

AMERICAN CITY CORPORATION
A Subsidiary of The Rouse Company

ATLANTIC CITY, NEW JERSEY

INLET COMMUNITY REDEVELOPMENT

Report Appendices

October 1983

**APPENDICES
FOR
INLET COMMUNITY REDEVELOPMENT
A BALANCED RESIDENTIAL COMMUNITY
CONCEPT
AND
STRATEGY
FOR
REINVESTMENT**

ATLANTIC CITY, NEW JERSEY

OCTOBER 1983

**Prepared for
NEW JERSEY
CASINO CONTROL COMMISSION**

**By
AMERICAN CITY CORPORATION
COLUMBIA, MARYLAND**

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APPENDIX 1.1

ATLANTIC CITY RESOURCE FILE

AMERICAN CITY CORPORATION
A Subsidiary of The Rouse Company

ATLANTIC CITY NEW JERSEY

Resource File

July 1982

American City Building, Suite 701
Columbia, Maryland 21044
301-992-6077

INFORMATION RESOURCES

ATLANTIC CITY, NEW JERSEY

July 1982

Office of the Administrator

Voluntary Improvement of Property (VIP), May 3, 1982

Summary: Since Project V.I.P. began in 1976, we have obligated more than \$4.5 million in CDBG and non-CDBG funds for housing rehabilitation. This represents 814 cases of -91 dwelling units totally rehabilitation plus an additional 489 paint program cases and seven self-help grants.

Data Resources Available

State of NJ Investigatory Hearing Concerning the development and well-being of industries within Atlantic City and the impact upon the municipality of Atlantic City, Atlantic County and New Jersey

Ineligible Tenants Report as of January 1, 1982

1980 Census Profile

Organization of Files - Research Office

Census of Population and Housing 1980 - Atlantic County

Map - Atlantic City* (010) 02080 (0075)

Inventory of Existing Housing Developments - Atlantic City Housing Authority and Urban Redevelopment Agency

Map Showing ----- Residential CRD (RM-2) - Marina P.U.D. (RS-C1) - Central Area P.U.D. - Urban Renewal Project

Index Map of Atlantic City, Atlantic County, NJ - Dist. 1, Dist. 2, Dist. 3

Atlantic City - Tracts 1-22, Total Dwelling Units 1970; Total Dwelling Units 1980; Absolute Change 70-80; Percent Change 70-80.

Bureau of Housing in the Department of Community Affairs

New Jersey Laws Affecting Housing Sponsors,
Department of Community Affairs State of
New Jersey

Revised 5/81

The Atlantic County Dept. of Regional Planning & Economic Development,
Division of Planning, August 1981

Atlantic City, N.J. Future Land Use Plan.

1-Introduction; 2-Future Economy of the Region, County Population Projection;
3-Resources for Growth; 4-Land Use Options; 5-Future Land Use Plan;
6-Implementation; 7-Recommendations for Future Planning

State of NJ
Dept. of Environmental Protection, Division of Marine Services, Office of
Coastal Zone Management

Marina Cove
Atlantic City, NJ, October 1980

An Urban Development Action Grant Application Submitted to the U.S.
Department of Housing & Urban Development

The Marina Cove UDAG Project involves the reclamation of 36 acres of
City-owned landfill for a 1,401 unit mixed-income housing development.

New Jersey Economic Indicators, March 16, 1982

This issue contains: a) The Economic Situation in the Nation and the State; b) Occupational Outlook for New Jersey 1979-1985; c) Hotel-Casino Employee Migration to the Atlantic City Region; d) Economic Briefs, and e) Statistical Section.

Atlantic County Division of Economic Development

Growth Trends Report, January 1982

Contents: Atlantic County Economic Indicators; Transportation; Atlantic City Economic Indicators; Demographic Data and Directory

The Atlantic County Division of Planning on February 22, 1982

Casino Hotel Employee Housing Needs Survey

Sponsored by: The Atlantic City Casino Hotel Assn., The New Jersey Dept. of Community Affairs, The Atlantic County Division of Planning,

Primary purpose of the survey was to gather data relative to the housing needs of casino workers in the Atlantic City Area. In May, 1981, an 11 page, 31 question survey form was distributed to 600 randomly selected employees from each of the four participating casinos. In total, 2400 questionnaires were disseminated. Of this total, 1323 forms were answered and returned - representing a response rate of about 55 percent, an unusually high response rate. Highlights of the data: Characterization of Casino employees; Current housing assessment and future housing needs.

Division of State and Regional Planning

State Housing Programs and Policies: New Jersey's Housing Element, 1977

Available public information to serve as a guide for federal, state and local governmental decision-making for matters related to housing.

Part I - Survey of Statewide Housing Conditions

Part II - Housing Programs and Policies

Part III - Housing Goals and Recommendations

Atlantic County Improvement Authority

Data inventory provided by Ava Goldman

List of data provided is included in cover letter:

- State laws on ACIA
- Housing & transaction info.
- Rent schedules
- Condominium growth
- CAFRA requirements
- Sample income data

Atlantic County Improvement Authority - Project Profile

Letter from Ava Goldman at the ACIA with descriptions of the ACIA multi-family rental projects approved by the NJ Local Finance Board for luxury tax use.

- Harbor City Apartments
- Lincoln Apartments
- 20 N. Ohio Avenue
- South Inlet Apartments
- Barlinvis Apartments
- The Carolina
- Jacobs Family Terrace

1970 Census of Population and Housing

Census Tracts, Atlantic City, NJ

Published March 1972

Population Characteristics and Housing Characteristics for the Standard
Metropolitan Statistical Area

1980 Census Profile Footnotes

Characteristics of Persons; Characteristics of Households & Families;
Characteristics of Housing Units; etc.

W.G. Conway & Co.
New York, NY
April 1982

Atlantic Ave. Revitalization Strategy

Prepared for: The Housing Authority of
Urban Redevelopment Agency
of the City of Atlantic City, NJ

The evaluation of the marketability of a 7,000,000 sf, three-block mixed-use development scheme for an Atlantic Avenue site in the heart of the CBD. The site is that area bounded by Atlantic, Illinois, Arctic and Tennessee Avenues.

W.G. Conway & Company, New York, N.J., in association with Clarke & Travisano,
Trenton, N.J. and Buckhurst Fish Hutton Katz, N.Y., N.Y., April 1982

Atlantic Avenue Revitalization Strategy

Prepared for: The Housing Authority & Urban Redevelopment Agency
of the City of Atlantic City, N.J.

Summary: The Housing Authority & Urban Redevelopment Agency of the City
of Atlantic City retained W.G. Conway to evaluate the marketability of
an ambitious 7,000,000 s.f. three-block mixed-use development scheme for
an Atlantic Avenue site in the heart of the CBD. The site is bounded by
Atlantic, Illinois, Arctic and Tennessee Avenues.

Charles J. Crowley, Office of Demographic and Economic Analysis

Hotel-Casino Employee Migration to the Atlantic City Region

Summary - This report represents the first New Jersey State government attempt to quantify and describe the migration of hotel-casino employees to the Atlantic City region. The current and past county of residence as well as estimates of the level of migration are shown. Some demographic characteristics of hotel-casino employees by migrant and nonmigrant status are also presented. The findings are based on a sample survey of hotel-casino employees done by the New Jersey Department of Labor and the Casino Control Commission.

Data Resources Available

Atlantic City Census Tracts: Maps & Charts

Memo To: Frederick McCamic, From: Mary Anne Fieux, Re: Cohort Survival,
Atlantic City, March 30, 1982

List of Public and Privately Subsidized Housing Units for Atlantic City

Dwelling Unit Survey - Atlantic City

Economic Research Associates

Impact of Casino Gambling on the Redevelopment Potential of the
Uptown Urban Renewal Site and on the Economy of Atlantic City

Prepared for: Housing Authority and Urban Redevelopment Agency
of the City of Atlantic City, New Jersey
June 1976

An analysis of the economic impact of casino gaming on Atlantic City and the potential uses of the Uptown Urban Renewal Site. The primary objectives of the study are:

- Analysis of other casino gambling programs with emphasis on visitation and method of operation.
- Identification of the most likely course of casino development in Atlantic City.
- Establishment of appropriate controls and parameters to insure casino development meets program objectives.
- Determination of fiscal and economic impact of casino gambling on Atlantic City.
- Analysis of overall development potential of gaming program in terms of new hotel and casino facilities.

ERA

Evaluation of the Effects of Casino Hotel Development on the Demand for
Housing in the Atlantic City Market Area

Prepared for: Housing Authority and Urban Redevelopment Agency of the
City of Atlantic City, September 1979

Reviews impacts of casino growth on housing demand. Two key assumptions
are questionable: a) large migration of workers into S. Jersey, and b)
estimated 20 casinos by 1985.

- Update of June 1976 report

Gladstone Associates, Economic Consultants, July 26, 1977

Findings and Conclusions - Current Economic Conditions and Market Performance, Atlantic City, N.J.

Prepared for: Atlantic City, NJ as part of the master planning process in association with the office of Angelos Demetriou

Findings and conclusions on economic and demographic trends and characteristics, the residential market, the retail market, the office market and the hotel market.

Gladstone Associates

Technical Report, Economic Forecasts: Population, Employment and
Visitors 1975-1990, Atlantic City, New Jersey.

Prepared for: Atlantic City, New Jersey as part of the master
planning process in association with the office of Angelos Demetriou.

Prepared on: November 2, 1977

Summary: This report is the second in a series of economic analyses
being prepared as part of the master planning process now underway
in Atlantic City. This report sets forth forecasts of future economic
activity in Atlantic City as a result of prospective changes in the
economic outlook, principally related to casino hotel development and
to a lesser extent off-shore drilling activities in Baltimore Canyon.

The purpose of the economic forecasts presented in this report is
to dimension the probable range of future growth within Atlantic City.
This probable range then sets the parameters for accommodating future
growth and development through the master planning process. This
report contains forecasts of expected economic activity to 1990
expressed in terms of:

- Employment
- Temporary construction workers
- Population, and
- Overnight visitors

Housing Authority and Urban Redevelopment Agency of the City of Atlantic City, New Jersey.

North Inlet Demographic Survey Report, June. 1979.

Summary: The North Inlet Demographic Survey was the second segment of the Demographic Survey conducted between the months of March and Paril, 1979. The purpose of the survey was to gather data necessary to establish specific needs and goals for the entire city.

