going around to bars and restaurants and just
24 retail stores asking 28-year-olds like, Where do you
25 live?

1 Well, I live in Somers Point.

2 Why do you live in Somers Point?

3 Well, you know, it's kind of nice,
4 and the rent is like 1100 bucks.

5 Well, we can come in at that rate
6 here and have a really, really cool building that's a
7 little bit cooler place to live than Somers Point, I
8 think, you know. And so I'm pretty confident we'll
9 lease this up really, really quickly, especially with
10 the host of amenity stuff that we're doing. And,
11 plus, we have a parking garage across the street
12 that's four or five stories; we have a parking lot
13 next door. I mean, there's no deficiency in terms of
14 parking. It's just attached to the building there
15 might be.

16 CHAIRMAN LANDGRAF: The parking lot
17 next door, do you own that property?

18 THE WITNESS: I don't, but we're
19 working on it now. Actually, we don't want the whole
20 parking lot. We just want the side that we want to
21 put the walk on. It's like a really long parking
22 lot.

23 CHAIRMAN LANDGRAF: It is, I do
24 recall that, yeah. It's narrow.

25 THE WITNESS: We just want the side

1 that --

2 CHAIRMAN LANDGRAF: It's not very
3 many parking spaces.

4 THE WITNESS: Exactly. So if we are
5 able to get that, we'll, we'll make that outside
6 space with seating and lights overhead and access to
7 the retail businesses in the bottom of the building.
8 And then behind it will be their parking lot that
9 people come into and park and go to those retail
10 stores, or across the street for that matter.

11 CHAIRMAN LANDGRAF: Okay. All
12 right. What else? Do you have anything else, Nick?

13 THE WITNESS: Can you blow up that
14 roof structure, the roof section?

15 MR. WOMELSDORF: (Mr. Womelsdorf
16 complies).

17 THE WITNESS: So if you see that,
18 the top part, the gray out -- the grayed-out area,
19 that's the addition that we're looking to do with the
20 roof deck on up. And the view from there -- see, the
21 front of the building is set up higher than the back.
22 So in Philadelphia they never want you to build up
23 close to the front if you're, if you're going higher;
24 right?

25 So this has a natural setback.

1 You'll never even be able to tell it's there. It's
2 perfect actually because the building is sloped back
3 like this, so we can build that whole second floor,
4 it'll be completely out of view from the facade or
5 any other structures around it. It's completely
6 within scale, and it creates this awesome amenity for
7 residents.

8 MR. TALVACCHIA: Anything else,
9 John, you want to...

10 THE WITNESS: No.

11 MR. TALVACCHIA: I think, you know,
12 since there's no real outside improvements, this is a
13 site plan, it's triggered because of the change of
14 use under the ordinance, but from a site plan
15 perspective there's not much going on.

16 We know that the professionals have
17 raised some questions and some issues, and we're
18 prepared to address those, Mr. Landgraf, in the
19 report.

20 CHAIRMAN LANDGRAF: Okay. Why don't
21 we go to --

22 MR. COLLINS: I just want to, for
23 housekeeping issues, that was -- is this a blowup of
24 the prior slide?

25 THE WITNESS: Yeah.

1 MR. COLLINS: And we'll just call
2 that A-1, say a photo array and floor plans.

3 MR. TALVACCHIA: Yeah. We'll
4 provide this in electronic format to you guys for
5 your files.

6 Scott, what do you have, A-1 and A-2
7 or just A-1?

8 MR. COLLINS: I think we'll just do
9 A-1. If these are on the prior slides, just blowups.

10 THE WITNESS: And I have some other
11 projects if you want to see things we've done in
12 Philly that are commensurate to this in terms of
13 philosophy and scale.

14 CHAIRMAN LANDGRAF: Yeah, sure.

15 MS. COFONE: Sure. If you have
16 them, I'd like to see them.

17 THE WITNESS: Okay. So we had a
18 50,000 square foot abandoned schoolhouse that was
19 loaded with asbestos and it had collapsed. I mean,
20 it was a really dangerous place. So roughly twice
21 the size of this. And we said, you know, we tried
22 to, we tried to refit the building, but it wasn't in
23 good shape like this building is because we never
24 tear down if we don't have to.

