MAYOR DONALD A. GUARDIAN



CITY OF ATLANTIC CITY

September 25, 2017

Amazon
Office of Economic Development
c/o Site Manager Golden
2121 7th Avenue
Seattle, WA 98121

Re: Amazon HQ2 Request for Proposal

Atlantic City, New Jersey

Dear Amazon HQ2 Selection Team:

Thank you for the invitation to submit a response to the Request for Proposal for the second corporate headquarters for Amazon.

Atlantic City, New Jersey is uniquely suited for your corporate headquarters. Centrally located between New York and Washington, D.C., Atlantic City provides an affordable cost of living and an outstanding quality of life. The Atlantic City is served by the 5,000-acre Atlantic City International Airport, the home to the FAA's William J. Hughes Technical Center - the nation's premier air transportation system laboratory, where research on drone delivery systems, space travel and Next Generation Air Transportation System is underway. The City is served by convenient rail service with excess capacity, a new Stockton University campus that will open on the famed Atlantic City Boardwalk in 2018 and outstanding recreational amenities.

Atlantic City advantages include incentives in the form of New Jersey Economic Development Authority (NJEDA) tax credits. Atlantic City is one of only five designed "growth zones" in New Jersey which have the most favorable tax incentive package in the state, and a package that is superior to many states in the United States. The "growth zones" designation under state economic-development law, gives the NJEDA the ability to award the state's most generous tax breaks to new developments emerging in those communities. The late Senator Jim Whelan introduced (S 2873) legislation that expands this incentive package. Local and state legislators are working together to have this incentive bill adopted later this year.

Publicly owed sites are available throughout the City with large sites that could easily accommodate Amazon's plans to have a building with more than 500,000-square-foot building completed by 2019. These sites are immediately adjacent to rail access, are development ready and can be partially powered by solar and microgrid energy.

A population of over 2 million is located within a 50-minute drive of Atlantic City. This region provides the 128,000 workers that make up the civilian labor force in the Atlantic City region including the over 5,000 highly skilled employees of the FAA Technical Center.

New Jersey is highly educated and perfectly located, making it an ideal location for companies of all sizes, in all industries. One of the key criteria listed by Amazon is the access to tech talent to fill the expected 50,000 jobs for the second headquarters. Atlantic City could draw workers from the New York and Philadelphia markets.

In addition to hosting a Stockton University Campus in Atlantic City starting next year, New Jersey is home to an Ivy League university and four public research universities. Princeton University is regarded as one of the top colleges in the country for technology and engineering studies, according to a 2016 ranking by Forbes. In that ranking, Princeton was fourth in the United States and sixth in the world for technology and engineering.

One of the major advantages to locating in the Atlantic City area is the low cost of living. Housing cost in the Atlantic City region is considerable lower than the cost in most urban areas.

Attached is our proposal which response to each of the criteria in your Request for Proposal. Upon review of this documentation, if you have any questions please do not hesitate to contact me directly.

We invite you to visit Atlantic City so that you can see first-hand why we believe that this area would be an ideal location for your second corporate headquarters.

Regards,

Donald A. Guardian
Mayor

Amazon HQ2 Proposal Atlantic City, New Jersey

Introduction

Atlantic City is centrally located between New York and Washington, DC, in a state with a growing number of Amazon fulfillment centers, and in a region that offers an affordable cost of living and a superior quality of life. Atlantic City has a huge, 5,000-acre international airport, the nearby FAA's William J. Hughes Technical Center, convenient rail access, a new Stockton University campus to open in 2018, a diverse population, and outstanding recreational amenities.





Situated on the Atlantic Ocean, Atlantic City is about than an hour by car from Philadelphia, two hours from New York City, and three hours from Washington D.C. Atlantic City's proximity to its sister cities offers significant quality of living advantages for employees. This proximity allows a company like Amazon to cast a wide net when seeking talent. With engineering powerhouses like Princeton and Penn within two hours and Carnegie Mellon,

Columbia, Johns Hopkins, MIT, Harvard, and Yale all less than six hours away, a deep talent pool would surround Amazon.

Atlantic City's central location in the northeast's metropolitan area makes internal logistical sense as well. Thirteen of Amazon's seventy-eight fulfillment centers are in New Jersey and Pennsylvania (three additional locations were recently announced for Cranbury, Edison, and Logan, New Jersey). With nearly one-fifth of Amazon's warehousing capabilities located in New Jersey or neighboring states, coordination and communication with ground-level support will likely improve, thereby increasing productivity. Studies have shown reductions in distance between a corporate headquarters and its plant facilities may increase plant



We believe that Atlantic City is going

through a renaissance, and we have every intention of being an anchor part of that renaissance."

Dr. Harvey Kesselman President, Stockton University New Jersey Spotlight June 24, 2016 productivity. Not only will fulfillment centers feel the proximity bump, but Amazon's software development centers in Pittsburgh and New York City, both stand to benefit from nearness to a second home in Atlantic City.

Among the richest incentives in the country are offered in Atlantic City through the New Jersey Economic Development Authority, an independent government entity, tasked with creating public-private partnerships to provide capital access. Through its Grow NJ Assistance Program, the NJEDA offers businesses creating jobs in New Jersey eligibility for tax credits ranging from \$500 to

\$5,000 per job, per year; with bonus credits ranging from \$250 to \$3,000. The program has translated to significant savings for major corporations that have recently relocated to Atlantic City, including South Jersey Industries (\$12.6 million), Atlantic City Call Center (\$33.2 million), Enroute Computers Solutions (\$9.3 million) and Dewalt Brewery (\$1.09 million). Such credits significantly reduce the cost of constructing a new headquarters and/or overhead, and, in the case of Amazon can translate to a five percent savings on its planned \$5 billion project for its second home.

The rebirth of Atlantic City is underway with the construction of the Gateway project. The \$210 million Gateway project will be completed in two years and is scheduled to open in late 2018. It includes 56,000 square feet of academic space, a 500-unit beachfront student residence, 886-stall parking structure, retail space, and South Jersey Industry's Corporate Headquarters.

Atlantic City has a long history of building projects quickly and efficiently, and will work to guarantee Amazon that Phase 1 of their project will be completed in 2019 and future phases will be realized on schedule. The \$330 million Brigantine Tunnel Connector project was built in three years to provide access across the City to the Marina District and the neighboring island of Brigantine.

Population – Atlantic City is part of a seven-county metropolitan area that includes Atlantic, Burlington, Camden, Cumberland, Cape May, Gloucester, and Ocean Counties. Together, these counties are home to 2.3 million people at the time of the 2015 American Community Survey. South Jersey offers a high quality of life, low cost of living, and easy access to major metropolitan centers such as Philadelphia, New York City, and Baltimore/Washington, DC. Unlike other major metropolitan centers, however, in Atlantic City there is sufficient capacity to take on new growth. A major rush hour commute is virtually unheard of in Atlantic/Cape May County, though prospective employers can find an educated and motivated workforce willing to be trained, existing infrastructure and resilient businesses across all sectors of the economy, and unbeatable amenities for visitors and residents alike. Atlantic City offers Amazon a picture-perfect locale for a live-work-and-play environment, with miles of beaches, tens of thousand acres of open space within a half-hour drive, and the region's premier entertainment destination at the doorstep of a potential Atlantic City employer.

Figure 2- Population by County, 2015

County	Population Estimate
Atlantic County	275,376
Burlington County	450,556
Camden County	511,988
Cape May County	95,805
Cumberland County	157,035
Gloucester County	290,298
Ocean County	583,450
Total	2,364,508
Source: 2015	ACS 5-Year Estimates

Figure 3- Educational Attainment by Resident, 2015

COUNTY	POPULATION AGE 18+	ASSOCIATES DEGREE OR HIGHER	PERCENT
ATLANTIC	212,029	78,586	37.1%
BURLINGTON	354,594	166,584	47.0%
CAMDEN	392,754	156,841	39.9%
CAPE MAY	77,788	31,867	41.0%
CUMBERLAND	117,171	27,657	23.6%
GLOUCESTER	226,838	96,018	42.3%
OCEAN	452,297	172,968	38.2%
TOTAL	1,833,471	730,521	39.8%

^{* 18-24-}YEAR-OLD FIGURES INCLUDES THOSE WITH NON-DEGREE COLLEGE EDUCATIONS.

SOURCE: ACS 2015 5-YEAR ESTIMATES

South Jersey's workforce totals more than 1.3 million workers, with an average employment/population ratio of 57.5 percent across the seven-county region. In addition, the region is home to two major research public universities, a rapidly-expanding public university, a private college, and six county community colleges. Recent large investments in public higher education in the region have bolstered and enhanced the region's workforce, providing opportunity for thousands of local students to achieve baccalaureate degrees and spurring new industries to locate to South Jersey and retain its educated workforce. More than one-quarter of workers in the seven-county labor force have bachelor's or more advanced degrees.