The same door-to-door survey method was employed in both the South Inlet Survey and the North Inlet Survey. A copy of the survey form is attached (See Appendix II). For more details of the survey mehtod, please refer to the "South Inlet Demographic Report".

The survey encompassed the North Inlet area, bordered by North New Jersey and North Maine Avenues from Atlantic Avenue to Parkside Avenue. All the blocks within the area were surveyed, with the exception of blocks 18, 19, 23, 24, 27, 28, 30, 31, 33, 34, 104, 105, 106 and 113 (see attached maps).

About 60% of the North Inlet area was surveyed. The results hereafter are drawn from and based on this 60% resoïnse level. These findings are considered sufficient and representative of the general characteristics of the North Inlet population.

Housing Authority and Urban Redevelopment Agency of the City of Atlantic City, N.J.

South Inlet Demographic Survey Report, June 1979.

Summary: Although the South Inlet area of Atlantic City represents the most transitional area of the City, no recent, accurate social and demographic data in that tract has been collected in nearly 2 years. In accordance with the January 27th decision of the Atlantic City Housing Committee to update this data, the Atlantic City Housing Authority conducted a comprehensive survey of the area during the months of March and April.

The purpose of the survey was to gather data necessary to establish specific housing needs and goals for the entire city. As the attached survey sheet shows, this data includes family and unit characteristics, as well as household dwelling needs.

Inventory of Major Office Facilities in Atlantic County

August 1981

Alan Mallach Associates, 1980

Atlantic County Housing Strategy, Vol's I & II

Prepared for: County of Atlantic

A review of housing and land use activities in Atlantic County, including municipal zoning ordinances and Master Plan Housing elements, the use of CDBG funds in Atlantic County and housing development trends in the County.

The report also reviews roles and options in housing development in the County and presents recommendations:

- Local regulations
- Increasing institutional capacity
- Identifying federal and state resources

Mullin & Lonergan Associates, Inc.
and The Tarquini Organization
April 1982

Emergency Revitalization Plan for Atlantic City Shopping District
Atlantic City, NJ

Prepared for: The City of Atlantic City

Business closings on Atlantic Avenue have left vacant stores. The major problem is how to attract more people into the Shopping District.

Mullin & Lonergan Associates, Inc. and The Tarquini Organization

Transportation and Parking Recommendations for Atlantic City Shopping
District, Atlantic City, NJ, April 1982

Prepared for: The City of Atlantic City

Parking survey covered a larger area than the existing CBD Zoning
District and the proposed area to be included in the shopping
district.

Mullin and Lonergan Associates, Inc., Philadelphia, PA.

Inlet Neighborhood Development Program, 1st Action Yr. 1973

Submitted by: The Housing Authority and Urban Redevelopment Agency
of the City of Atlantic City.

Neighborhood Development Program Data: HUD Form-6270; Activity Program
Summary; Expenditure Budget; Financing Report; Urban Renewal Plan; etc.

Newark Star Ledger, 3/16/82

Housing is labeled sufficient for the employees of casinos

News Release: The Atlantic County Division of Planning, the New Jersey Dept. of Community Affairs, and the Atlantic City Casino Hotel Association announce their joint publication of the Casino Hotel Employee Housing Needs Survey. This report is based on the results of an 11-page, 31 question survey distributed to randomly selected employees at Resorts, Caesars, Bally, and the Sands in May 1981. The survey was designed primarily to determine the housing needs and preferences of Atlantic City's Casino-Hotel employees.

Pandullo Quirk Associates

A Survey of the South Inlet, Atlantic City, NJ

Prepared for: Resorts International

April 30, 1981 to May 8, 1981
3 Volumes

Includes inventory of land uses and classifications of all South Inlet structures. Covers literature survey plus field inventory and census data base.

Landfill Land Use Alternatives

Prepared for: Housing Authority and Urban Redevelopment Agency,
Atlantic City

An investigation of subsurface conditions at the former Atlantic City landfill.

Identified fundamental problems:

- designing a suitable foundation without excessive settlements
- construction difficulties in the field
- control of toxic gas and gas explosion hazards
- potential corrosive action depending on foundation and utility construction materials
- overall construction cost on landfill will be significant

Stanley C. Van Ness, Public Advocate

Memorandum to Joseph Lordi, Chairman, Casino Control Commission
May 23, 1979

PUBLIC ADVOCATE COMMENTS ON THE ATLANTIC CITY MASTER PLAN AND
ZONING ORDINANCE

The memo involves a detailed review of: Zoning for the South Inlet;
Displacement and Relocation; The Zoning Ordinance; General Provision
for Housing.

State of New Jersey Coastal Management Program Bay & Ocean Shore Segment
May 1978

Draft Environmental Impact Statement

This Coastal Management Program provides the framework for sound decision making to conserve New Jersey's coast and achieve a balanced use of the Bay and Ocean Shore region.

The Urban Planning Workshop, School of Architecture and Urban Planning
Princeton University, May 1977

ATLANTIC CITY

A review of employment, land use, Atlantic Ave. & CBD, transition zone, transportation, housing, social services, neighborhood development, monitoring and management.

APPENDIX 1.2

AMERICAN CITY CORPORATION INTERVIEWS

APPENDIX 1.2
ACC INTERVIEWS

*Three or more interviews

*Mr. John Allen
Harrah's Hotel and Casinos

Ms. Donna Andersen
Precision Communications

Ms. Lois Anderson
Public Relations Specialist
Atlantic City Convention &
Visitors Bureau

*Ms. Ravenna Battinieri
First Ward Civic Association

*Mr. Steven Batzer
President
Greater Atlantic City Chamber of Commerce

Mr. Richard O. Becker
Architect and Planner
Becker Bendixen Murphy & Herbst

*Ms. Cora Boggs
Atlantic City Housing Coalition

*Mr. Peter Boynton
President
Atlantic City Board of Education

*Mr. James Bradley
Deputy Director
Atlantic County Improvement Authority

Mr. Joseph Bradley
Chairman, Committee on Creative Engineering
Atlantic County Board of Relations

Mr. Dennis Braithwaite
Legal Counsel
Atlantic City Council

Mr. Karl Braun
Regional Director
New Jersey Coastal Area Facilities
Review Agency

Ms. Linda D. Bringham
Administrator
Voluntary Improvement of Property
City of Atlantic City

*Ms. Ana Candelaria
Housing Counselor
Latin Organization of Atlantic City

Mr. Anthony Cappucio
Director
Supported Work Program
Atlantic County Department of Administration
Division of Training and Employment

*Mr. Richard L. Carter
Atlantic City Engineer

Mr. Ned Carrier
President
Atlantic Board of Realtors

Mr. John P. Clarke
Architect and Planner
Clarke & Caton

*Mr. Saul H. Cohen
M. Sirota & Co.

*The Honorable Walter L. Collette
Atlantic City 2nd Ward Councilman

The Honorable Delores Cooper
New Jersey Assemblywoman

*Mr. James Cooper,
Chairman
Historic Gardner's Basin

Ms. Alice Cuff
Bungalow Park Association

Mr. Curtis
Atlantic City Home Rehabilitation Contractor

Mr. Thomas Curtin
Assistant Vice President
Ehrlich-Bober & Co., Inc.

Mr. Robert Dade
Bungalow Park Association

Mr. Gordon Dahl
Atlantic County Division
of Economic Development

*Mr. William DeJesus
Executive Director
Latin Organization of Atlantic City

The Honorable Gene Dorn
Atlantic City Councilman

Mr. Dennis Dorzuk
Assistant Vice President
Midlantic Bank

Mr. Stephan Douglass
Atlantic City Development Corporation

*Mr. William Downey
Executive Director
Atlantic County Improvement Authority

*Dr. Jack Eisenstein
Superintendent of Schools
Atlantic City Board of Education

Mr. George L. Elkins
Vice President
Mortgage Loan Officer
Anchor Savings

Mr. Marvin Embry
Atlantic County Board of Realtors

Mr. John N. Falzetta
Educational Consultant

Mr. Jay Fiedler
Planner
Atlantic City Department of Planning and Development

Mr. John W. Fox
Public Relations Director
Atlantic City Convention and Visitors Bureau

*Ms. Mildred Fox
Vice President
Atlantic City Women's Chamber of Commerce

*Mr. Murray Fredericks
Farley, Fredericks & Ferry

Mr. Donald Freeborn
Airport Administrator
Bader Field Airport

Mr. James Garvey
Michael Brower Realty Co., Inc.

Mr. Joseph E. Gaynor
Executive Director
Atlantic Human Resources, Inc.

Mr. William Gifford
President
Sea Pack, Inc.

Ms. Redenia C. Gilliam
Vice President
Bally's Park Plaza Casino Hotel

*Mr. Irv Gindes
Inlet Homeowners Association

Mr. Andy Giovannetti
Atlantic City Development

Mr. Michael L. Golden
President
Schultz Menswear

Mr. Neil Goldfine
Director
Atlantic City Municipal Utilities Authority

*Ms. Ava Goldman
Atlantic County Improvement Authority

The Honorable William Gormley
New Jersey State Senator

Mr. Ralph Green
Interstate Housing Systems, Inc.

Mr. Malcolm Gropper
President
Historic Smithville Development Corporation

*Ms. Edna Hall
Uptown Action Council

Mr. Don Harewood
Representative
Shanni International Housing, Inc.

*Mr. Oscar Harris, Jr.
Executive Director
Atlantic City Housing and Redevelopment Authority

Mr. Benjamin A. Herman
Assistant to the Commissioner
New Jersey Department of Environmental Protection

Mr. Jim Herzog
Health Administrator
Atlantic City

Mr. Murray Hirschorn
President
The Barness Organization

*Mr. Pierre Hollingsworth
President
NAACP, Atlantic City Chapter

Mr. Robert Horn
Manager
The Beachgate Condominium

Mr. Hil Horning
Director
Atlantic City Transportation Authority

Mr. Matthew Hudson
Marina Towers Condominiums
Atlantic City Development Corporation

The Honorable Robert E. Hughey
Commissioner
New Jersey Department of Environmental
Protection

Mr. Paul Hugus
Senior Vice President
Midlantic National Bank

*Mr. Barry Iaconelli
Inlet Homeowners Association

*Dr. Allison Jackson
Planning and Administrative Consultant
Harrah's Hotels and Casinos

Mr. Stanley Johnson
Atlantic City Neighborhood Improvement Program

Mr. Art Jungblut
Developer
The Carolina

Mr. G. Gerard Kauper
President
Atlantic City Convention & Visitors
Bureau

The Honorable Thomas Kean
Governor
State of New Jersey

Mr. Jack Keith
Park Manager
Historic Gardner's Basin

*Mr. Robert F. Kelleher
President, Atlantic City Branch
Midlantic National Bank

*Mr. John Kelley
Uptown Action Council

*Mr. Fred Klein
President
Atlantic City Merchants Association

Mr. Thomas F. Kloberg
Principal
Morgan Stanley, Inc.