25 And so we couldn't, we couldn't --

1 it just wasn't viable. So we tore that down, the
2 50,000 square foot schoolhouse, and we built the
3 city's largest platinum LEED-certified residential
4 community. Now, here's what I'm talking about about
5 the socioeconomic aspect of it and the non pro forma
6 based side of the development. There were absolutely
7 zero comparables within a mile to suggest that this
8 project could work -- none, zero. We built it and
9 sold it out, on average, \$54,000 over our pro forma
10 based pricing.

11 So there is a market for it if you
12 understand the socioeconomic dynamics of everything
13 that you're doing. And this, this thing has been
14 wildly successful.

15 MS. COFONE: What is the scale of
16 number of units compared to what you're building
17 here?

18 THE WITNESS: This is 20 houses and
19 one retail store. One of the things that we're doing
20 in Philadelphia is trying to restore commercial
21 corridors with CMX usage, and this had none. If you
22 go back and look at old zoning maps, almost every
23 corner on the streets were retail.

24 MS. COFONE: Mh-hmm.

25 THE WITNESS: But when the city lost

1 population in the '60s, '70s, '80s, and '90s, they
2 were all converted to, like, residential. So you got
3 these residential units with commercial windows. So
4 we're trying to restore commercial usage and
5 amenity-based retail back to these corridors. And
6 that's -- we specifically designed that last unit
7 that you see that's up that's double wide to have
8 flats above it and the amenity-based retail on the
9 bottom. And this thing is just, like I said --

10 MS. COFONE: What kind of retail do
11 you have on the bottom there?

12 THE WITNESS: We're going to do a
13 new concept that I don't want to talk about because
14 this is public record. It's not in Philadelphia
15 right now.

16 MS. COFONE: Okay.

17 THE WITNESS: But it's really neat
18 and it's based around renewed principles. And so
19 this, this thing right here is completely sold out,
20 and it's just -- you know, this is exactly what I'm
21 talking about.

22 MS. COFONE: What's the address of
23 it?

24 THE WITNESS: This is 16th and
25 Moore.

1 MS. COFONE: If my hearing in Brick
2 adjourns on Wednesday night and I wind up going to
3 the ICSC, I will go look at this.

4 THE WITNESS: Yeah, absolutely.

5 MS. COFONE: It really looks neat.

6 THE WITNESS: We've had --

7 CHAIRMAN LANDGRAF: I grew up on
8 27th.

9 THE WITNESS: What's that?

10 CHAIRMAN LANDGRAF: I grew up on
11 27th and Moore.

12 THE WITNESS: Yeah. Well, this is
13 16th.

14 CHAIRMAN LANDGRAF: Right around
15 there.

16 THE WITNESS: Well, this is the
17 Drexel School.

18 CHAIRMAN LANDGRAF: Yeah, okay. All
19 right.

20 THE WITNESS: Yeah. And our tap,
21 the South Philadelphia Tap Room is a block away and
22 Ultimo Coffee is a block away. So this never, ever,
23 ever would have happened, this never, ever would have
24 happened without those two businesses being there.

25 And, so, in Atlantic City we're kind

1 of trying to do it both at the same time. We're
2 trying to bring those amenity-based businesses in the
3 bottom while doing the residential piece just because
4 of the nature and the dynamic of the product -- I
5 mean, the project. But this project here never,
6 ever, ever would have happened without those two
7 foundational businesses there. It just wouldn't have
8 happened.

9 And, and, and, I mean, we had a
10 hedge fund trader that bought one -- a hedge fund
11 manager that bought one of these houses. He told me
12 that he moved here from New York, he bought it
13 because of the coffee shop. He needed to be near a
14 really good --

15 MS. COFONE: Great coffee shop.

16 THE WITNESS: -- coffee shop because
17 he was so used to one in New York. And that's what
18 I'm talking about, the linear connection between the
19 businesses and the residential piece.

20 MS. COFONE: Right.

21 THE WITNESS: So, anyway, this is
22 just one of them.

23 Todd, do you have the, like the
24 before and afters of the restaurant?

25 MR. WOMELSDORF: Yeah.

1 THE WITNESS: So this will just give
2 you on a smaller scale some of the businesses we
3 built. And like I said, the businesses don't have --
4 go to the Tap Room first. Yeah, go to the Tap Room,
5 the first, the very first one, the very first picture
6 there. No, no, no, that's the Sardine -- okay, you
7 can stay there.