Figure 4 - Labor Force Participation, Bachelor Degree Attainment by County, 2015

	LABOR FORCE (EST.)	WORKERS WITH BACHELOR DEGREES OR HIGHER	PERCENT WITH BACHELORS DEGREES OR HIGHER
ATLANTIC COUNTY	159,718	37,665	23.6%
BURLINGTON COUNTY	274,839	93,594	34.1%
CAMDEN COUNTY	305,145	88,535	29.0%
CAPE MAY COUNTY	50,777	15,501	30.5%
CUMBERLAND COUNTY	80,088	12,896	16.1%
GLOUCESTER COUNTY	177,953	50,387	28.3%
OCEAN COUNTY	312,729	82,199	26.3%
TOTAL	1,361,248	380,777	28.0%
SOURCE: 2015 5-YEAR A	AMERICAN COM	MUNITY SURVEY	

New Jersey is highly educated and perfectly located, making it an ideal location for companies of all sizes, in all industries. *US News* ranked New Jersey second in the nation for education, and the State is exceptional for its public education system. One of the key criteria listed by Amazon is the access to tech talent to fill the expected 50,000 jobs for the second headquarters. Atlantic City could draw workers from the Philadelphia market and provide them with an ideal seaside locale for dining, entertainment, education, and even a residence.

New Jersey is home to an Ivy League university and four public research universities. Princeton University — only 90 minutes by car from Atlantic City — is regarded as one of the top colleges in the country for technology and engineering studies according to a 2016 ranking by *Forbes*. In that ranking, Princeton was fourth in the United States and sixth in the world for technology and engineering.

The civilian labor force in the Atlantic City area is significant with as many as 145,000 workers commuting from throughout the South Jersey area including the over 5,000 highly skilled employees and contractors working at the FAA William J. Hughes Technical Center.

Civilian Labor Force in Atlantic County, NJ FRED 📈 148,000 144,000 140,000 136,000 132,000 128,000 124,000 120.000 116,000 112,000 1995 2000 2005 2010 2015

Figure 5 - Labor Force Participation, Bachelor Degree Attainment by County, 2015

1. Incentives – Incentives to be provided by as part of the Atlantic City proposal may include the following:

Source: U.S. Bureau of Labor Statistics

NJEDA GROW NJ Tax Credits

NJEDA GROW NJ Camden Level Tax Credits - pending legislative action S-2872

Casino Reinvestment Development Authority (CRDA) Funding & Fee Waivers

Publicly owned land – CRDA and City

Atlantic City Real Estate Tax PILOT & Fee Waivers

United States Economic Development Agency Grant - \$2-3 million

County Incentives

Transit Village Incentives – Federal & State

Bloomberg Philanthropies – The City has applied for and has been accepted to participate in the Mayors Challenge, part of the American Cities Initiative, a \$200 million effort to empower U.S. cities to generate innovation and advance policy that moves the nation forward.

New Jersey Neighborhood Revitalization Tax Credits - up to \$1 million annually

Well Fargo Foundation Funds – up to \$750,000

NJDOT Route 40 Highway Improvements -- \$9 million to be completed in 2020 – access to Bader Field

- **2. Development-Prepped Sites** the sites surrounding the Convention Center/Rail Terminal are publicly owned and development-ready. A total of over 150 acres of publicly owned, prime real estate has been selected for this proposal.
- 3. **Time to Operations** The City has developed projects of similar scale to the 500,000 sf Phase 1 project in two years. The \$210 million Gateway project is under construction and will be completed in less than two years. The permitting process and estimated timetable in initiate Phase I Amazon operations is based on the recent experience of the Gateway project. All permitting, surveying, utility approvals, redevelopment plan approvals, financing, and incentives were completed in less than one year. The construction phase depends the method that Amazon plans to use and its procurement requirements.
- 4. Access to Mass Transit/Rail at Amazon Location The ridership on the Atlantic City Rail Line is 1,018,809 passengers in 2016, or an average of nearly 2,800 passengers per day. Currently the Rail Line is underutilized at a rate of approximately 60 percent capacity, typically using only three passenger cars on 12 trains per day. Very marginal capacity additions (13 trains per day, four passenger cars) to the line would result in a passenger capacity of more than 2,152,800 passengers per year, or nearly 5,900 passengers per day. A train with six passenger cars running 14 times per day could increase the capacity to 3,183,264 passengers per year, or 8,700 passengers per day.

The Atlantic City Rail Line offers convenient service from Philadelphia's 30th Street Station to the Atlantic City Rail Terminal seven days a week. From Philadelphia, the trip takes about 90 minutes with commuter stops in Pennsauken, Cherry Hill Lindenwold, Atco, Hammonton, Egg Harbor City and Absecon. Connections in Pennsauken provide access to the NJ Transit RiverLine and PATCO, while connections from 30th Street in Philadelphia make access by SEPTA and Amtrak easy.

Convenient shuttle service is available from the Atlantic City Rail Terminal to points in Atlantic City via the Atlantic City Jitney system. 140 natural gas fueled jitneys serve the City. They also provide service to the Atlantic City International Airport.

- **5. Proximity to Major Highways** the Atlantic City Expressway entrance is at the proposed Amazon site. The Expressway connects to the Garden State Parkway, the New Jersey Turnpike, and Interstates 76, 95, and 295.
- 6. Sustainability Like Amazon, Atlantic City is committed to sustainability. Multiple funded projects are underway to improve the City's resilience to flood events and protect people and property. Atlantic City is leading the region with renewable energy, and has released an RFP to develop the 150 acres Duck Island site as a solar farm. This site is adjacent to the Convention Center. The City recently won a NJBPU grant to develop a microgrid system that could serve the Convention Center sites off-grid. Many buildings in the City are LEED certified. The Convention Center hosts one of the largest solar arrays in the State. In addition, many public buildings are solar-powered and the City boosts the only wind farm in New Jersey. The City hosts an Compressed Natural Gas Fueling Station for the Jitneys and City vehicles. Electric Vehicle Charging Stations are conveniently located throughout the City.
- 7. **Population and Labor Force** Atlantic City has historically drawn from a labor pool that includes seven Southern New Jersey Counties Ocean, Camden, Burlington, Gloucester, Cumberland Cape May and Atlantic. The current population of this area is 2,364,508. More the one million people live within 30 miles of Atlantic City.

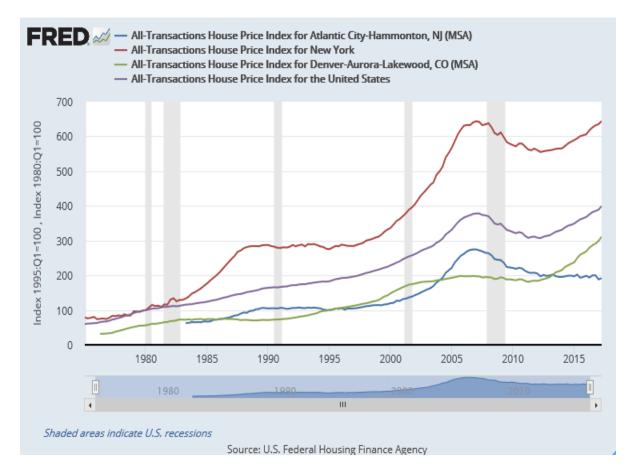
The region also offers a high quality of life given the location near the Jersey Shore and low cost to entry. The housing market has been in decline since the housing bubble and has just started to stabilize. Clearly, the housing market provides lower cost housing than most urbans area being considered by Amazon.

We can learn from the FAA's experience in Atlantic County. The FAA William J. Hughes Technical Center employs almost 5,000 people with 3,069 FAA/contract employees and 1,944 employees at tenant businesses. The average wage for FAA employees in 2014 was \$103,694. The average FAA employee makes significantly higher wages than the average household in Atlantic County and creates an economic benefit that stabilizes housing prices, reduces foreclosures and supports the tax base. The FAA currently hires between 300 and 400 new employees annually. Most of these individuals are from outside the area and are first-time residents in Atlantic County. The FAA has cooperatives with many of the top universities throughout the country to attract employees to the Atlantic City region.

The State of New Jersey has committed to become the most educated state in the country with its plan to achieve 65 percent educational attainment among its residents by the year 2025. The attainment goal is a metric used to measure the amount of secondary and

higher education achieved. New Jersey currently sits at 50 percent, which is significantly above the national average of 37 percent.