Mr. Fred J. Knight
First Ward Civic Association

Mr. Bill Krane
Planner
Atlantic City Department of Planning and Development

Ms. Janice M. Kurtz
Coquille Beach Condominiums

Mr. Jennings Love
Atlantic City Resident

*Mr. Alan Mallach
Former Executive Director
Atlantic County Improvement Authority

Mr. A. Russell Marane
Sencit Development Company

*Ms. Libby Marsh
Dean of Science
Stockton State College

Mr. William Marsh
Assistant Principal
Uptown Complex

*The Honorable Michael Mathews
Mayor
Atlantic City, New Jersey

Dr. Hubert Maultsby
Atlantic City Administrator

Mr. Earl L. McAfee
The Woodlands Condominium

*Mr. John J. McAvaddy, Jr.
Assistant Executive Director
Atlantic City Housing and Redevelopment Authority

*Mr. Fred McCamic
Supervising Planner
Atlantic County Division of Planning

Mr. Tom McCann
District Manager
Foremost Insurance Co.

*Mr. Matt McCool
Director CDBG Program
Atlantic City Department of Planning
and Development

Mr. Desmond P. McDonald
President
Midlantic National Bank

Mr. Henry Meyer
Forest City Dillon

Ms. Deborah Mitchell
Staff
Atlantic City Housing Authority

The Honorable John Mooney
Atlantic City Councilman

Mr. Preston Moore
Urban Homeownership Corp.

Mr. Israel Mose'
Inlet Community Resident

The Honorable Harold Mosee
Atlantic City Councilman

The Honorable Arnold Orsatti, Jr.
Atlantic City Councilman

The Honorable Steven Persky
Former New Jersey State Senator

*Mr. Nicholas M. Piegaro
Supervisor
New Jersey Department of Community
Affairs

Mr. John Phillips
Architect

Mr. Arthur W. Ponzio
Arthur W. Ponzio Co. & Assoc., Inc.

Mr. Robert Preston
Atlantic City Department of Planning and Development

Mr. Edward Quinn
President
The Enterprise Foundation

*Mr. William Rafferty
Rafferty Real Estate

Mr. Murray Raphael
Former Chairman
Atlantic County Improvement Authority

*Mr. William R. Reeves
Executive Director
FNS Community Development Corporation

*The Honorable John Renna
Commissioner
New Jersey Department of Community
Affairs

*Mr. Charles C. Reynolds
Editor & Publisher
The Atlantic City Press

The Honorable Dennis Riley
Member
New Jersey State Assembly

Mr. Jose Rios
Principal
Massachusetts Avenue Elementary School

*The Honorable Joseph Rodriguez
New Jersey Public Advocate

Mr. James W. Rouse
Chairman of the Board
The Enterprise Foundation

Mr. Cory L. Rovner
Property Associates

*Mr. Thomas Russo
Director
Atlantic City Department of Planning
and Development

Mr. Jim Rutala
Atlantic County Division of Planning

*Mr. Dennis Scardilli
Director
Atlantic County Division of Economic
Development

Mr. William Schluter
Consultant
The Carolina

*Mr. Dave Sciarra
New Jersey Public Advocate Office

Ms. Sandra Shenfield
Vice President, Real Estate Division
Resorts International

Mr. Robert M. Silverwood
Metropolitan Associates Development Corporation

*Mr. Joseph Sinnon
Glaziers Local Union 252

Mr. Carlos Smith
Architect

Mr. N. Stitser
Atlantic City Parking Association

The Honorable James Sykes
Atlantic City Councilman

*Mr. Nick Talvacchia
Atlantic City Division of Planning
and Development

*Mr. Phil Tannebaum
Developer
Tannen Towers

Mr. Robert W. Tatum
Cadillac-Fairview

Ms. Peggy Taylor
Planning and Administration Consultant
Harrah's Hotel and Casinos

Mr. Philip Taylor
Planner
Atlantic Human Resources, Inc.

*The Honorable Don M. Thomas
Member
New Jersey Casino Control Commission

Ms. Doris B. Thompson
Vice President
Atlantic County Board of Realtors

*Mr. Mike Tolan
Director
Atlantic City Community Development
Program

Ms. Katherine Tuno
Atlantic County Board of Realtors

*The Honorable Henry Tyner
President
City Council, City of Atlantic City

*Mr. James Usry
President
Congress of Community Organizations

Sgt. Floyd Ward
Director
Atlantic City Police Athletic League

Ms. Maria Weeks
Atlantic Board of Realtors

Mr. Douglas G. Wehrle
Staff Member
New Jersey Coastal Area Facilities
Review Agency

Mr. John Weingart
CAFRA Acting Director
New Jersey Department of Environmental
Protection

*Mr. Richard Wells
Senior Vice President
Harrah's Hotels and Casinos

*The Honorable James Whelan
Atlantic City Councilman

*The Honorable John Whittington
Councilman
Atlantic City

Mr. Gym Wilson
Partner/Architect
The Carolina

*Ms. Barbara Woodal
Atlantic City Resident

Mrs. Woods
Social Worker
Atlantic Human Resources, Inc.

*The Honorable Charles Worthington
Atlantic County Executive

Mr. James G. Yacenda
President
Yacenda Enterprises

Mr. Aubrey Zaid
Parkway Realty Company

*Mr. David Zarin
President
Sencit Development Co.

Mr. Richard Zarin
Sencit Development and Management Companies

APPENDIX 1.3
COMMUNITY REACTION FORM
AND
RESPONSE TABULATIONS

COMMUNITY REACTION FORM

This form is intended to be a quick and easy way to record your reactions to the development proposals described at the meeting you attended.

Date of meeting you attended _____.

Where do you now live? (check one)

- South Inlet
- North Inlet
- Bungalow Park
- Other Part of Atlantic City
- Outside Atlantic City

If you now live in Atlantic City, would you prefer to remain a resident of Atlantic City?

- Yes
- No

If you do not live in Atlantic City, check the following descriptions which best match your views:

- I would not prefer to reside in Atlantic City under any conditions
- I would prefer to live in Atlantic City if housing conditions were improved.

If you would not prefer to live in Atlantic City, why not?

If you would like to reside in Atlantic City but currently do not, what would bring you into the City to live?

In general, how do you react to the development proposals presented at the meeting you attended?

(Check those you agree with)

The development proposals sound good to me.

I would be opposed to the development proposals.

I agree with some but not with all of them.

Comments:

Of all the proposals presented, the one that makes most sense to me is:

The one that makes least sense and I would strongly oppose is:

The most important things needed in Atlantic City for me are:

(Check any you agree with)

- Lower priced housing
- Higher quality housing
- Whole neighborhoods with parks, playgrounds, schools, shops and other facilities
- More shops
- More facilities for young people
- More access to the waterfront for residents
- More security and attention to crime prevention

Other _____

If you would like to take this home and take more time to respond, feel free to do so. After you have given your reactions, simply fold it as indicated and drop it in the mailbox. Thank you.

APPENDIX 1.3
COMMUNITY REACTION FORM
TABULATION OF RESPONSES

Date of meeting you attended:

January 26 - 11
February 2 - 32
February 9 - 7
February 16 - 13
February 22 - 8
March 8 - 11
March 9 - 3
March 10 - 4
June 28 - 10
No date - 2

Where do you live?

South Inlet - 13
North Inlet - 36
Bungalow Park - 15
Other part of Atlantic City - 33

If you now live in Atlantic City, would you prefer to remain a resident of Atlantic City?

Yes - 89
No - 4

If you do not live in Atlantic City, check the following descriptions which best match your views:

11 I would not prefer to reside in Atlantic City under any conditions.

21 I would prefer to live in Atlantic City if housing conditions were improved.

If you would not prefer to live in Atlantic City, why not?

Crime
Too dirty
Poor transportation
Other bad conditions
Too far from job
Missed opportunity
No family recreation
No cultural programs
Business services not here
Too much commercial
Environment is bad
No movie theaters

Of all the proposals presented, the one that makes most sense to me is:

- More services in the Inlet
- Walkway
- Relocation
- Affordable housing
- Current proposal (mentioned most often - 38 times)
- Money, second most
- Rehab
- Use available land
- Start building houses
- Home-for-home
- No leadership to implement plans
- Too vague
- Crime prevention
- Diversified housing
- Improvement of existing buidings
- Build garden apartments and townhouses at moderate prices

The one that makes least sense and I would strongly oppose is:

- Relocation that would result in another Paulines Prairie
- Sailboats
- Home-for-home idea
- Redevelop all North Inlet
- Recreation
- Costs
- High-rise condo
- South Inlet proposal
- Mixed housing
- Lack of information on dollars
- Cheap houses
- Too many houses for Bungalow park
- Overcrowding
- Speculators
- No low cost housing
- Do not ignore homeowners
- Uptown convention hall
- Landscaped medians

The most important things needed in Atlantic City for me are:
(Check any you agree with.)

- 53 Lower priced housing
- 45 Higher quality housing
- 70 Whole neighborhoods with parks, playgrounds, schools, shops and other facilities
- 43 More shops
- 50 More facilities for young people
- 20 More access to the waterfront for residents
- 48 More security and attention to crime prevention

If you would like to reside in Atlantic City but currently do not, what would bring you into the City to live?

Shops - 4
Safety - 3
Work - 3
Development - 3
Affordable housing - 3
Clean streets - 2
Friendly neighborhoods - 2
Culture - 2
New neighborhoods - 2
Waterfront activities - 2
Human and cultural development programs - 1

In general, how do you react to the development proposals presented at the meeting you attend?

66 The development proposals sound good to me.
3 I would be opposed to the development proposals.
35 I agree with some but not with all of them.