8 So this is the Sardine Bar. This,
9 this business had -- this was the before. This had
10 238 police -- 238 documented police violations the
11 last year it was in operation. We've been open for
12 five years now -- well, this -- no, I'm sorry. This
13 November will be four years with zero documented
14 police incidents.

15 MS. COFONE: Wow.

16 THE WITNESS: Go to the next before.

17 MS. COFONE: What was it before you
18 opened it?

19 THE WITNESS: It was called the
20 Wander Inn, which was a shoot-'em-up bar. This is it
21 now.

22 Go to the next slide. That's the
23 exterior of it.

24 Next one. And that's it now.

25 MS. COFONE: Wow, gorgeous. I like

1 that.

2 THE WITNESS: So it's just all
3 reuse, you know.

4 Go to the next -- go to the Tap
5 Room.

6 Okay. So this is Ultimo. This
7 was -- that was the original DiBruno Brothers
8 location in Philadelphia at one time. And then it,
9 it became abandoned. It was abandoned for 26 years.
10 When we got it, it had \$200,000 worth of liens on it.

11 Go to the next slide. That's Ultimo
12 now. That's the number one coffee shop in the United
13 States right now.

14 Next slide.

15 MS. COFONE: Do they have it in New
16 Jersey?

17 THE WITNESS: They will in Atlantic
18 City.

19 See, this is -- this was the South
20 Philadelphia Tap Room. This was, this was just a
21 terrible, terrible, nonconforming business. Bought
22 it in 2003.

23 Next slide, Todd.

24 That was the inside of it.

25 Next slide. That's it now.

1 Next slide, next slide. That's it
2 now. You know, just completely different -- that
3 drives -- see, the businesses, if you're good in the
4 operational side, the businesses will drive
5 population from other places.

6 MS. COFONE: Mh-hmm.

7 THE WITNESS: And once you get other
8 eyes on the neighborhood, everything changes. It's
9 all about getting other eyes from other places into
10 that location to get eyes on the neighborhood.
11 That's, that's what changes it.

12 And once we get more people to
13 Atlantic City, people that wouldn't come here,
14 everything is going to change. And I keep telling --
15 and, you know, I brought our construction manager.
16 He moved here from North Carolina. He's in
17 Wilmington, he's doing a beach market down there.

18 When he came to Atlantic City, his
19 first comment was, I don't understand what everybody
20 is talking about. This is nice. This is actually
21 nice.

22 You know, you take him down to the
23 north end where it's just empty lot after empty lot,
24 and macroeconomics don't apply there for some reason.
25 It's just beachfront property with nothing on it.

1 Right? He doesn't understand it. And it's just
2 terrible policy. But that's all going to change.
3 Once we get different eyes here, coming in for
4 different uses and different amenities, stuff is
5 going to happen.

6 CHAIRMAN LANDGRAF: Okay. With
7 that, Nick, I'll ask our professionals to go through
8 their report.

9 MS. COFONE: It's a permitted use in
10 the zone, so we don't have much in the way of
11 planning. I loved the presentation, thank you. I
12 think it's a fascinating presentation. So welcome to
13 the city and good luck with the project. I can't
14 wait to see it built.

15 THE WITNESS: Thank you.

16 CHAIRMAN LANDGRAF: Bill, you want
17 to touch base on your engineering comments?

18 MR. ENGLAND: Yeah, just real quick.
19 Our letter, you know, which was written in
20 conjunction with Cofone -- Cofone Consulting Group,
21 was dated August 28th, and I think when we wrote our
22 letter some of the information was a little lacking
23 as to how things were really going to go. So I think
24 in your presentation you've addressed quite a bit of
25 it.

1 I assume you're going to really take
2 the existing building itself and study it and just
3 make sure that on a structural point of view, you
4 know, you've taken care of everything, especially
5 your parapets and things along those lines.

6 The only reason I say that is
7 because with some of these older buildings in the
8 city we've had a lot of problems with parapets, water
9 -- deal with water infiltration and everything else.
10 So I assume you're going to go through and really do
11 a full exterior fix on that building. Right?

12 THE WITNESS: It's so funny you're
13 saying that because we're dealing with it now in
14 Philadelphia, the parapets, on another project.