Figure 6 - Comparison of Housing Price Index for Atlantic City, New York, Denver and United States



8. Logistics – As noted earlier, Atlantic City is served by a variety of major highways that provide direct access to Philadelphia, New York City and Washington, DC. In addition, Atlantic City is connected to the national and state freight rail networking, allowing the transport of goods efficiently by train. Philadelphia International Airport (PHL) is 65 miles from AC and provides daily direct flights to Seattle, New York, San Francisco and Washington DC. Atlantic City is also home to the currently-underutilized Atlantic City International Airport (ACY), which has significant capacity to expand. Based on data from the NY/NJ Port Authority, ACY's market generates approximately 468,000 annual trips to/from the Bay area (SFO, OAK, SJC), and 537,000 trips to/from the LA Basin (LAX, LGB, BUR, SNA, ONT). While ACY captured a small percentage of that demand through connecting flights, most of the passengers or 76 percent of the Atlantic City market used PHL, and of that, 51 percent flew on American Airlines (which has a significant presence at the Airport). As for Washington, D.C., there were only 16,000 air trips to/from WAS (BWI, DCA, IAD) from the Atlantic City area, but this does not include the FAA Tech

Center's air charter operation to and from D.C. Amtrak connections via Philadelphia to ACY's MSA and other surface modes being used to access the Tech Center according to the Port Authority. The bottom line is that Seattle, New York, San Francisco/Bay Area, and Washington D. C. will all be viable markets to the extent the Atlantic City region diversifies its economy. With the impact of Amazon, the growth of demand for daily direct flights to Seattle, New York, San Francisco/Bay Area, and Washington, D.C. could quickly become a reality.

The Atlantic City International Airport located just seven miles from Atlantic City has tremendous growth potential.

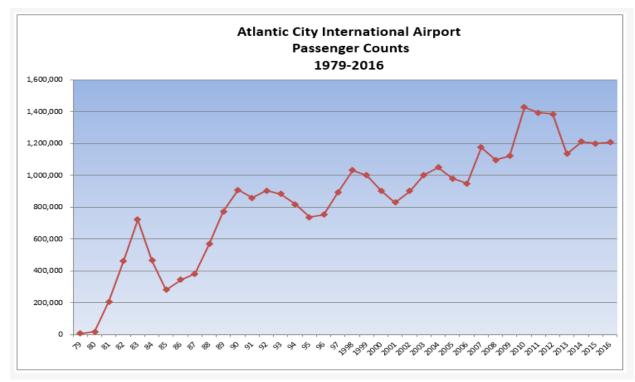


Figure 7 - Atlantic City International Airport Passenger Counts, 1979 - 2016

This 5,000-acre airport boost a 10,000-ft. runway and excess terminal capacity. Total passengers peaked in 2010 at approximately 1.4 million and dropped to 1.2 million in 2012 and has stabilized.

Monthly charter passengers has dropped from a high of 18,000 in August 2010 to about 10,000 in August 2016. In the first quarter of 2017, charter flights rebounded due as a result of casino charters with Caesars (Total Rewards Air) inheriting larger airplanes under one of their current charter service agreements, and the Borgata (FlyBorgata) flying more routes and frequencies concurrent with new MGM ownership. Charter flights

are expected to continue to grow when Hard Rock Casino Hotel enters the Atlantic City market.

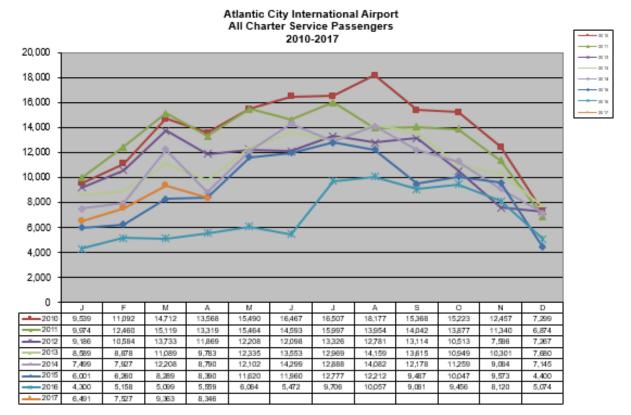


Figure 8 - Atlantic City International Airport - All Charter Service Passengers, 2010 - 2017

The train from AC to Philly is currently 1.5 hours, including 18 minutes to take the airport line from 30th St to the airport. A recent study indicates that - with current diesel trains - maxing out speeds, eliminating slow zones, etc. saves only about nine minutes. The study did not consider more capex-intensive options like electrification because it did not believe that the costs would outweigh the benefits. Only a few scenarios include double tracking, and put the cost at around \$50 million. An influx of new riders on the Atlantic City Rail Line would bolster the case to improve rail service and improve the region's connectivity.

9. A Stable and Business Friendly Environment –Businesses have recently been encouraged to invest in Atlantic City due to its stabilizing finances. Fiscal oversight and prudent management have led to a five-percent tax rate decrease for the first time in a decade. Outstanding issues with municipal debt have been largely ameliorated through negotiation and settlements, and changes to city employee contracts will save the City and its taxpayers significant amounts of money over the short and long term.

Beyond traditional bricks and mortar businesses and real estate development, the region is positioned to be the site for the testing of innovative new technologies.

- Atlantic County is one of only six national test sites for unmanned aircraft systems. systems. Drone delivery systems is a major initiative at the FAATC.
- **10. Connectivity** Fiber connectivity and multiple cellular phone coverage is available at the Convention Center and Bader Field sites.
- 11. Community/Quality of Life Atlantic City and the greater Southern Jersey Shore area has a high quality of life, unmatched recreational opportunities, a growing array of educational opportunities, and an overall high quality of life. The City is going through a renaissance, with the construction of the Stockton University campus and the South Jersey Industries headquarters. Young entrepreneurs are fully engaged in making the City a wonderful place to live, work and play with new housing options, shops, distilleries and breweries. Even the casino industry is transitioning to full service resorts with Iron Chef restaurants, boutique shoppes, night life, and spas. The Southern Jersey Shore beaches are outstanding along with the newly expanded and iconic Atlantic City Boardwalk. Nearly, resort communities of Brigantine, Ventnor, Margate, Longport, Ocean City, Sea Isle, Avalon, Stone Harbor, the Wildwoods and Cape May City each offer wonderful experiences within a short drive or bike ride. Sizeable year-round communities on both the beach and mainland as well as facilities spaces support entertainment and world-class events throughout the year.
- 12. Site/Building As described in the RFP, finding suitable buildings/sites is of paramount importance. The City of Atlantic City has various sites available for this project. Two sites are available immediately for development, are construction ready, and publicly owned by the CRDA. These sites are adjacent to or within easy walking distance of the Rail Terminal and have direct access to the Atlantic City Expressway. All utilities are available and the CRDA has excess power available at the co-generation plant that serves the Convention Center. The two sites are:
 - 1. Blocks 395, 396, 399 & 472 Baltic/Bacharach/Michigan, 9 acres, owned by CRDA.
 - 2. Block 389 Fairmount/Georgia/Mediterranean/Mississippi owned by CRDA Assessed Value \$644,100

This area is zoned Central Business District. Multifamily residential and mixed uses are permitted but with the limitation of low-rise structures, maximum 3 stories tall. Others permitted uses include: retail sales, wholesale distribution, restaurants, bars and craft breweries and distillery's, educational uses, supermarkets, pop up uses and government uses.

However, if Amazon were to select Atlantic City as its east coast headquarters the City would handle these sites as a redevelopment area. Under New Jersey law, municipalities have the right to adopt a redevelopment plan to provide for higher density development and to designate a developer among other things. This process was recently following for the Gateway Project in which case the City adopted a redevelopment plan and over a dozen public actions to accommodate this project in less than four months.

The primary site consists of a 9 acres area (Blocks 395, 396, 399, 472) located immediately adjacent to the Convention Center, Rail Terminal and the Sheraton Hotel. Given a FAR of 8 which is typical in Atlantic City, this site could accommodate 3.2 million square feet of office space plus parking. The state-owned Convention Center provide 500,000 square feet of exhibit space, 100,000 square feet of meeting space and parking.

Figure 9 - Primary Site for Amazon HQ2



A 3.25 acres publicly owned site (Block 389) is also available near the Convention Center/Rail Terminal complex.

A secondary site is Bader Field, a 142.25-acre City owned site located on Albany Avenue in Atlantic City. Bader Field, also known as the Atlantic City Municipal Airport, was a city-owned public-use general aviation airport located in Atlantic City. Bader Field is considered a prime redevelopment site. The site is at elevation of eight feet above mean sea level.