Comments: The part I like best was the use of the water
Follow-up is important
Need to keep Atlantic City safe
Make Inlet beautiful again
Talk money not plans
Concept vague
Hope to see good results
Need affordable housing
Want to sell and move
Too many units for Bungalow Park
Super market needed
Entertainment and recreation for families
Concept is people oriented
Concept has potential
Too much talk
Retail needed
Opposed to eminent domain
Waterfront development needed
Land acquisition problems
Use minority contractors and businesses
Get timetable specific

The development program helped change my thinking about Atlantic City. I now feel better knowing that something could be done to provide housing and shopping for families.

Other:

Protection (security) - 24
Access to water - 14
Fair relocation - 4
Movie theater and bowling -4
Employment - 2
Cultural Center - 2
Parking (not Casino)
Police station in Inlet
Affordable housing
Community events
Cash for existing homes
Remove absentee owners
Housing for single people
Stabilize taxes/job training program
Senior citizen housing
For kids - ice rink/roller rink
Resorts property needs fixing
Move faster - begin
No tricks
More small businesses, entrepreneurs
City government that works for people
Taxes too high
Mass transportation
Convention Hall on site
Supermarket

If you would like to take this home and take more time to respond, feel free to do so. After you have given your reactions, simply fold it as indicated and drop it in the mailbox. Thank you.

APPENDIX 1.4
MEMBERS
OF THE
ATLANTIC CITY TASK FORCE
ON
HOUSING AND COMMUNITY DEVELOPMENT

MEMBERS OF THE ATLANTIC CITY TASK FORCE
HOUSING AND COMMUNITY DEVELOPMENT

Mr. Steven Batzer, President
Greater Atlantic City Chamber of Commerce

Ms. Cora Boggs
Atlantic City Housing Coalition

Mr. Peter Boynton, President
Atlantic City Casino Hotel Association

Mr. William Downey
Executive Director
Atlantic City Casino Hotel Association
(Replaced by David Gardner, June 1983)

Dr. Jack Eisenstein
Superintendent of Schools
Atlantic City Board of Education

Ms. Mildred Fox, Vice President
Atlantic City Women's Chamber of Commerce

Murray Fredericks, Esq.
Farley, Fredericks & Ferry

Mr. Pierre Hollingsworth, President
NAACP, Atlantic City Chapter

The Honorable Robert E. Hughey, Commissioner
New Jersey Department of Environmental Protection

Mr. Robert F. Kelleher, President
Atlantic National Bank

Mr. Fred Klein, President
Atlantic City Merchants Association

*The Honorable Michael Matthews, Mayor
City of Atlantic City

Mr. Charles C. Reynolds
Editor & Publisher
The Atlantic City Press

The Honorable John Renna, Commissioner
New Jersey Department of Community Affairs

The Honorable Joseph Rodriguez
Public Advocate

Mr. Joseph Sinnon
Glaziers Local Union 252

*The Honorable Don Thomas, Commissioner
New Jersey Casino Control Commission

The Honorable Henry Tyner, President
City Council, City of Atlantic City

Mr. James Usry, President
Congress of Community Organizations

The Honorable Charles Worthington
Atlantic County Executive

*Co-chairmen

APPENDIX 1.5
FINDINGS AND RECOMMENDATIONS
OF THE
ATLANTIC CITY TASK FORCE
ON
HOUSING AND COMMUNITY DEVELOPMENT

**Findings and Recommendations
of
The Atlantic City Task Force
on
Housing and Community Development**

**March 24, 1983
Atlantic City, New Jersey**

It is with a great sense of satisfaction and accomplishment that we forward to you the Findings and Recommendations to the Casino Control Commission of the Atlantic City Task Force on Housing and Community Development.

We believe that with your special insight and your own deeply felt commitment to the community, you will recognize instantly the importance of this document to Atlantic City.

The Task Force came into being in December. It has worked closely with the city administration, the Casino Control Commission, and the commission's consultant on housing in Atlantic City, the American City Corporation. The members of the Task Force were selected to achieve a broad spectrum of interests and opinions. The document you find enclosed here is the work of individuals from community and civil rights organizations, the casino hotel industry, the city's retail business community, the Chamber of Commerce, the banking industry, the legal profession, organized labor, and the city and state governments.

Months of assiduous attention to the work at hand has produced recommendations for a comprehensive program for balanced housing and commercial development in the East End

of the city, an area containing in its boundaries the North Inlet, the South Inlet, Gardner's Basin, and Bungalow Park.

The program addresses in detail policies concerning relocation, zoning and financing to establish a solid new community for more than ten thousand residents. It urges that a community development corporation be created, much like the one that has achieved great success in New Brunswick, to move forward with the task of putting the proposed development in place subject to the full range of required local approvals.

The Task Force has recognized that the reinvestment sections of the Casino Control Act offer the best and most accessible source of funds for the public contribution required for the success of the Atlantic City East End development program. This group, so highly representative of Atlantic City, has urged that the Casino Control Commission retain jurisdiction over those funds.

The findings and recommendations being shared with you now are the product of an exhaustive effort to consult the community. Members of the Task Force held dozens of meetings in which more than 1,000 persons participated to air the concepts recommended in the development program.

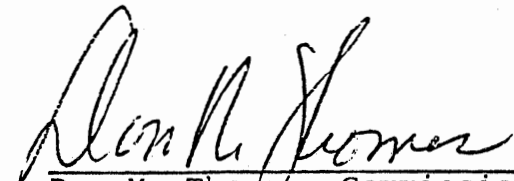
Thus more than three percent of the city's population already has had a chance to review and comment on the development program. Significantly, because this consultation process concentrated in the four affected

neighborhoods, a large percentage of the residents and landowners in the East End were consulted before the Task Force took action.

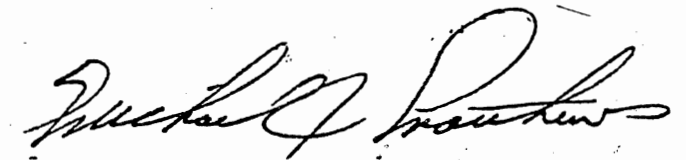
We believe the work of the Task Force contained here is an important next step in achieving the new Atlantic City we all want. We urge and request your support as an important decision maker and opinion leader in Atlantic City.

TASK FORCE ON HOUSING AND COMMUNITY DEVELOPMENT

Co-Chairmen



Don M. Thomas, Commissioner
Casino Control Commission



Michael J. Matthews, Mayor
City of Atlantic City

Members

Steven Batzer, President
Greater Atlantic City Chamber of Commerce

Cora Boggs
Atlantic City Housing Action Coalition

Peter Boynton, President
Atlantic City Casino Hotel Association

Dr. Jack Eisenstein
Superintendent of Schools
Atlantic City Board of Education

Mildred Fox, Vice President
Atlantic City Women's Chamber of Commerce

Murray Fredericks, Esquire
Farley, Fredericks & Ferry

Pierre Hollingsworth, President
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Henry Tyner, President
City Council, City of Atlantic City

James Usry, President
Atlantic City Congress of Community Organizations

ATLANTIC CITY TASK FORCE
ON HOUSING AND COMMUNITY DEVELOPMENT

Findings and Recommendations

March 24, 1983

The Task Force was established by the Casino Control Commission of the State of New Jersey on December 3, 1982 to review the proposals for a housing redevelopment program and strategy prepared by American City Corporation, under contract to the Commission. The Task Force has met on December 21-22, 1982, January 27, 1983, February 25, 1983 and March 24, 1983. Four subcommittees of the Task Force have met and prepared recommendations to the Task Force. Individual members of the Task Force have attended meetings in the community at which the American City Corporation has presented proposals for review and discussion by community groups and other individuals. American City Corporation staff members have met individually with 18 of the 20 Task Force members to obtain their reactions and suggestions.

Based upon these deliberations and the materials available to the Task Force, the findings and recommendations outlined below are submitted to the Casino Control Commission for adoption as the basis for moving ahead with the revitalization and redevelopment of Atlantic City as envisioned in the framing of the Casino Control Act.

OVERALL FINDINGS

1. The Inlet Community - bounded by Clam Creek, Absecon Inlet, the Atlantic Ocean, Connecticut Avenue to Melrose Avenue to Absecon Boulevard to Maryland Avenue to Clam Creek - offers the best opportunity to launch housing redevelopment and neighborhood revitalization at this time in Atlantic City. The Inlet Community includes some 332 acres divided among four residential neighborhood communities: Bungalow Park; Gardner's Basin; North Inlet; South Inlet. These neighborhoods comprise almost 15% of all the residential land inventory in Atlantic City. In addition to the most significant amount of waterfront found in Atlantic City (comprised of Clam Creek, Snug Harbor, Delta Basin, Gardner's Basin, Absecon Inlet and the Oceanfront), these four neighborhoods also include important public investments in such facilities and landmarks as: Uptown School Complex; the Walton Park created through the State Greenacres Program; the Absecon Lighthouse and surrounding Park; the Gardner's Basin Maritime Park, several housing projects for senior citizens, two additional public schools and several churches. A revitalized Inlet Community, immediately adjacent to the Central Business District, could play an important role in the revitalization of downtown Atlantic City. The Task Force, therefore, recommends that the Inlet

Community be given first priority by the City, County and State to launch a comprehensive community revitalization program using funds that would be provided under the provisions of the Casino Control Act for this purpose.

2. Over the past 90 days, the Casino Control Commission and its consultant, American City Corporation, have presented a concept for the redevelopment and revitalization of the Inlet Community in a series of community meetings attended by a thousand persons. This process of community review and consultation reveals general acceptance of the concept of a balanced residential community for the Inlet area. The Task Force, therefore, recommends that this concept be formally adopted by the Casino Control Commission and the City of Atlantic City at the earliest appropriate time. Furthermore, the Task Force urges the Casino Control Commission to direct its consultant, American City Corporation, to refine the concept to site-specific and cost-specific plans and projects. The specific plans must be consistent with the overall concept of a balanced residential community and sound planning and financial requirements. Such plans and projects should be submitted as soon as possible to the community for further review and consultation before

being presented to appropriate City agencies for formal action.

3. The Task Force recognizes that there exists deep concern among the residents of the Inlet Community on the question of displacement and its attendant problems. While the goal is to produce a balanced residential community within a reasonable period of time, displacement and resulting relocation are to be used only as a last resort. Priority should be given to providing decent, affordable housing. When displacement becomes unavoidable for achieving the overall goal, then every effort should be made to utilize existing housing stock which can be economically rehabilitated or vacant land in locations which reinforce the plan for rehousing opportunities. Rehousing must be carried out within the New Jersey Relocation Assistance Law and in the spirit of the Mount Laurel II Supreme Court decision of January 20, 1983.
4. The Task Force believes that the availability of investment funds via Section 144(b) of the Casino Control Act will be essential to the successful implementation of the Inlet Community Development program as proposed in this document. The Task Force further believes that the authority to direct and

approve casino reinvestment obligations under Section 144(b) should be vested in the Casino Control Commission.