15 MR. ENGLAND: Yeah, it's just a
16 problem that we have.

17 THE WITNESS: Yeah, it's
18 something -- engineering. We'll have tons and tons
19 of engineering. We're on it.

20 MR. ENGLAND: You know about the
21 flood regulations. Are you planning on
22 flood-proofing the downstairs?

23 THE WITNESS: Absolutely. We were
24 on a conference call about it yesterday.

25 MR. ENGLAND: All right then. All

1 right. And, again, too, since we didn't know about
2 the plans for maybe the piece next door and for some
3 of the other things you talked about, some of my
4 comments were related to the alleyway and to the use
5 of the back of the property, so I guess they really
6 don't apply at this point.

7 THE WITNESS: Well, we are going to
8 block them off. I mean, they're going to be all
9 blocked off and nonaccessible.

10 MR. ENGLAND: Okay.

11 THE WITNESS: I've read, you know,
12 I've read your questions thoroughly.

13 MR. ENGLAND: Now, one thing I
14 didn't see on the plans, I didn't see any HVAC units,
15 how they fit into the unit. I also didn't see how
16 you're going to take care of your garbage and
17 recycling, that just wasn't on the plans.

18 THE WITNESS: So, so the HVAC, I
19 didn't -- it wasn't in the originals. I, I didn't
20 know. I'm not really sure of exactly what your
21 procedures. In Philadelphia on site plan stuff
22 that's not in there. But each unit is going to have
23 its own. It's going to have its own HVAC, all
24 electric, because that's the most renewable source of
25 energy. And it's going to be all heat pumps.

1 And the exterior is going to be
2 gated garbage, picked up daily for the amenity-based
3 businesses as well as the residents. And we're,
4 we're trying to work a trash shoot into the plan, but
5 in the event that we're not able to, there will be an
6 auxiliary access for the residents to take their own
7 trash out to the garbage every day.

8 MR. ENGLAND: Through the
9 building --

10 THE WITNESS: Through the building.
11 They don't have to go through any retail or any
12 exterior -- through the building to the trash.

13 MR. ENGLAND: Or walking out the
14 front door with the trash.

15 THE WITNESS: Right. And it will be
16 gated off and landscaped and look real nice when
17 you're out there.

18 MR. ENGLAND: All right, sounds
19 good. I have no other questions or comments. That's
20 the kind of information we're used to seeing in at
21 least a general application. So at least I wanted to
22 get it on the record.

23 THE WITNESS: Yeah. It's been a
24 somewhat arduous procedure for us to try to
25 familiarized ourselves because your regulations and

1 procedures are so drastically different than what
2 we're used to, but we're figuring it out.

3 MR. ENGLAND: I don't know if that's
4 good or bad.

5 MR. TALVACCHIA: John doesn't
6 believe me sometimes.

7 MR. COLLINS: Bill, let's just mark
8 your joint letter, the August 28th, 2015, as B-1.

9 MR. TALVACCHIA: Did you say D or B?

10 MR. COLLINS: B.

11 CHAIRMAN LANDGRAF: Okay. With
12 that, Nick, I guess, we're in agreement that you can
13 address the comments in the report.

14 MR. TALVACCHIA: Yeah.

15 CHAIRMAN LANDGRAF: Although I
16 didn't see anything earth shattering in there myself.

17 With that, I'll open it up to the
18 public. Anybody here from the public want to make
19 any comments, please do so at this time.

20 Seeing none, we'll close the public
21 portion.

22 And, Nick, any closing comments?
23 John, anything?

24 MR. TALVACCHIA: I have nothing.

25 THE WITNESS: We're excited. We're

1 really looking forward to it.

2 CHAIRMAN LANDGRAF: I am, too.
3 Between yourself and Mr. Colazzo and some of the
4 stuff, the ideas that you guys are putting together,
5 I think it's really refreshing. Again, I'll say
6 that, use that word again because it is from a
7 planning standpoint to see somebody taking an
8 interest.

9 MS. COFONE: I think it's fantastic,
10 I really do.

11 MR. ENGLAND: We needed some new
12 thinking down here --

13 THE WITNESS: Yeah.

14 MR. ENGLAND: -- to get things
15 moving because it's not working.

16 THE WITNESS: Yeah.

17 CHAIRMAN LANDGRAF: And, hopefully,
18 that vacant land up to the southeast inlet will soon
19 take some root and have something going on.

20 THE WITNESS: Agreed. And I think,
21 you know, if it's done properly, it's such a great
22 time for Atlantic City because it's a blank canvas,
23 and you can really reshape everything for the long
24 term if you do it right.