Bader Field is located on a triangular-shaped peninsula bounded by two bodies of water, the Beach Thoroughfare and the Intracoastal Waterway, five blocks from the City's famed Beach and Boardwalk. It is adjacent to the Chelsea Heights neighborhood of Atlantic City from which it is separated by the five-lane US Route 40/322 (Albany Avenue).

Bader Field (Block 794, Lot 1) presents a unique opportunity to develop a world class Amazon campus. The site is certainly one of the more valuable pieces of open land on the East Coast.

A Redevelopment Plan was adopted for Bader Field in May 2008. Permitted uses include a wide variety of uses including hotels, multi-family housing, convention space, offices, and other amenities. However, if Amazon were interested in this site the City and the CRDA would facilitate revising the Redevelopment Plan.

13. Capital and Operating Costs - Atlantic City, Camden, Passaic, Paterson, and Trenton have the most favorable tax incentive package in the State of New Jersey. This package is superior to many States in the United States. These Cities are designated as "growth zones" under state economic-development law, giving the EDA the ability to award the state's most generous tax breaks to new developments emerging in those communities.

New Jersey's Economic Development Authority (NJEDA) has been aggressively luring businesses to the state in recent years. In 2016, the authority arranged \$573.3 million in financing assistance through its lending programs, and \$715.5 million in tax credits or reimbursements, according to its annual report. These costs translate to real savings and revenues for businesses in the state as well as jobs for New Jersey residents.

In Atlantic City along, NJEDA tax credits have been used to leverage the following projects:

- South Jersey Gas Corporate Headquarters
 - o \$12,655,260 in credits, 167 jobs retained
- Atlantic City Call Center
 - o \$33,200,000, 332 new jobs
- Enroute Computer Solutions
 - o \$8,315,000, 38 new jobs and 43 jobs retained
- Dewalt Brewery
 - o \$1,087,950, 15 new jobs

Under the New Jersey Economic Opportunity Act, the highest levels of economic incentives are available in the Garden State Growth Zones (GSGZ) to further spur private capital investment, business development and employment in those areas. Businesses in Atlantic City are eligible for increased Grow NJ tax credit amounts per job:

- The base tax credit amount in a GSGZ is \$5,000 per full time (FT) job per year.
- Including maximum bonuses, the gross tax credit amount is \$15,000 per FT job per year.
- GSGZs are eligible for up to a \$5,000 bonus tax credit amount per FT job if there is excess capital investment in industrial site for industrial use.
- If the average salary is more than average for the GSGZ (\$31,526), then the project is eligible for up to a \$1,500 bonus tax credit amount per FT job.
- The maximum amount to be applied by the business annually is \$35,000,000 in GSGZs

• Both new and retained FT jobs receive 100 percent tax credit (for retained jobs in non GSGZs, tax credits are reduced to the lesser of 50 percent of gross amount of tax credits or 1/10 of capital investment)

For businesses in Atlantic City, the following qualify as a capital investment:

- All development, redevelopment and relocation costs, including, but not limited to:
 - o Site acquisition if made within 24 months of application to the Authority,
 - o Engineering, legal, accounting, and other professional services required,
 - Relocation, environmental remediation, and infrastructure improvements for the project area, including, but not limited to,
 - on- and off-site utility, road, pier, wharf, bulkhead, or sidewalk construction or repair.

Senate Bill No. 2873 expands the type and amount of eligibility for certain incentives offered to qualified businesses under the Grow New Jersey Assistance Program and the Economic Redevelopment and Growth Grant Program for businesses located in a GSGZ. Currently, the enhanced incentives are offered only to businesses located in the GSGZ in Camden. If adopted this legislation will increase the tax credit incentive package offered to Amazon and other corporations locating in Atlantic City by:

- Reducing the economic benefit criteria from 110 percent of the value of the project to 100 percent with the benefits realized over 35 years instead of 30 years;
- Providing tax credits based on the number of retained full time employees;
- Changing the definition of retained employees to any employees previously employed in New Jersey;
- Gaming facilities would qualify for Grow NJ tax credits;
- Retail facilities of at least 150,000 sf of which 50 percent is a supermarket will qualify for Grow NJ tax credits;
- The total tax credit available is currently capped at \$50 million, this legislation provides an uncapped total tax credit for project creating more than 250 jobs; and
- Provides an opportunity to recalculate tax credits if the company hires more fulltime employees that the number specified in the initial incentive agreement.
- **14. Cultural Community Fit -** Atlantic City and the surrounding communities are home to a diverse population of residents from across the world, bolstering the area's vibrancy and cultural value. The Stockton University campus will open in 2018, and with strong support from the State of New Jersey and a governing body that has demonstrated a willingness to work with new companies entering the market, Atlantic City presents a compelling case for any business to locate. Testimonials have been provided by Stockton

University and LPMG Properties. Atlantic City is a haven for Millennials - Atlantic City has attracted a quickly growing millennial base due to nightlife, restaurants, distilleries, breweries, walkability, biking, arts, culture, entertainment, and watersports such as surfing and paddleboarding. Atlantic City provides considerable value compared to other urban areas while maintaining a critical mass of entertainment options. Inexpensive and reliable transportation in and out of the City as well as plentiful taxi and limousine options make getting around the City and area without a car a veritable breeze. With a considerable amount of available affordable workforce housing, world class resort amenities, and virtually pristine natural surroundings Atlantic City provides a balance of work-live-and-play with a laid-back, downto-earth, and unpretentious cultural ethos.



We love Atlantic City [...]

We intend to address business and housing opportunities for the middle market. We see a tremendous opportunity for Atlantic City to become not only a weekend destination, but more of a place where people live all year long and will also pull from the surrounding suburban markets for shopping and entertainment options."

John J. Longacre President, LPMG *The Philadelphia Inquirer* November 20, 2014

- **15. Community/Quality of Life -** Atlantic City provides a stable economic environment with a \$2.4 billion casino and entertainment industry. The renaissance of Atlantic City is being led by a \$220 million Gateway Project the Stockton University Campus and South Jersey Industries Corporate Headquarters, the \$500 million Hard Rock Casino development and many housing, retail, and restaurant developments. This shows that Atlantic City's future is as much tied to its vaunted past (tourism and casino gambling) as well as high education and high technology. The following economic indicators provide proof that Atlantic City market is once again expanding.
 - Three performance indicators are used to track year-over-year percentage growth: the Atlantic County Lodging Fee per 100 rooms, the Atlantic City Casino Parking Fee per 100 spaces, and the Atlantic County non-casino Revenue per Available Room (RevPAR). These indicators are effective proxies for the performance of the tourism economy in Atlantic City. All three performance indicators showed healthy gains in the second quarter of 2017 with the Parking Fee per 100 spaces, Lodging Fee per 100 rooms and Atlantic County Non-Casino RevPAR respectively showing ten percent, eight percent and eight percent increases over the prior 12 months. Despite a high-profile economic recession over the past several years, Atlantic City is rebounding, and millions of visitors from across the country and world continue to descend upon the City and take in everything that it has to offer.