5. The Task Force recommends that a nonprofit community development corporation be established with the sole mission of carrying out the redevelopment and revitalization plans for the Inlet Community. This corporation is not meant to supersede or in any way duplicate the work of any existing agency of government. It is meant to be the advocate, facilitator and, in the last resort, the developer of actual projects in the Inlet Community only.

LAND USE AND ZONING

- A. The residential area of Atlantic City most in need of and suitable for a comprehensive redevelopment effort is that area bounded on the west by Connecticut Avenue, Melrose Avenue, Absecon Boulevard, and Maryland Avenue; on the north by Clam Creek; on the east by the Absecon Inlet; and on the south by the Atlantic Ocean. This area in its entirety is referred to as the Inlet Community.

B. The Inlet Community should be redeveloped as a total, "balanced community." A "balanced community" in the Inlet Community of Atlantic City should include the following components:

- 1) Housing Choices...
 - a) at different price levels,
 - b) of different architectural styles,
 - c) in both new and renovated structures.
- 2) Convenience Shopping Facilities including...
 - a) A supermarket
 - b) Specialty food shops (e.g., bakery, butcher, fresh fruits and vegetables, wine and cheese and fresh seafood)
 - c) A drugstore
 - d) A hardware store
 - e) Services (e.g., dry cleaners, barber and beauty shop, shoe repair and service station)
 - f) Office uses (e.g., branch bank, insurance office, travel agency, medical and dental, and real estate)
 - g) Eating and drinking places
 - h) General merchandise (e.g., variety store, cards and gifts, and clothing).
- 3) Community Facilities including...
 - a) Recreational areas
 - Active recreation - swimming pool, ball fields and courts, tot lots and skating rinks
 - Passive recreation - landscaped areas with benches, picnic areas, pedestrian areas (e.g., the Boardwalk)

b) Service Facilities including...

- Day Care Center
- Health Facility
- Youth Club
- Cultural Center

4) Waterfront Activities including...

- a) Bathing areas
- b) Boat rentals
- c) Fishing areas
- d) Waterfront picnic and seating areas
- e) Waterfront promenades for walking, jogging and bicycle riding.

5) Employment Opportunities including...

- a) Maritime Industries - boating and fishing
- b) Retail and office jobs
- c) Housing management
- d) Service providers

C. Whatever final development program is adopted should include as many of the aforementioned components as necessary to meet the needs of neighborhood residents while being economically supportable.

D. Overall community development objectives to be strived for in all design work done for the Inlet Community are as follows:

- 1) Preserve sound residential structures wherever possible and economically feasible.
- 2) Improve opportunities for public access to the waterfront.
- 3) Encourage vehicular traffic movements as much as possible along major streets, in a manner designed to avoid disruption of the residential environments.
- 4) Encourage pedestrian movements as much as along the Boardwalk, Bader Avenue, Rhode Island Avenue, and other appropriate public rights of way.
- 5) Locate new convenience commercial facilities in areas of high population concentrations, near community services, and with good accessibility while preserving, upgrading and expanding existing facilities.
- 6) Preserve and assist the maritime industries in the area (such as boat storage and maintenance, and commercial fishing) to the maximum extent physically and financially feasible.
- 7) Design and implement adequate prevention and protection techniques against flooding in the area.

E. The four neighborhoods comprising the total Inlet Community are defined as follows:

- 1) Bungalow Park - bounded by Melrose Avenue on the south, Absecon Boulevard and Maryland Avenue on the west, Clam Creek on the north, and Gardner's Basin on the east.
- 2) Gardner's Basin - bounded by Melrose Avenue on the south, Gardner's Basin on the west, Clam Creek on the north, and the Absecon Inlet on the east.
- 3) North Inlet - bounded by Atlantic Avenue on the south, Connecticut Avenue on the west, Melrose Avenue on the north, and the Absecon Inlet on the east.
- 4) South Inlet - bounded by the Atlantic Ocean on the south, Connecticut Avenue on the west, Atlantic Avenue on the north, and the Absecon Inlet on the east.

F. Recommended development strategies for each of the four neighborhoods are as follows:

- 1) Bungalow Park - Conservation/Preservation with selected new housing built on vacant lots, and public improvements as needed.

- 2) Gardner's Basin - Comprehensive new housing development including new infrastructure and public improvements. Rehabilitation of clusters of sound housing where consistent with the overall plan.
 - 3) North Inlet - Combination of new housing development on vacant land and rehabilitation of existing units with needed public improvements.
 - 4) South Inlet - Major areas of new development on vacant land with rehabilitation of remaining sound residential structures, and public improvements as needed.
- G. A set of design criteria should be adopted for each development project and public improvement which would be agreed to by the project sponsor and incorporated into a development contract.
- H. Incorporate CAFRA regulations into the adopted design criteria to the extent possible in order to expedite the CAFRA approval process.
- I. A comprehensive plan for the Inlet Community showing site specific projects should be drawn up by the consultants working with community residents. This plan should then be adopted as soon as possible thereafter.

- J. There is land in the study area which needs to be rezoned to accommodate the development program. Unified zoning recommendations should be deferred until a comprehensive, site specific plan can be submitted to the Atlantic City Planning Board and City Council for action. In the meantime, it is recommended that the legal issues involved in the rezoning be explored to determine the legal limits within which the local government can act on zoning changes.
- K. There should be a moratorium on demolition of sound housing units in the Inlet community by both private and public property owners unless the building represents an immediate threat to public health, safety or welfare. An analysis of the suitability of such structures for rehabilitation should be undertaken as soon as possible.

RELOCATION

I. BACKGROUND

At the request of the Task Force, a set of policy guidelines on relocation was drafted and circulated to the Task Force on January 11, 1983 for comment. Comments were received from seven Task Force members. Individual discussions were

conducted with 18 members of the Task Force, including both co-chairmen. The Subcommittee was convened on March 17 to review all the data and previous discussion and prepare recommendations to submit to the full Task Force.

II. POLICY PRINCIPLES AND GUIDELINES

- a. Residents of the Inlet Community, regardless of household size or income, have a right to decent, safe, affordable housing in a stable neighborhood environment.
- b. Wherever it is economically feasible and consistent with the overall plan adopted for the Inlet Community, available vacant housing units and vacant land should be used for rehousing residents who must be displaced from their existing home to achieve the goal of a balanced residential community.
- c. When displacement is found to be necessary to achieve the goals of the plan, rehousing should be provided within the neighborhood in which the resident now resides, or no more than six blocks from the resident's current address.

- d. Rehousing, when required to achieve the goals of the plan, must be provided prior to physical displacement.
- e. Rehousing costs must be included in site-specific/cost-specific budgets prepared for the overall Inlet Community Development Program.
- f. A housing counselling program should be instituted as early as possible in a location within the Inlet Community to disseminate information helpful to residents considering rehousing.
- g. In order to halt any further loss of housing units, anti-deterioration efforts including anti-arson, crime prevention and demolition control programs should be intensified. When the City acquires a unit and it has rehabilitation potential, it should be secured as quickly as possible to prevent further deterioration.
- h. Rehousing policy must be consistent with the laws of New Jersey and the Mount Laurel II Supreme Court decision of January 20, 1983.

III. RECOMMENDATIONS CONCERNING COMPENSATION

- a. Only those in legal residence within the stated boundaries of the Inlet Community as of January 1, 1983 should be considered eligible for rehousing under these guidelines.
- b. Homeowners with homes unencumbered by financial obligations should have the right to be rehoused in units comparably unencumbered.
- c. Homeowners with mortgage obligations should not be required to accept units with greater obligations, either in overall debt or monthly payments.
- d. Tenants who must be relocated will be provided replacement housing within the Inlet community which will be available for occupancy prior to relocation. This replacement housing will be at a comparable and affordable cost and at a size to meet the needs of the particular household.

- e. Homeowners and tenants who elect to accept rehousing outside the Inlet Community should be compensated and assisted under the provisions of the New Jersey Relocation Assistance Law.

- f. In order to prevent resales that might jeopardize the economic viability and stability of the Inlet Community, residents participating in the rehousing program should agree to live in their units for a period of five years. If individual circumstances arise requiring the sale of a rehousing unit, there should be a community development and management corporation to acquire the unit for a fair price and make it available for another owner or tenant at a comparable price. The intent is to keep maintaining an inventory of affordable, decent housing in the Inlet Community and to discourage any hope for profit through the quick resale of rehousing units.

FINANCE

- A. The techniques of financial analysis utilized to date appear technically sound and should be followed in future calculations and modifications of project pro forma analysis, program budgets, and economic modeling.
- B. Based on the work of the American City Corporation, it appears that Casino Reinvestment financing from Section 144(b) of the Casino Control Act will have to be available to assist with the following costs associated with the Inlet Community Development Program:
1. Land Acquisition.
 2. Relocation Payments.
 3. Infrastructure Improvements (sewer, water, etc.)
 4. Other Public Improvements (streets, sidewalks, parks, etc.)
 5. Construction Loan Rates.
 6. Permanent Mortgage Rates for Rental Housing or Commercial Projects.
 7. Permanent Mortgage Rates for Owner Occupants.
 8. Rehabilitation Loan Rates.
 9. Community Amenities and Services.
 10. Operating Costs of Non-profit development Corporation.

- C. Pending further clarification of State legislation pertaining to Casino reinvestment procedures, there appear to be the following investment opportunities available through the Inlet Community Development Program: a) purchase of bonds, b) equity participation, and c) other suitable vehicles. These opportunities could provide return to the casino operator in the form of: a) bond interest payments, b) equity appreciation and/or, c) tax shelter.
- D. The Casino Control Commission should evaluate development priorities for the Inlet Community Development Program.
- E. Additional private and public financial sources (such as private institutional lenders, private foundations, public programs such as Urban Development Action Grants and others) should be pursued in order to achieve optimum leverage of casino reinvestment funds.
- F. The difficulties and costs associated with land acquisition and carrying costs represent a significant deterrent to new residential development in the Inlet Community. Additional analysis of techniques to mitigate these problems

such as establishing a land bank, trading the owners equity for a share in the new investment opportunity, swapping land of equal value, land leasing and other alternatives should be considered for their applicability to these problems.