25 MS. COFONE: I love your thought

1 process of creating the residential population with
2 the businesses, it's really -- and the new eyes on
3 the area -- it's a really interesting thought
4 process.

5 THE WITNESS: Thank you.

6 MR. REID: Yeah. And I want to
7 thank you for repurposing a historic, handsome
8 building.

9 THE WITNESS: Yeah.

10 MR. REID: Thank you for that.

11 THE WITNESS: Thank you. We
12 repurpose everything, if possible.

13 MS. COFONE: I'm probably going to
14 go see your -- the ICSC is having their event in
15 Philly on this Wednesday night. I have a hearing in
16 Brick. If it adjourns for whatever reason, I'll go
17 look at your building in Philly.

18 THE WITNESS: Great.

19 MS. COFONE: It looks really nice.
20 Well done.

21 CHAIRMAN LANDGRAF: Okay. Anything
22 back from us? We're good.

23 MR. COLLINS: We're good.

24 CHAIRMAN LANDGRAF: All right, thank
25 you. We'll close the testimony on this matter, and

1 our next hearing is September 17th at 10 a.m. I
2 don't know what the agenda is at this point, but
3 that's our next hearing.

4 Nick, we'll get this on. It will be
5 on our October board meeting. We have a short month
6 this month.

7 MR. TALVACCHIA: It's October 20th,
8 I believe.

9 CHAIRMAN LANDGRAF: I believe it is.
10 We'll get -- we should have plenty of time to get
11 that out and done. The 15th of September is our
12 board meeting this month. We would have liked to
13 have gotten you on. It's just not, not possible. So
14 I apologize for that.

15 But, again, good luck with the
16 project and thank you. We're adjourned.

17 MR. TALVACCHIA: Thank you.

18 (This public hearing was concluded
19 at 10:26 a.m.)