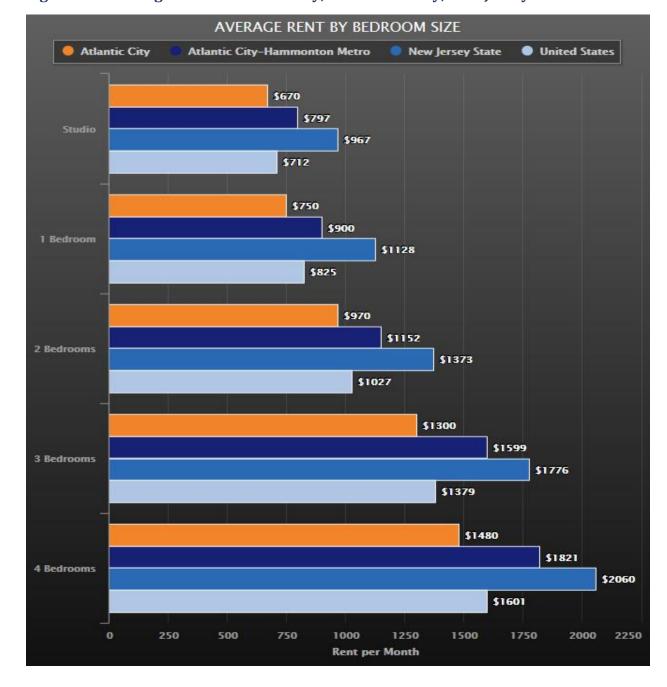
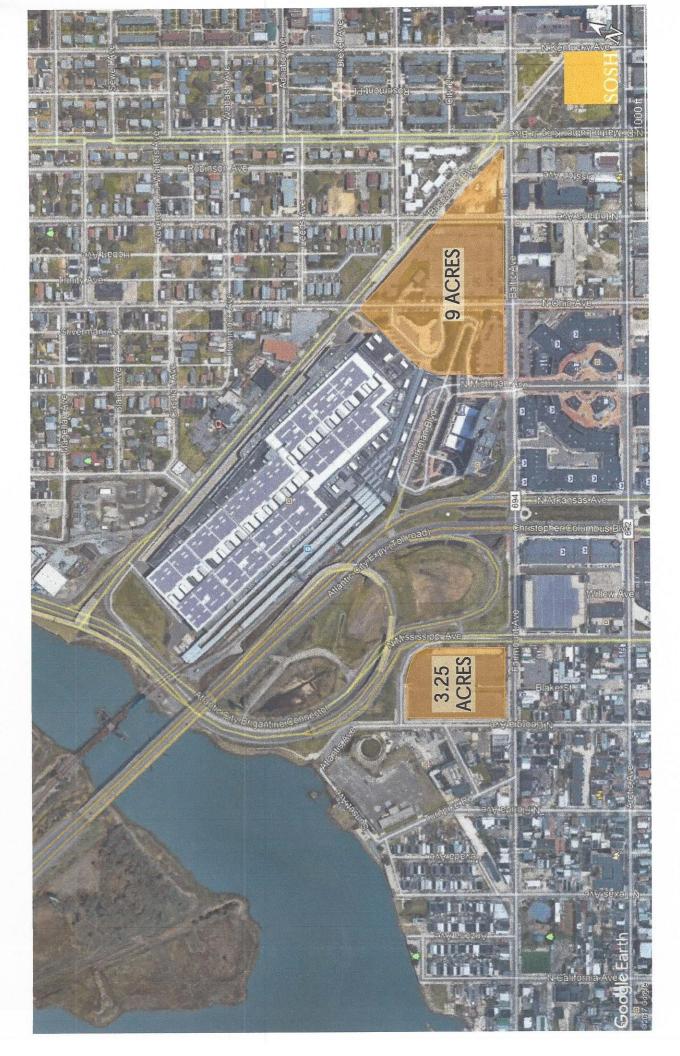


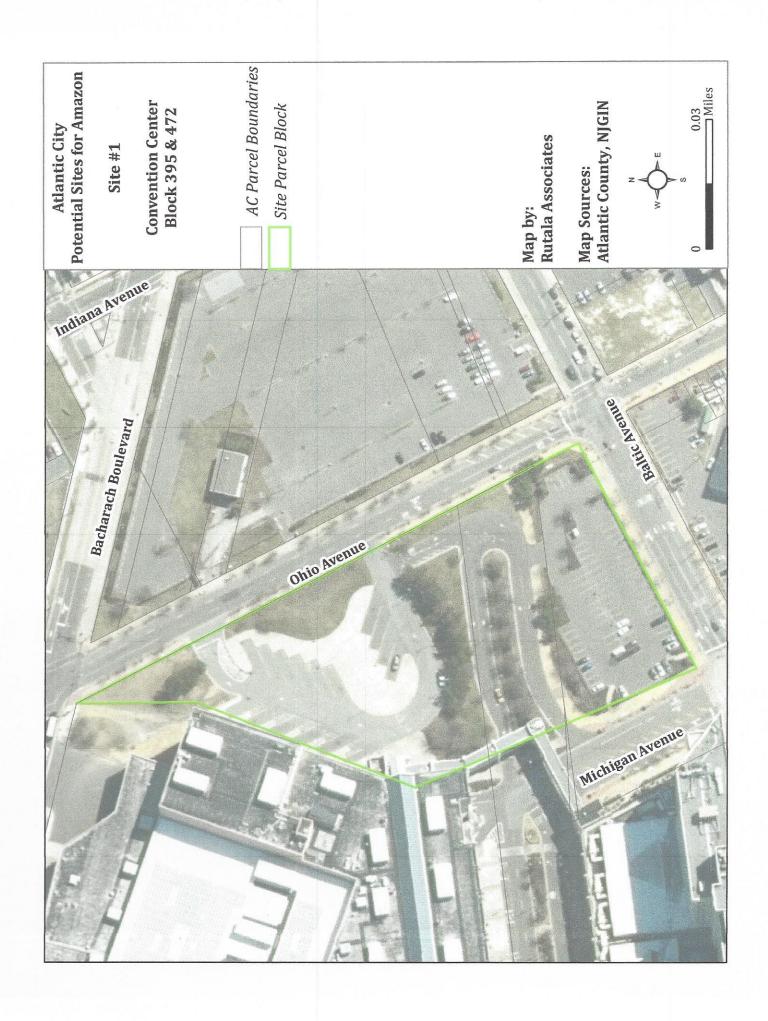
Figure 10 - Average Rent in Atlantic City, Atlantic County, New Jersey and US

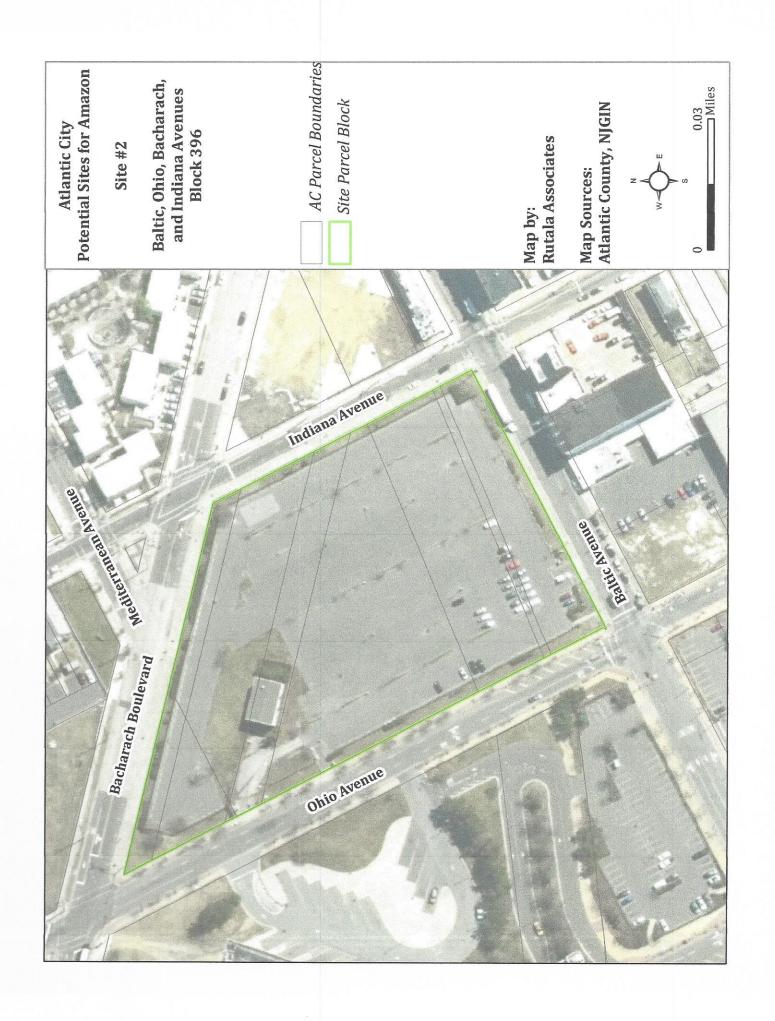
• Gaming Revenues – In January 2018, the New Jersey Division of Gaming Enforcement reported the first annual gaming revenue since 2007. One of the more obvious changes to the industry is the addition of internet gaming. Taxed at 15 percent compared to land-based gaming at 8 percent, internet gaming has been as lucrative for the state as for gaming operators. As of June 30, the state had collected \$89.8 million in total gross revenue tax from internet gaming and revenue for internet gaming operators has passed the \$600 million mark.

• 2017 revenues for the City's seven casinos are up for the year totaling \$1.8 billion through August, compared with \$1.6 billion in 2016, an increase of 9.2 percent. Internet gambling grew 32.4 percent, from \$16 million in 2016 to \$21.2 million in 2017.