- G. Operating expenses for the proposed non-profit development corporation should be calculated as early as possible and included in the financial analysis of the proposed Inlet Community Development program.
- H. The impact of tax increment financing should be analyzed and, if it appears to have a significant positive impact, tax increment financing legislation should be supported by Atlantic City in every appropriate manner.
- I. An overall budget can be adopted for the Inlet Community Development Program when the following conditions exist:
 - 1. The State legislature has adopted an amended version of Section 144(b) of the Casino Control Act, the major source of revenue for financing the development program;

2. There is a completed financial analysis of project costs based upon changing economic assumptions (interest rates, etc.), and the modified development program and relocation policies adopted by the Task Force; and
3. A financial plan and economic model is completed which can be used to test project costs versus projected revenues.

J. The Casino Control Commission should be given the authority to prioritize investment alternatives and control the approval of investments in Atlantic City made under Section 144(b) of the Casino Control Act for the following reasons:

1. They have the confidence and respect of the financial community;
2. They have successfully brought together a Task Force of diverse community interests to work with them in preparing a plan for housing and community development in Atlantic City;
3. The plan which has been prepared is a realistic, financially feasible undertaking and is ready to begin utilizing Section 144(b) investment funds as a primary investment resource;

4. The Casino Control Commission is an existing, operative entity, familiar with Atlantic City and the Casino industry.

DEVELOPMENT MANAGEMENT

I. BACKGROUND

Over the past twenty years, over five hundred local development corporations have been established to carry out inner-city redevelopment programs. In New Jersey, for example, the New Brunswick Development Corporation was organized in 1975 as a non-profit development program. In Philadelphia, non-profit development entities have been operating in various parts of the city since the redevelopment program of Philadelphia got underway over twenty years ago. Baltimore has had a similar record. The American City Corporation has directly participated in organizing and staffing local development corporations in: Akron, Ohio; Lowell, Massachusetts; Erie, Pennsylvania; Buffalo, New York; Hartford, Connecticut; Pontiac, Michigan; New Brunswick, New Jersey; Cambridge, Maryland; Augusta, Georgia; Honolulu, Hawaii and Kansas City, Kansas.

In every case, there is a local redevelopment authority, housing authority, planning commission and other city and county agencies. In almost every case, the issue was raised as to whether existing agencies should be given the mission of developing the particular area or project in question. In some cases, the local Chamber of Commerce offered to accept the responsibility for being the development mechanism. This is a legitimate public policy question and it is a legitimate concern of the private sector and the community or area involved.

In Atlantic City, this issue is particularly germane. The Planning Board and the Department of Planning and Development have responsibilities and powers directly relevant to all development actions in the City. The Municipal Utilities Authority and the Atlantic City Sewerage Company could become active participants in the proposed development program and strategy for the Inlet Community. The Casino Control Commission, The Public Advocate's Office, the Department of Environmental Protection, the Department of Community Affairs, the Department of Transportation and other State agencies will become directly involved in various aspects of the development strategy. City Council, obviously, has the pivotal role in dealing with City actions needed to carry out the program.

The Atlantic City Housing Authority and Urban Development Agency has had and continues to have a direct interest in the Inlet Community through Jeffries Towers, Inlet Towers and other projects it has considered over the past several years. The Authority has valuable staff capabilities and experience. Atlantic County Improvement Authority has important holdings in the Inlet Community. It also has competent staff and is dedicated to carrying out its mandate in the Inlet Community.

In the non-governmental sector, there are equally dedicated and interested community organizations ready to become active participants in the development program and strategy for the Inlet Community. For example, the Congress of Community Organizations includes some 36 community organizations, several of which represent legitimate residential interests in the Inlet Community. The Atlantic City Chamber of Commerce, the Women's Chamber of Commerce, the Merchants Association, the Casino Hotel Association, the Casino Hotel Association, Board of the Maritime Park, Atlantic City Renaissance, Atlantic City Housing Coalition, and NAACP represent a broad range of community interests and resources which could contribute to the success of a development program and

strategy for the Inlet Community. Other agencies, civic groups and individuals with special skills, interests and constituencies will emerge as the program goes forward.

If the development program for the Inlet Community were largely public in nature, it would be logical and effective to have an existing governmental agency assume responsibility for the development strategy. If the development program were largely a matter of private investment in real estate, it might be better to have City Council simply select one overall, master developer to carry out the development strategy.

The proposed development program for the Inlet Community is neither of these. It requires a unique and complex combination of City, County, State, citizen and business resources and actions. It calls for orchestrating public and private resources and interests at every step of the implementation strategy. Whether it be a question of land use and zoning, financing, relocation, negotiating development contracts or marketing the program - no one of the above listed agencies and groups should be given the major responsibility.

The Inlet Community development program encompasses 332 acres plus several miles of fragile waterfronts. As many as 10,000 persons could be given an opportunity for a superior living environment not dependent upon income, race, age or other discriminating characteristics. A significant portion of Atlantic City's tax base could be recovered. Resolving sensitive questions of relocation are central to its success. How to acquire and compensate owners for land needed in the program is still to be resolved. A process to solicit, evaluate and select developers for specific projects within the area is yet to be devised. This complexity of factors calls for development management mechanisms which can be designed and dedicated to one mission - the revitalization of the Inlet Community within a reasonable period of time and within reasonable financing resources.

II. THE NON-PROFIT COMMUNITY DEVELOPMENT CORPORATION

It is recommended that there be established a non-profit community development corporation to carry out the development program proposed for the Inlet Community of Atlantic City, comprising of the neighborhoods known as: Bungalow Park; Gardner's Basin; North Inlet; and South Inlet. The precise

boundaries should be decided by the organizing sponsors or committee at the time Articles of Organization are to be filed.

A. Priority Tasks

While the overall purpose of the development corporation is to pursue every public and private action required to carry out the revitalization program for the Inlet Community, the following specific tasks should be given highest priority:

1. Secure approval from City Council, City Planning Board, CAFRA, and any other appropriate City, County, State and Federal agency for a detailed land use development plan and program.

Early priority should be given to translating the present conceptual plan into site-specific, dollar-specific project plans. This should be carried out to a level of detail sufficient to give the above-named reviewing bodies a basis for go-no-go decisions.

2. Obtain commitment for working capital sufficient to operate over the next five years.

As early as possible, an operating budget should be adopted by the Board of Directors for the next 12 months with budget projections for 48 months beyond that. This budget should cover the operating expenses of the development corporation.

3. Adopt a relocation program.

In close cooperation and consultation with City and State agencies and community groups, a relocation policy and program should be put into operation.

4. Land Assembly.

The offer to convey City-owned land should be formalized. Properties should be assembled for the first relocation housing at the earliest possible time. A land assembly schedule should be worked out that relates to the realities of price, relocation and financing constraints.

5. Developer Selection Process.

A process to solicit, evaluate and select qualified developers should be established as early as possible. Prospective developers have already begun to request interviews to discuss their credentials. A process for dealing with interested developers and investors would insure that interest from qualified developers is not turned away by random responses to inquiries.

6. Information and Exhibit Center.

As early as possible, a center should be established in the Inlet Community in which information on the overall plan is made available. As the development schedules proceed, this could also become the relocation counseling office.

7. Engineering Studies.

As early as possible, technical analysis of flooding and infrastructure capacities must be carried out. Consulting contracts must be prepared and monitored.

8. Affirmative Action Policy.

Consideration should be given to providing assistance to the creation of minority developers, contractors, architects, and other minority-owned firms and workers.

B. Continuing Functions

In addition to the priority tasks listed above, the development corporation would have the following continuing functions:

1. Presentations to official groups and agencies, prospective developers and investors and community groups.
2. Recommendations and assistance to City Council concerning selection of developers and applications for State and Federal funds.
3. Monitoring and assistance to developers after they have been selected to keep them on schedule and in compliance with development criteria.

4. Updating the economic model for the entire project so that annual audits can be made to determine what financial factors have changed and how those changes impact the economic model. A system for relating project economics to casino reinvestment funding plans must be devised and kept current.
5. Legal reviews of zoning requirements, land assembly procedures, relocation operations, design criteria and financing techniques must be made at regular intervals and results reported to appropriate governmental agencies, developers and community groups.
6. Continuous monitoring of technical consulting contracts will be required for special components of the project area, such as flooding.
7. Continuing coordination with the City Planning Board, Housing Authority and the County Improvement Authority. In this regard, a special advisory committee might be considered composed of those official agencies that have capabilities and interest relevant to the development program.

8. Cooperating with developers, officials and residents in efforts to promote the idea of a balanced community and attract investment and needed facilities. Special summer ethnic festivals organized and managed by residents are one example. Special programs for youngsters, the elderly and others in the community

C. Organizational Structure

As soon as possible, an Organizing Committee should be established to draw up Articles of Organization and By-Laws for the development corporation. The Organizing Committee should be drawn from the Task Force. The Organizing Committee will require legal counsel. Among the tasks to be performed by the Organizing Committee are:

1. Definition of the area to be included in the work of the non-profit community development corporation.
2. Statement of purpose.

3. Board of Directors and Officers of the Corporation--both as to number and interest to be included.
4. Funding.
5. Staffing.

THERE IS NO APPENDIX MATERIAL

FOR

CHAPTER 2

APPENDIX 3.1
MARKET SUPPORT
FOR THE
RESIDENTIAL DEVELOPMENT PROGRAM
(JUNE 1983)

MARKET SUPPORT FOR THE
RESIDENTIAL DEVELOPMENT PROGRAM

ATLANTIC CITY, NEW JERSEY

SUBMITTED TO:

NEW JERSEY CASINO CONTROL COMMISSION

June 29, 1983

Prepared By:

AMERICAN CITY CORPORATION

A Subsidiary of The Rouse Company

Columbia, Maryland

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MARKET SUPPORT FOR THE RESIDENTIAL DEVELOPMENT PROGRAM

This market analysis identifies market support for residential development in the Inlet Community of Atlantic City. The Inlet Community has been identified by the American City Corporation, and adopted by the Atlantic City Task Force on Housing and Community Development as "the best opportunity to launch housing redevelopment and neighborhood revitalization in Atlantic City." The Task Force has called for the comprehensive redevelopment of the Inlet as a balanced residential community consisting of a variety of housing choices with a full range of community services and facilities. The fundamental assumption undergirding this analysis is that the concept of a balanced residential community will generate a greater market response than would the piecemeal, scattered development that might occur in response to conventional market forces in Atlantic City.