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<p style="text-align: center;">A</p> <p>Aaron 12:23 abandoned 19:18 25:9,9 able 15:16 17:5 18:1 30:5 about 5:23 6:21 7:4,25 11:6 11:13,14 20:4,4 21:13,21 23:18 26:9,20 28:20,24 29:1 29:3 above 1:21 6:23 21:8 above-referenced 1:14 Absecon 13:9 absolutely 12:13 13:23 20:6 22:4 28:23 access 17:6 30:6 accomplish 9:10 accordance 4:9 across 16:11 17:10 act 4:10 11:22 actual 13:18 actually 16:19 18:2 26:20 ADAMS 2:20 addition 6:13 17:19 address 18:18 21:22 31:13 addressed 27:24 addressing 10:25 adjourned 34:16 adjourns 22:2 33:16 affords 6:19 after 26:23 afters 23:24 again 6:5 29:1 32:5,6 34:15 agenda 4:11 34:2 Agreed 32:20 agreement 31:12 Allegiance 4:5,6 alleyway 29:4 almost 20:22 along 28:5 already 9:16 Although 31:15 amazing 12:24 amenities 9:14 10:1,1,10 11:17 14:4 15:18 27:4 amenity 6:14 12:1 15:5,9,17 16:10 18:6 amenity-based 21:5,8 23:2 30:2 America 12:22 American 12:19 another 9:8 10:19,19,20 28:14 Anybody 31:18 anything 8:7 10:21 12:11 14:6 17:12 18:8 31:16,23 33:21 anyway 23:21 apologize 34:14 APPEARANCES 2:1 Appearing 2:5,18,21,23 applicant 2:13,23 4:24 7:19</p>	<p>application 1:2,4 4:13 7:2 30:21 apply 26:24 29:6 approach 8:10 APPROVAL 1:6 April 2:12 6:6 arduous 30:24 area 12:5 17:18 33:3 areas 13:8 Armory 1:8 6:9 15:4 around 8:8 13:1,3 15:22,23 18:5 21:18 22:14 array 3:11 19:2 asbestos 19:19 asking 15:24 aspect 20:5 ASSOCIATES 2:25 assume 28:1,10 Atlantic 1:8,16 6:1,4,9 8:13 10:13,14 22:25 25:17 26:13 26:18 32:22 attached 16:14 attachment 3:22 Attorney 2:10,13 August 3:13 27:21 31:8 AUTHORITY 1:1,15 2:3 auxiliary 30:6 Avenue 1:7,16 average 8:21 20:9 away 22:21,22 awesome 18:6 A-1 3:11 19:2,6,7,9 A-2 19:6 a.m 1:23 7:13 34:1,19</p> <hr/> <p style="text-align: center;">B</p> <p>B 2:4 3:9 31:9,10 back 11:11 17:21 18:2 20:22 21:5 29:5 33:22 backwards 9:18 11:13 bad 31:4 Baer 4:10 bar 12:19,19,21 24:8,20 bars 15:23 base 27:17 based 20:6,10 21:18 beach 14:6 26:17 beachfront 26:25 became 25:9 bedrooms 14:23 beer 12:18 before 1:17 11:3 23:24 24:9 24:16,17 behind 17:8 being 1:23 15:16 22:24 believe 8:24 11:20 31:6 34:8,9 belong 9:22 best 12:18,20</p>	<p>between 23:18 32:3 big-box 10:9 Bill 27:16 31:7 birthday 15:11 bit 16:7 27:24 blank 32:22 block 1:7 15:8 22:21,22 29:8 blocked 29:9 blow 17:13 blowup 18:23 blowups 19:9 board 34:5,12 Bobby 10:15 bones 14:17 both 23:1 bottom 17:7 21:9,11 23:3 bought 23:10,11,12 25:21 brands 12:14 13:1 Brick 22:1 33:16 brief 5:22 bring 9:6 12:14,25 23:2 Brothers 25:7 brought 26:15 Bryon 4:10 bucks 16:4 build 8:18 9:1 10:2 11:16 17:22 18:3 building 6:9,9,12,21 7:5,22 9:2,4,4,6 11:9,10 12:7 13:24 14:6,8,15 15:2,9,17,18 16:6 16:14 17:7,21 18:2 19:22,23 20:16 28:2,11 30:9,10,12 33:8,17 buildings 28:7 built 9:24 20:2,8 24:3 27:14 business 9:21,21,22 12:5 24:9 25:21 businesses 9:14 11:24 15:5 17:7 22:24 23:2,7,19 24:2,3 26:3,4 30:3 33:2 B-1 3:12 31:8</p> <hr/> <p style="text-align: center;">C</p> <p>C 2:25 call 4:1 15:4 19:1 28:24 called 24:19 came 26:18 canvas 32:22 CAP 8:5,11 Cape 13:9 care 28:4 29:16 Carolina 26:16 CASINO 1:1,15 2:3 castle 14:1 CBD 6:22 Center 15:10 centers 10:12 certain 11:4,13</p>	<p>Certified 1:19 2:25 Chairman 2:5 4:1,8,20 5:4,11 5:19 7:6 11:2 16:16,23 17:2 17:11 18:20 19:14 22:7,10 22:14,18 27:6,16 31:11,15 32:2,17 33:21,24 34:9 change 6:11 18:13 26:14 27:2 changes 26:8,11 chose 13:24 CHRISTINE 2:18 city 1:8,16 6:1,4,10 8:13 10:13 10:14 11:5 12:21 15:10 20:25 22:25 25:18 26:13,18 27:13 28:8 32:22 city's 20:3 close 10:9 17:23 31:20 33:25 closing 31:22 CMX 20:21 coffee 10:8 12:21 22:22 23:13 23:15,16 25:12 Cofone 2:17,18 11:18 12:4,8 12:11,16 13:5,12 19:15 20:15,24 21:10,16,22 22:1,5 23:15,20 24:15,17,25 25:15 26:6 27:9,20,20 32:9,25 33:13,19 Colazzo 32:3 collapsed 19:19 COLLINS 2:9 18:22 19:1,8 31:7,10 33:23 combination 9:14 come 8:22 9:15 11:11 13:11 13:16 16:5 17:9 26:13 comedian 10:16 coming 11:5 27:3 commencing 1:23 commensurate 9:15 15:22 19:12 comment 5:12 26:19 comments 27:17 29:4 30:19 31:13,19,22 commercial 4:16 6:24 20:20 21:3,4 community 20:4 company 8:1,3 comparables 20:7 compared 20:16 completely 6:25 18:4,5 21:19 26:2 complies 17:16 concept 21:13 concluded 34:18 conference 28:24 confident 10:25 16:8 conforming 10:18 conjunction 27:20 connected 15:15 connection 23:18</p>
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