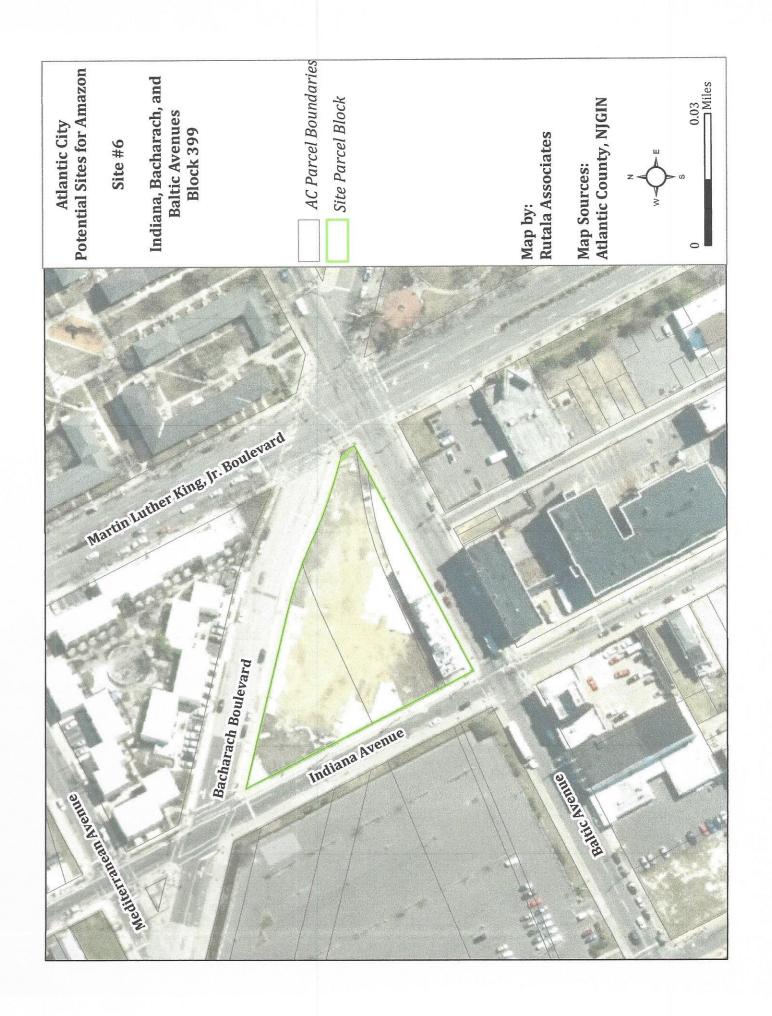
The City and the surrounding region offers a diversity of housing options, at affordable costs. According to Fortune Builders, the area's affordability is historically strong and improving. In 2016, Atlantic City homeowners spent about 10.7 percent of their income on monthly mortgage payments, compared to 15.1 percent that is the national average. That said, the Atlantic City housing market is one of the most affordable markets in the country. The 2016 median home price was \$210,100; slightly above the national average.

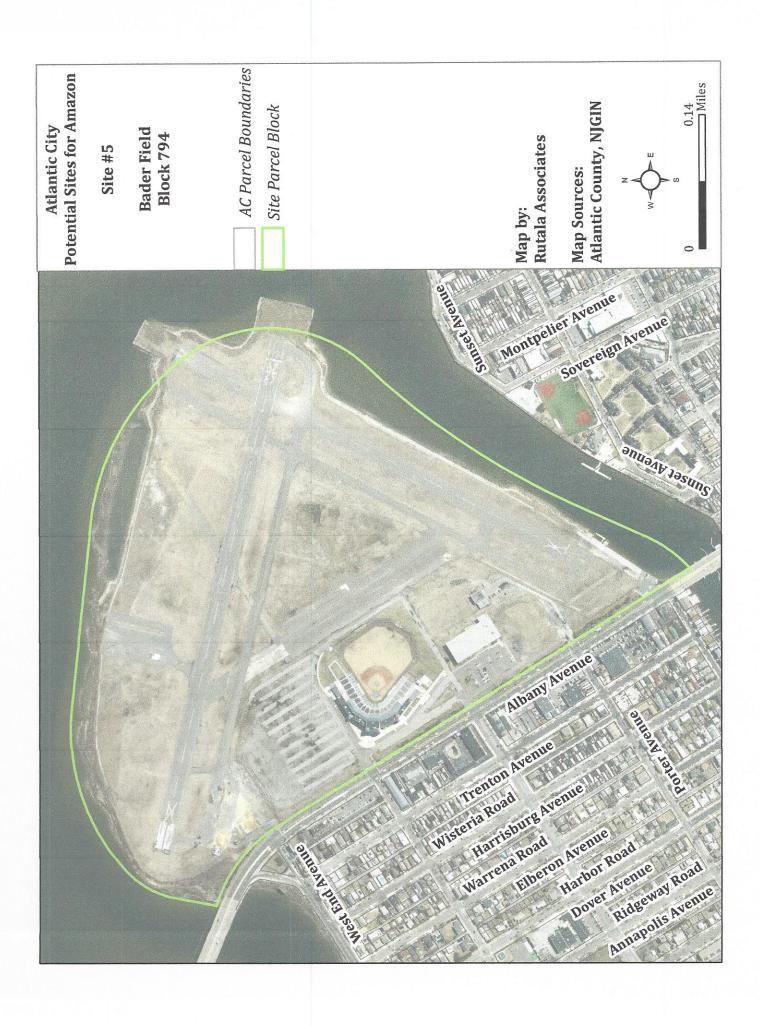












New Search Block:	earch	395	Prop Loc:	1923 B,	1923 BALTIC AVE	Owner:		CRDA 15 S PENNSYI VANTA AVE	AVE	Square Ft: Year Built:	0000	
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Prior Lot:	ot:		Mtg Acct:			Land Desc:	esc:	332,35X200.52		Statute:	000	
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	15 S PEN	15 S PENNSYLVANIA AVE		76400								
	ATLANTI	ATLANTIC CITY, NJ 08401		1884400								
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New Search Block: Lot: Qual: Prior Block: Prior Cual: Updated: Zone: Sale Date: Sr1a Year 2017 CRDA 15 S PE ATLANT 2015 CRDA 15 S PE ATLANT 2015 CRDA	aerch 396 7 7 cock: d: 07/20/16 ate: 00/00/00 Sr1a Date CRDA 15 S PENNSYLVANIA AVE ATLANTIC CITY, NJ 08401 CRDA 15 S PENNSYLVANIA AVE ATLANTIC CITY, NJ 08401 CRDA CRDA CRDA CRDA CRDA CRDA CRDA CRDA	Prop Loc District: Class: Act Nur Mtg Acd Bank Co Tax Cod Map Pag Book:	:: 1801 B 0102 A 115F i:: 1546 ees: 071 le: 071 Land/Imp/Tot 2096000 179600 2275600 2275600	1801 BALTIC AVE 0102 ATLANTIC 15F 15A6 071 15A6 170t Exemption 96000 75600 75600 75600 75600 75600	Owner: Street: City State: Addition Addi Lots: Land Desc: Bldg Desc: Class4Cd: Acreage: Acreage Price: Page TAX-1 Assessed Prog 2275600	CRDA 15 S Plate: ATLAN dittional Informati ts: ssc: Ssc: O Cd: O Sale Information O NUJ Price AX-LIST-HISTOR Property Class 15F 15F	et: CRDA State: 15 S PENNSYLVANIA AVE State: ATLANTIC CITY, NJ 08401 Additional Information I Lots: 353.7X471.38IRR I Desc: PARKING LOT S4Cd: 0 Sage: 0 Sage: 0 Price NU#: 0 Price NU# Property Class 0 15F	Square Ft: Year Built: Style: EPL Code: Statute: Initial: Desc: Taxes: Ratio	0 0000 30 13 780 000000 Further: 000000 PARKING AREA 0.00 / 0.00
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New Search	rch									
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A	ATLANTIC CITY, NJ 08401	18401	940000							
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A	ATLANTIC CITY, NJ 08401	18401	1607100							

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arch	399	3		ock:	tt	ial:	4: 08/30/13	CBD	10/13/00		Sr1a		Owner Information	CRDA	15 S PENNSYLVANIA AVE	ATLANTIC CITY, NJ 08401	CRDA	15 S PENNSYLVANIA AVE	ATLANTIC CITY, NJ 08401		LKDA	15 S PENNSYLVANIA AVE	ATLANTIC CITY, NJ 08401	× 00	TOW!	15 S PENNSYLVANIA AVE	ATLANTIC CITY, NJ 08401
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Qual:			Class:	15C		City State: Addition	y State: ATLANTIC CITY, NJ 08401 Additional Information	NJ 08401	Style:	
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Check your coverage

See detailed information about coverage in your area by searching this map.