This report is an updated and expanded version of the housing market analysis completed by the American City Corporation in August 1982. The updating of this report was necessitated and influenced by the changing national economic and local public policy conditions, as well as the availability of significant new data from the 1982 survey of casino and public employees.¹ This analysis reflects the reality of those conditions and data as known in June 1983.

The primary market area related to housing development opportunities in the Inlet Community of Atlantic City is the County of Atlantic, which is coterminous with the Census Bureau's Standard Metropolitan Statistical Area. The County was selected as the area of study for a number of reasons. Over 77 percent of all casino employees lived in Atlantic County as of 1981, and 77 percent of those employees who migrated to the Atlantic City area within the last three years had moved into the

¹ New Jersey Casino Control Commission and Atlantic County Division of Planning, Casino-Hotel and Public Employees Housing Needs Survey-1982, May 1983.

County². Extensive driving times to areas outside the County and good road access to Atlantic City within the County will continue to attract casino employees. Economic conditions related to the supply, demand, and cost of housing have been affected by the gaming industry more in Atlantic County than surrounding jurisdictions. Also, a large number of competitive housing projects have been built or proposed in Atlantic County since the introduction of the casino industry. Finally, the concern of the Casino Control Commission is focused on the housing needs of the market closest to Atlantic City.

PART I - BACKGROUND

A. RECENT DEMOGRAPHIC AND ECONOMIC TRENDS

Population figures for Atlantic County and Atlantic City and the percentage of total County residents residing in the City in 1960, 1970, and 1980 are displayed in Table 1.

TABLE 1
POPULATION TRENDS

	<u>1960</u>	<u>1970</u>	<u>1980</u>	<u>Percent Change 1970-1980</u>
Atlantic City	59,544	47,859	40,199	-16.0%
Balance of County	101,336	127,184	153,920	21.0%
Atlantic County Total	160,880	175,043	194,119	10.9%
Percentage of County in City	37%	27%	21%	-

SOURCE: U.S. Bureau of the Census.

While the overall population of Atlantic County grew by 8.8 percent between 1960 and 1970, and by 10.9 percent between 1970 and 1980, the population in Atlantic City declined by 19.6 percent in the 1960's, and by another 16 percent in the 1970's. As a result, the

² Atlantic County Division of Planning, Casino Hotel Employee Housing Needs Survey-1981, Summary Report, February 22, 1982.

share of the County's population living in the City decreased from 37 percent in 1960 to 21 percent in 1980. In contrast, the balance of the County outside Atlantic City grew by 21 percent, fed by both an in-migration of ex-City residents and a positive balance of births over deaths (natural increase).

As a benchmark for analysis, the population of the entire State of New Jersey increased by 2.7 percent between 1970 and 1980 (1970 population: 7,171,112; 1980 population: 7,364,158), compared with Atlantic County's 10.9 percent increase.

Changes in age distribution of the population living in the County and the City are presented in Table 2.

TABLE 2
PERCENTAGE AGE DISTRIBUTION
1970-1980

Age Group	1970		1980	
	County	City	County	City
Under 25	40%	34%	38%	36%
25-34	10%	8%	15%	12%
35-44	11%	9%	10%	8%
45-64	23%	24%	21%	21%
65 and Over	16%	25%	16%	23%

SOURCE: U.S. Bureau of the Census.

Populations in both the City and the County became younger during the 1970's. The median age in the County dropped from 34.8 years in 1970 to 33.1 years in 1980, while the median age in the City dropped from 43.3 to 38.9 years. The drop in the City's median age is due primarily to a real decrease in the number of elderly. The decline in the County is partially a function of the relatively young age of casino-hotel employees who have recently migrated there. For example, the Casino Hotel Employee Housing Needs Survey - 1981 reported that "Recent migrants...are more likely to be age 25 to 34 than long-term residents (45 percent vs. 36 percent), and less

TABLE 4
ATLANTIC COUNTY
NON-FARM WAGE AND SALARY EMPLOYMENT
1975-1982

	1975	1978	1981	1982	Average Annual Change 1975-78	Average Annual Change 1978-81	Average Annual Change 1981-82
Manufacturing	8,500	8,500	8,200	7,300	0.0%	-1.2%	-11.0%
Construction	2,800	3,400	5,500	4,000	6.7%	17.4%	-27.3%
Transportation/Utilities	3,300	3,500	4,000	4,500	2.0%	4.6%	12.5%
Trades	17,400	19,300	19,500	19,200	3.5%	.3%	-1.5%
Fin/Ins/Real Estate	4,100	4,400	5,000	4,800	2.4%	4.4%	-4.0%
Services	14,900	17,100	41,100	44,800	4.7%	34.0%	9.0%
Government	13,300	15,500	16,200	16,600	5.2%	1.5%	2.5%
Total	64,300	71,700	99,500	101,200	3.7%	11.5%	1.7%

SOURCE: New Jersey Department of Labor.

Overall, employment in Atlantic City has increased since the legalization of casino gambling in Atlantic City in 1978. Total employment increased annually by 3.7 percent between 1975 and 1978. The annual growth rate increased to 11.5 percent between 1978 and 1981. Employment growth in Atlantic County subsided by 1982. This, however, may only be a temporary reflection of the national economic downturn. Economic recovery at the national level will likely have positive effects on the rate of employment growth in Atlantic County.

The service sector, which includes casino hotel employees, has seen the most dramatic increases in both the number and percentage of new jobs since 1978. Service employment grew annually by about 5 percent prior to the legalization of casino gambling. The rate increased to 34 percent between 1978 and 1981. In spite of the recession of 1982, service sector employment grew by 9 percent last year. Employment in the construction category also increased rapidly after 1978. The dramatic decrease in construction employment in 1982 is most likely due to the recent temporary slowdown/cessation of casino construction.

Moderate increases occurred in the average annual growth of the Transportation/Utilities and Finance/Insurance/Real Estate categories prior to 1981. Employment in the trades categories has remained essentially constant since 1978. Manufacturing, which was stable between 1975 and 1978, began declining between 1978 and 1981, with a significant loss between 1981 and 1982. The annual rate of growth of the government sector fell during the 1978-1981 period, a national trend. Thus, while the casino industry has generated substantial new employment opportunities, losses in other industrial sectors have detracted from this gain to a certain degree. However, the overall growth rate in private sector employment opportunities in Atlantic County has far exceeded the rate for the State of New Jersey as a whole. Between 1978 and 1981 the number of private sector jobs in Atlantic County increased by 48.2 percent, while the entire State increased by only 28.1 percent. Between 1981 and 1982, private sector jobs in Atlantic County increased by 1.6 percent while the State decreased by 0.7 percent. (SOURCE: N.J. Department of Labor.)

Trends in the number and size of households in Atlantic County and City, and the percentage of the total in the City are shown in Table 5.

TABLE 5
HOUSEHOLD TRENDS
ATLANTIC COUNTY AND ATLANTIC CITY
1960-1980

<u>County</u>	<u>1960</u>	<u>1970</u>	<u>1980</u>
Population in Households	157,757	172,458	191,312
Number of Households	52,193	60,715	71,806
Population per Household	3.02	2.84	2.66
<u>City</u>			
Population in Households	57,723	46,442	38,828
Number of Households	21,021	19,561	16,736
Population per Household	2.75	2.37	2.32
Percentage of County Total Households	40%	32%	23%
Percentage of County Total Population	37%	27%	21%

SOURCE: U.S. Bureau of the Census.

The overall population growth in the County, combined with a decrease in the average household size, caused the number of households to increase in the 1960-1980 period. In the City, the number of households decreased during the same period. The City's share of total households dropped from 40 percent to 23 percent. The smaller household size in the City has allowed Atlantic City to maintain a higher percentage of the County's total households than its share of total population.

Table 6 below shows the changes in household formation among different size households in the County.

TABLE 6
TRENDS IN HOUSEHOLD SIZE, ATLANTIC COUNTY
1970-1980

	1970		1980		1970 - 1980	
	Number	Percent Distribution	Number	Percent Distribution	Numerical Change	Percent Change
1 person	14,148	23.3	18,523	25.8	4,375	30.9
2 persons	19,243	31.7	22,383	31.2	3,140	16.3
3-4 persons	17,152	28.2	21,558	30.0	4,406	25.7
5+ persons	10,173	16.8	9,342	13.0	-830	-8.1
Households	60,716	100.0	71,806	100.0	11,090	18.3

SOURCE: U.S. Bureau of the Census.

Most of the household growth occurred among singles and three to four person households. Fifty-seven percent of all households in 1980 were composed of one or two persons. According to the Casino Hotel Employee Housing Needs Survey-1981, fifty-seven percent of all casino employee households were single or childless couples, indicating a strong demand for small dwelling units. This trend should continue since casino employees recently migrating into the area are less likely to be married and more likely to have no children than long-term County residents.

The average household income in Atlantic County in 1970 was \$8,834¹ which equals \$21,820 in 1982 dollars. Average household income in the County in 1982 was estimated to be \$21,327². This represents a 2.26 percent decrease in constant dollar incomes in the County over the 1970-1982 period. During the same period, average household incomes in the State of New Jersey dropped in constant 1982 dollars from \$28,966 in 1970¹ to \$24,879 in 1982² which represents a 14.11 percent decrease. Although average household income in Atlantic County declined in constant dollar terms between 1970 and 1982, they did so at a much slower pace than the rest of the State. Average household incomes in the County rose from 75.3 percent of the State average in 1970 to 85.7 percent of the State average in 1982. An analysis of the growth of households between 1970 and 1980 in key income categories is presented in Table 7. The data in this table are the result of an interpolation analysis which expresses the income brackets in 1982 constant dollar values.

TABLE 7
TRENDS IN HOUSEHOLD INCOMES, ATLANTIC COUNTY
1970-1980

Income Categories (1982 Dollars)	1970		1980		Percent Change 1970- 1980
	No. of Households	% of Households	No. of Households	% of Households	
Less than \$10,000	15,937	26.2%	16,103	22.4%	1.0%
\$10,000 to \$14,999	7,668	12.6	9,456	13.2	23.3
\$15,000 to \$19,999	7,866	13.0	8,591	12.0	9.2
\$20,000 to \$24,999	6,900	11.4	7,556	10.5	9.5
\$25,000 to \$34,999	10,741	17.7	12,587	17.5	17.2
\$35,000 to \$49,999	6,682	11.0	10,178	14.2	52.3
\$50,000 or More	4,921	8.1	7,335	10.2	49.1
	60,715	100.0%	71,806	100.0%	18.3

SOURCES: Urban Decision Systems, Inc.; American City Corporation.

