

# Jobing.com ARENA

GLENDALE - ARIZONA

Via Hand-Delivery

February 9, 2009

Ed Beasley, City Manager  
City of Glendale  
5850 West Glendale Avenue  
Glendale, AZ 85301

Dear Ed:

I recently read a newspaper article in the Arizona Republic regarding the construction of a \$600 million Las Vegas style casino which, if built, would be Arizona's largest gaming casino. According to the article, the casino would be built on the corner of 91<sup>st</sup> Avenue and Northern Avenue, less than a 2 mile drive from Jobing.com Arena. Greater Phoenix may be the most competitive market in the nation for disposable income on a per capita basis, however, as a venue operator we compete for disposable dollars on a daily basis with four major sports teams, resorts, spas, golf courses, two NASCAR races, a major golf stop on the PGA tour, the Fiesta Bowl, BCS Championship, Spring Training baseball, not to mention everyday competition in the form of restaurants, theaters, movie theaters, and shopping. As you may be aware, Phoenix is the only market in the United States that each of the four major sports leagues/teams (NHL, NBA, MLB, and NFL) play in their own venues, thus creating an additional level of competition not seen in markets where sports franchises more commonly share a 20,000 seat venue.

Jobing.com Arena is the anchor to Westgate City Center and the catalyst that drives incremental revenue to the City of Glendale and surrounding communities. I recently attended a Glendale Chamber of Commerce luncheon wherein the Mayor of Glendale indicated that the Westgate Entertainment district was responsible for over \$10.2 million in tax revenue to our City (tax revenue that did not exist five years ago). During these tough economic times the last thing our community needs is a casino that will strip, divert, and dilute revenue from the existing entertainment business district. Aside from the Phoenix Coyotes being the face of Jobing.com Arena, our second "tenant" is the concert touring business. Over the past five years, Jobing.com Arena has hosted over 130 top named artists which generated a significant revenue stream to our operation. Should this casino be built and should it expand its business portfolio to include an arena or theater, there is no doubt that Jobing.com Arena will face serious financial consequences that will not only impact our bottom line but that of Westgate and the City of Glendale.

The thought of a casino within minutes of Jobing.com Arena is very concerning. Can you imagine if the casino built a multi use arena to compete with Jobing.com Arena? It wasn't so long ago that a scenario such as this took place in Connecticut. Foxwoods Resort and Casino built an entertainment arena adjacent to its resort (4,000 seat), followed by the Mohegan Sun Casino which also built an arena (10,000 seat), which had a direct impact on the Hartford Civic Center.



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Casinos commonly erect entertainment venues or arenas as part of their business portfolios. Look no further than Las Vegas and the entertainment vehicles that are tied to the casinos; Celine Dion, Elton John, and Cirque du Soleil shows all sign long term deals to play a casino arena. Casinos have used the lure of entertainment performers to draw consumers to their black jack tables and slot machines. Make no mistake; this casino project and everything it could become is a direct competitor to Jobing.com Arena.

We compete vigorously every day for the major artists such as U2, the Rolling Stones, Bruce Springsteen and the E Street Band, Fleetwood Mac, Tina Turner, Avenge Sevenfold, Carlos Mencia, the Wiggles. Allowing a casino to be built in Glendale would not only create a drain on disposable income, but open the door for another competing entertainment venue and negatively impacting our business for years to come.

Sincerely,

Jim Foss

A handwritten signature in black ink, appearing to read 'Jim Foss', written over a faint, larger version of the name.

Senior Vice President & General Manager  
Jobing.com Arena