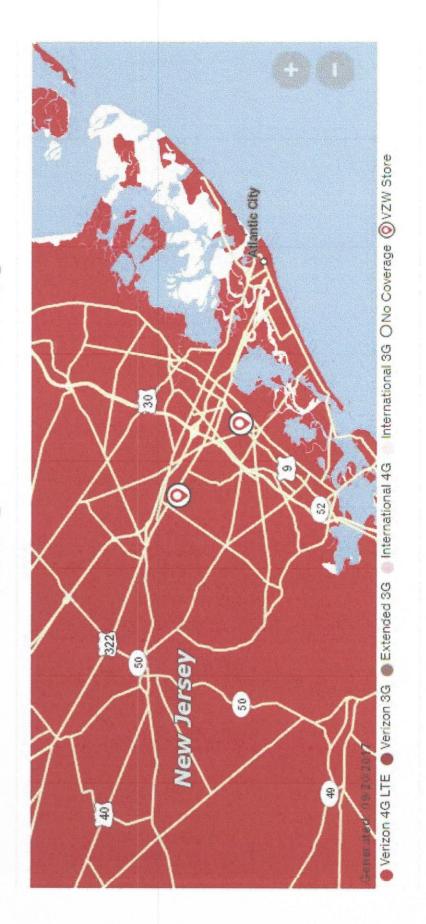




Prepaid 🧷



O Push to Talk



These Coverage Locator depictions apply to the following calling plans: National Calling Plans, Mobile Broadband and Prepaid

International rates for voice and data will apply.

equipment, weather, topography and other environmental considerations associated with radio technology also affect service and service may vary significantly Wheless service is subject to network and transmission limitations, including cell site unavailability, particularly near boundaries and in remote areas. Customer These maps are not a guarantee of coverage and contain areas of no service, and are a general prediction of where rates apply based on our internal date. within buildings. Some information on service outside the Verizon Wireless proprietary network, and we can not vouch for its accuracy. Login

1

Q



AT&T Maps

Search by address, ZIP Code, country, or landmarl

Search

圖 Print

Domestic

Wireless Coverage Type

• Voice

Data

Store

AT&T PREPAID:" Service

View Coverage by Device Type

HD Voice

Voice

Compatible device required

International

Voice

Data

Discount Data

Domestic Wireless Voice Coverage

This map shows an approximation of wireless voice coverage in the United States, Puerto Rico, and the U.S. Virgin Islands.



111

Q

AT&T Maps

Search by address, ZIP Code, country, or landmarl

Search

Wireless Coverage Type

Domestic

Voice

. Data

Store

AT&T PREPAID" Service

View Coverage by Device Type

4G LTE*

46

Compatible device required

36

International

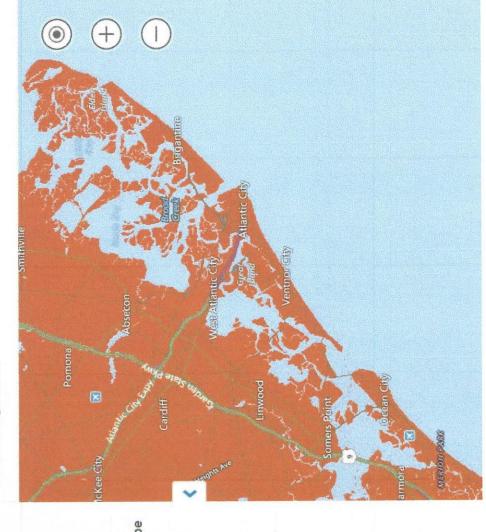
Data

Voice

Discount Data



This map shows an approximation of wireless data coverage in the United States, Puerto Rico, and the U.S.Virgin Islands.



Shop

Street, city, state and/or ZIP or an intersection

Data | Direct Connect

Voice

Support

My Sprint

A Search

):

Sprint Direct Connect

Enhanced Sprint Direct Conr coverage

(9)

Also works on older phones with Dir Connect on Sprint

Expanded Sprint Direct Conr coverage

Only for Sprint Direct Connect phone

No coverage

Some map data © OpenStreetMap >> International roaming coverage >> Shop for phones Atlantic City 8 8 Coverage updated on: 9/13/17 F omon G 6

This tool provides high-level estimates of our wireless coverage. Coverage is not available everywhere and varies based on a number of factors. >> Learn more



Street, city, state and/or ZIP or an intersection

Data | Direct Connect

Voice

Sprint coverage

Sprint coverage - signal stre varies

Extended Coverage

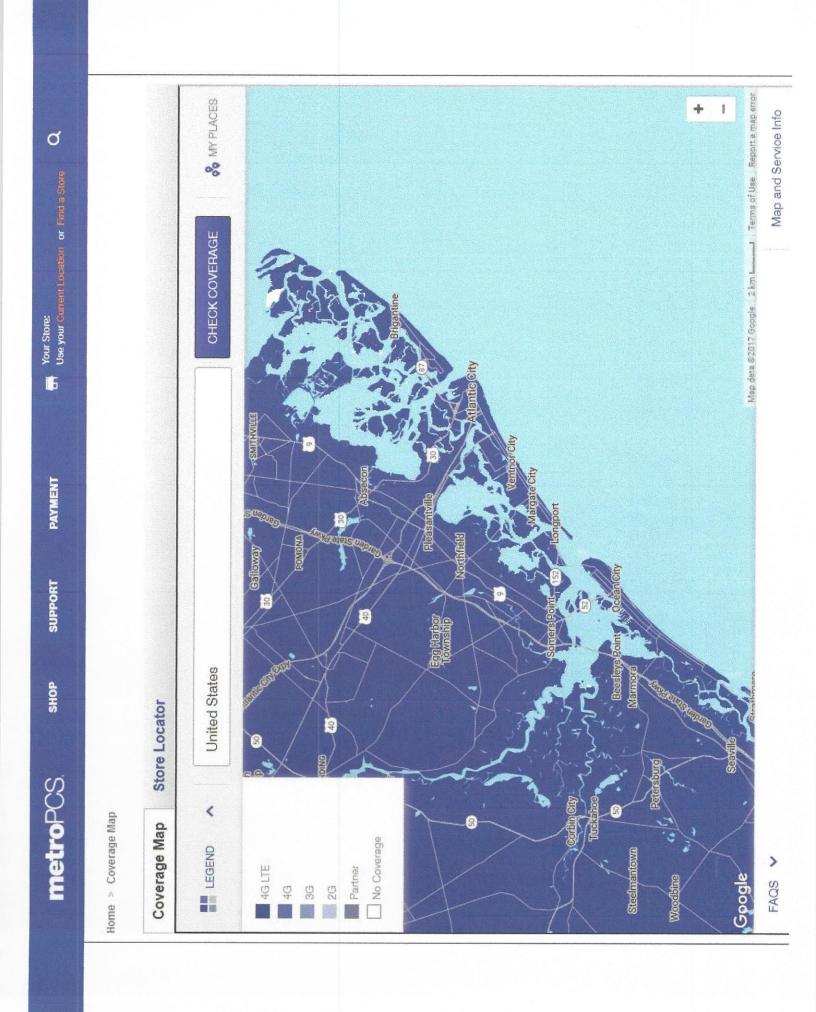
Off-network roaming

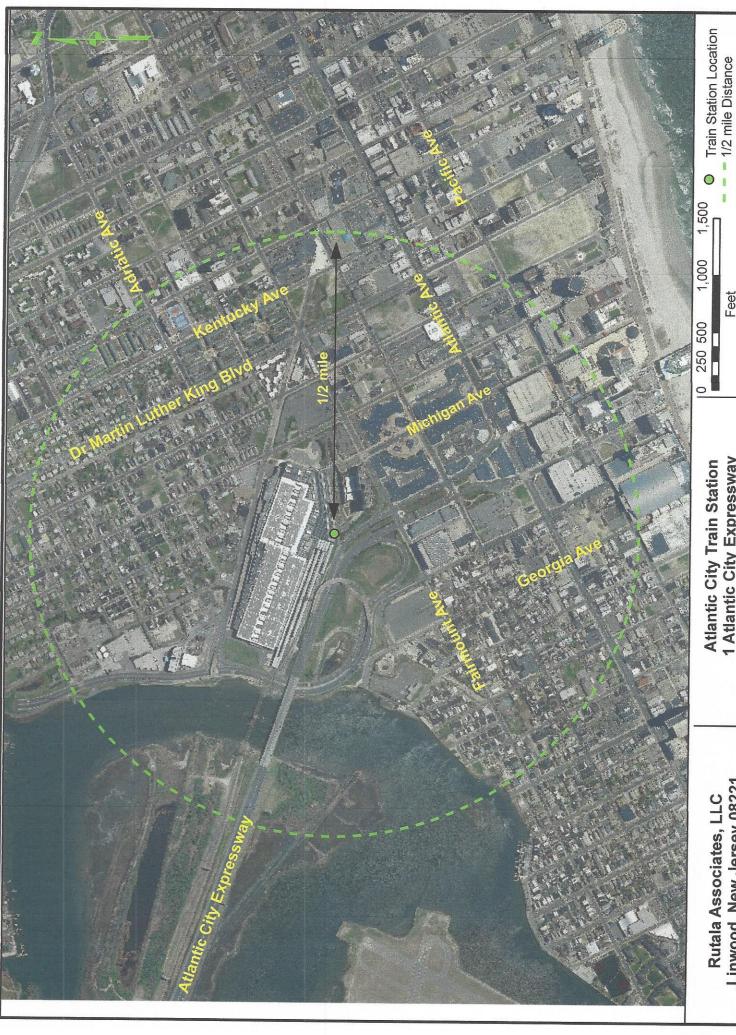
No coverage



This tool provides high-level estimates of our wireless coverage. Coverage is not available everywhere and varies based on a number of factors. >> Learn more







Atlantic City Train Station
1 Atlantic City Expressway
City of Atlantic City
Atlantic County, New Jersey

Linwood, New Jersey 08221 (609) 743-0354

GIS Data Sources: NJDEP 2012 Orothophotos Tile No. 119A13, H19B16, H19B16, I19A5, I19A9, I19B12, H19B8

COMCAST SUPPORTS ATLANTIC CITY, NJ'S RESPONSE TO THE AMAZON HQ2 RFP

COMCAST'S INNOVATIVE BUSINESS AND CONSUMER COMMUNICATIONS SOLUTIONS, NETWORK INVESTMENTS, AND TECHNOLOGY LEADERSHIP SUPPORT YOUR COMMUNITY'S CONNECTIVITY NARRATIVE, WHICH AMAZON LISTS AS A KEY CONSIDERATION IN ITS HQ2 RFP ("RFP").

COMCAST'S NETWORK AND ENTERPRISE SERVICES BENEFIT COMPLEX DIGITAL BUSINESSES LIKE AMAZON

Comcast Business Services provides a variety of enterprise solutions for network connectivity and managed services that enable large businesses, like Amazon, to simplify the complexity of their network in the face of dynamic innovation.

- Comcast provides point-to-point, point-to-multipoint, and multipoint-to-multipoint fiberbased Ethernet solutions and cellular backhaul and can provide secure, scalable internal networks for widely dispersed organizations.
- Comcast's broadband service capabilities include up to 10 Gigabit symmetrical services to businesses and has capacity to scale up to 100 symmetrical Gigabits for businesses that meet specific criteria.
- Comcast also connects users to a diverse ecosystem of services, including over 600 data centers, and leading cloud service providers.
- Enterprise customers receive 24/7 priority support from an experienced dedicated local account team, and services are monitored 24/7 by a dedicated national team through our business class National Operations Center.

Additionally, Comcast's machineQ division can help enterprise customers like Amazon connect to the smarter and more efficient technologies available through a specific network built for the Internet of Things ("IoT").

- Comcast offers both a customizable IoT platform that empowers customers to create
 and deploy IoT tailored solutions, in addition to offering cutting edge solutions that use
 the latest sensor, network, and software technologies to give businesses a digital
 understanding of the physical world.
- For example, Comcast can help customers equip physical infrastructure things like vehicles, buildings, equipment, etc. with sensors that gather and transmit information. Comcast then makes that information available through various apps and software programs that enable users to monitor, track, and process a wide range of metrics. Each of these connected solutions is unique and can be customized for a variety of applications, including those likely to be used by Amazon. Comcast's solutions can even adapt to work with existing IoT deployments.
- A similar machineQ IoT network is currently being deployed in Seattle as well, which will enable Amazon IoT professionals network coverage and standards protocol continuity to test city-wide IoT initiatives in both Seattle HQ and HQ2.

COMCAST'S NETWORK AND SERVICES IN THE CITY PROVIDE INNOVATIVE SOLUTIONS THAT SUPPORT A VIBRANT SMB AND CONSUMER EXPERIENCE BENEFITING AMAZON

Comcast's Business Services and Xfinity Services currently provide the community with innovative communications and entertainment services. We highlight below how Comcast will exceed the needs of Amazon's workforce, the SMBs and entrepreneurs that will want to locate near an Amazon headquarters.

LOCAL BUSINESSES RELY ON COMCAST

Comcast Business Services provides advanced communication solutions to help companies of all sizes meet their business objectives. Backed by industry-leading, 24/7 tech support, Comcast Business leverages Comcast's powerful, next-generation network, our technical and operational expertise and our local resources to offer a wide range of products and services designed to help a business's bottom line.

- Comcast Business Services is building the nation's largest Gig speed network providing Gig speed to more businesses in more locations at a price they can afford.
 - Comcast has extended its infrastructure to more and more businesses since launching its commercial service less than 10 years ago, bringing competition and lower prices to the small, medium, and large business sectors.
- Comcast's broadband service capabilities include up to 10 Gigabit symmetrical services to businesses and has capacity to scale as high as 100 symmetrical Gigabits for businesses that meet specific criteria.
- Comcast offers businesses a variety of voice services and plans that include multiple lines and calling features. From basic voice lines and VOIP Business Voice Edge Solutions to SIP and PRI trunks.

CONSUMERS BENEFIT FROM COMCAST'S CUTTING EDGE SERVICES

XFINITY is TV, Internet, voice and home management, all working together and constantly improving to provide customers instant entertainment and connection anywhere, anytime, on any screen.

- Xfinity TV brings customers more of the content they love, wherever they are, on any device. The X1 platform is an Entertainment Operating System that gives customers an interactive TV experience, providing instant access to all of their entertainment. The X1 platform, which is available across 100 percent of Comcast's markets, has set an industry standard for home entertainment, one that transcends traditional TV to deliver an immersive and personalized entertainment experience across all devices.
- Comcast has changed the Internet experience for millions of customers by providing the
 nation's fastest, most reliable Internet and in-home Wi-Fi speeds, in addition to online
 security for no extra cost. Comcast continues to deliver the fastest speeds to the most
 homes in the country so our customers can have a terrific online experience.
- Comcast has increased broadband speeds for residential customers 17 times in the past 16 years. Comcast's residential broadband speeds in the community range from 10 Mbps to 2-Gigabit symmetrical.

- Earlier this summer, Comcast launched Xfinity xFi, a new and personalized WiFi experience that provides a simple dashboard for customers to set up their home WiFi network, find their password, see what devices are connected, troubleshoot issues, set parental controls and even pause WiFi access on their home network during dinner or bedtime. The xFi experience can be managed and controlled from anywhere, on any device even from your TV with X1. xFi gives customers unprecedented visibility and control over one of the most important technologies in their home.
- Customers can also enjoy WiFi access on the go with millions of free Xfinity WiFi hotspots nationwide while shopping, dining, traveling, and more.
- Comcast is reimaging how people communicate with Xfinity Voice. Xfinity Voice is an
 innovative and reliable IP-enabled home phone service that delivers digital-quality phone
 service with all of the functions of traditional phone service, plus enhanced features that
 are integrated with other Comcast services.
- Xfinity Home is the next-generation home security, automation, and energy management solution from Comcast. This total home security service includes 24/7 professional monitoring, as well as battery and cellular backup. Key capabilities include: remote arming and disarming, real-time text and email alerts, 24/7 video recording, live video monitoring, lighting and thermostat control, and smoke and water leak detection.
 - Through the Works With Xfinity Home curated partner program, Xfinity Home seamlessly integrates best-in-class smart home devices into its platform.
 Whether at home or on the go customers can manage and stay connected to their homes via the mobile app, online portal, in-home Touchscreen Controller, or on their TV with the Xfinity X1 platform to ensure peace of mind.
- Xfinity Mobile uses America's largest, most reliable 4G LTE network along with Comcast's 17 million Wi-Fi hotspots to provide consumers with a better wireless experience, for less money, on today's most popular devices.

COMCAST IS COMMITTED TO BRIDGING THE DIGITAL DIVIDE – PARTNERING WITH LOCAL COMMUNITIES AND COMMUNITY ORGANIZATIONS

Comcast is committed to bridging the digital divide in the communities we serve so that no one is left behind in this digital world. Comcast's Internet Essentials program has grown to be the nation's largest and most comprehensive high-speed Internet adoption program for low-income households. The success of the program is fueled by community-based organizations, libraries, school districts, government agencies, and local, state, and federal elected officials who are also committed to connecting families. These community partnerships showcase to Amazon the community's bond as well as a common local commitment to the greater good by working to increase opportunities for all community members.

The benefits of the Internet Essentials program are real and tangible. We surveyed Internet Essentials customers about their experience and 98% said their children use the program's Internet service for schoolwork, while 93% feel the Internet service has had a positive impact on their child's grades. Moreover, 62% feel the Internet service helped someone in the household locate or obtain employment.