- 1 U.S. Bureau of the Census
2 Urban Decision Systems, Inc.

The income categories that increased more rapidly than the overall rate of household growth during the period (18.3 percent), and increased as a percent of the total households, were from \$10,000 to \$15,000 and those earning more than \$35,000. The increase in the number of households earning under \$15,000 is affected by the proportion of single, divorced, separated, or widowed persons and recently employed casino workers forming new households. The increase in households earning \$35,000 or more is affected by the trend of second members of households joining the work force and the formation of new households by more than one working person.

These trends are supported by findings reported in the Casino Hotel Employee Housing Needs Survey - 1981. For example, recent migrants are more likely than longer term residents to share living space with non-relatives, are more likely to have a smaller household size, and are more likely to have household incomes above \$30,000.

B. EXISTING HOUSING STOCK

This analysis of the existing housing stock in Atlantic County begins with a review of general trends reflected by changes seen between the 1970 and 1980 U.S. Census reports. (Table 8).

TABLE 8
CHANGES IN DISTRIBUTION OF TENURE AND VACANCY
ATLANTIC COUNTY
1970-1980

	1970		1980		Change 1970-1980	
	Number	Percent (Sub) Total	Number	Percent (Sub) Total	Number	Percent
YEAR-ROUND OCCUPIED HOUSING						
Owner Occupied	37,723	(62%)	45,882	(64%)	8,159	21.6%
Renter Occupied	22,993	(38%)	25,924	(36%)	2,931	12.7%
<u>Total Occupied</u>	<u>60,716</u>	<u>100%</u> <u>82%</u>	<u>71,806</u>	<u>100%</u> <u>80%</u>	<u>11,090</u>	<u>18.3%</u>
YEAR-ROUND VACANT HOUSING						
For Sale	589	(8%)	2,024	(13%)	1,435	243.6%
For Rent	2,735	(41%)	2,932	(19%)	197	7.2%
Held for Occasional Use	1,961	(29%)	7,427	(47%)	5,466	278.9%
Other Vacant	1,412	(21%)	3,340	(21%)	1,928	136.5%
<u>Total Vacant</u>	<u>6,697</u>	<u>100%</u> <u>9%</u>	<u>15,723</u>	<u>100%</u> <u>18%</u>	<u>9,026</u>	<u>134.8%</u>
SEASONAL HOUSING	6,435	9%	1,813	2%	-4,622	-71.8%
<u>TOTAL HOUSING UNITS</u>	<u>73,848</u>	<u>100%</u>	<u>89,342</u>	<u>100%</u>	<u>15,494</u>	<u>21.0%</u>

SOURCE: U.S. Bureau of the Census, American City Corporation

During the 1970's there was an overall net addition of 15,494 units to the total housing stock of the County, representing a 21 percent increase over the 1970 total. Owner occupancy became more prevalent, increasing from 62 percent of the occupied units to 64 percent. This is consistent with national trends. The number of year-round units increased by 20,116 while occupied dwelling units increased by only 11,090. A large increase in the number of units held for occasional use accounted for over 60 percent of the additional vacant units.

The effective vacancy rate for year-round housing units (eliminating units held for occasional use and other vacant units not on the

market) increased from 5.2 percent in 1970 to 6.5 percent in 1980. This is attributable to an increase in the percentage of units vacant for sale from 1.5 percent in 1970 to 4.2 percent in 1980. At the same time, the vacancy rate in rental units decreased from 10.6 percent to 10.2 percent. There was also a loss of 4,622 seasonal housing units, dropping from 9 percent of the total housing stock to 2 percent. This is primarily due to the conversion of seasonal units to year-round dwellings in the late 1970's. This large number of conversions helped maintain the slightly higher than average 6.5 percent vacancy rate in 1980.

Table 9 shows the number of residential demolitions which occurred in both Atlantic County and City in each year since 1970.

TABLE 9
RESIDENTIAL DEMOLITIONS

<u>YEAR</u>	<u>ATLANTIC COUNTY</u>	<u>ATLANTIC CITY</u>
1970	417	398
1971	241	216
1972	279	225
1973	157	79
1974	459	402
1975	464	394
1976	537	474
1977	386	316
1978	424	374
<u>1979</u>	<u>1,119</u>	<u>1,022</u>
Subtotal	<u>4,483</u>	<u>3,900</u>
1980	918	836
1981	823	749
<u>1982</u>	<u>611</u>	<u>562</u>
Subtotal	<u>2,352</u>	<u>2,147</u>
TOTAL	<u>6,835</u>	<u>6,047</u>

SOURCE: N.J. Dept. of Labor, Division
of Planning and Research.

A total of 4,483 residential units were demolished in Atlantic County between 1970 and 1980; 87 percent of the lost units occurred within the City. When combined with the total increase of 15,494 housing units reported by the U.S. Census for the same period, this indicates that just under 20,000 new housing units were added to the County's housing stock during the 1970's. Since 1979, 2,352 demolitions have occurred in the County, 91 percent of them within the City. The rate of demolitions has increased from 448 per year during the 1970's to 784 per year during the early 1980's. The City estimates that over 75 percent of the units demolished were in multi-family structures, indicating that demolitions were heavily weighted to rental units.

After the opening of the first casino-hotels in Atlantic City, residential demolitions peaked in 1979 at just over 1,000 units. The number of demolitions has decreased annually since 1979, as fewer substandard residential structures remain in the inventory, and residential land values in the City deflate and maintenance of residential income producing property recaptures its economic justification.

The Atlantic County New Housing Stock Survey completed in July 1982 by the Atlantic County Division of Planning, reviewed all residential developments in the County with over 25 units approved for development. This survey revealed that a total of 2,219 units (1,773 for sale, 446 for rent) have been constructed since 1980. Allowing an additional 10 percent for infill development and projects smaller than 25 units suggests that an estimated total of 2,441 units had been constructed in the County between 1980 and mid-1982.

According to another survey conducted by the Atlantic County Division of Planning, Status of Condominium Growth in Atlantic County, 1,361 motel units in the County have been converted to condominiums since 1970. Of that total, 1,056 units were converted after 1980. Since 2,441 new units have been built in the County

since 1980, motel conversions represented a significant resource for meeting County-wide housing demand in that two-year period.

Given this information, an estimated total number of housing units in Atlantic County in 1982 was calculated as follows:

<u>Atlantic County, N.J.</u> <u>1982 Housing Stock</u>	
1. 1980 Census Total Housing Units	89,342
2. <u>Subtract Demolitions</u> (1980 - 1981) ¹	<u>1,741</u>
3. Remainder	87,601
4. Add New Units Constructed (1980 - 1981) ²	2,441
5. <u>Add Motel Conversions to Condominiums</u> (1980 - 1981) ³	<u>1,056</u>
6. Total 1982 Housing Stock	<u><u>91,098</u></u>

SOURCES:

1. N.J. Dept. of Labor, Division of Planning and Research.
2. Atlantic County Division of Planning.
3. Atlantic County Division of Planning.

The total number of housing units in the County had grown to an estimated 91,098 units by the beginning of 1982, a net addition of 1,756 new units since 1980. Over the same period, however, 2,333 new households are estimated to have been formed in the County. Therefore, the effective vacancy rate for year-round housing units has apparently decreased from the 6.5 percent reported by the 1980 Census. A decrease has occurred in the rental vacancy rate due to the large number of multi-family units demolished and a low number of new units built. A study of market rate rental projects prepared for the Atlantic County Improvement Authority in January 1983 indicated an overall rental vacancy rate of less than one percent in Atlantic County.

C. CHARACTERISTICS OF EXISTING HOUSING STOCK -- RENTALS

Based on the 1980 Census figure of 25,924 occupied rental units and 2,932 vacant rental units, plus the 446 new rental units constructed since 1980, it was estimated that there were a maximum of 29,302 rental units in Atlantic County in 1982. Of the total, 5,344 units were subsidized (4,954 or 93 percent are located in Atlantic City), leaving 23,958 as market rate rental units.

The Atlantic County Area Rental Schedule for Apartments which surveyed all projects consisting of over 15 units in the County, was conducted by the Atlantic County Division of Planning in March, 1982. This survey reached almost 100 percent of rental projects with more than 15 units outside the City, and over 50 percent within the Atlantic City limits. Analysis of the raw data was undertaken to establish average County-wide rental rates for one and two bedroom units.

1. Of the total of 4,950 one-bedroom units surveyed, the average monthly rental cost was \$378. The average monthly utility cost for a one-bedroom unit was \$31. Therefore, the average occupancy cost for a one bedroom apartment County-wide is estimated to be \$409 per month.
2. Of the total of 5,525 two bedroom units surveyed, the average monthly rental cost was \$448. A \$38 average utility cost was added to the monthly rent to bring the average two-bedroom occupancy cost County-wide to \$486 per month.

Table 10 shows the average rental rate for each of the jurisdictions surveyed:

TABLE 10
RENTAL RATES FOR 1 AND 2 BEDROOM UNITS
BY SURVEY AREA
MARCH 1982

	<u>One-Bedroom Units</u>	<u>Two-Bedroom Units</u>
<u>Island Communities</u>		
Atlantic City	\$347	\$446
Brigantine	N/A	\$750
Longport	\$600	\$700
Margate	\$500	\$600
Ventnor	\$568	\$724
<u>Mainland Communities</u>		
Absecon	N/A	\$431
Egg Harbor City	N/A	\$271
Egg Harbor Township	N/A	\$295
Galloway Township	\$430	\$707
Hamilton Township	\$416	\$482
Hammonton	\$284	\$346
Pleasantville	\$309	\$361
Somers Point	\$367	\$423

SOURCES: Atlantic County Division of Planning;
American City Corporation

The island communities of Ventnor, Margate, Longport and Brigantine were the highest rent areas surveyed. The exception is Galloway Township where new units are being constructed in the Smithville development. These prices indicate the relative desirability of an island location and the willingness of households to pay higher rents for one. At the same time, members of the Atlantic County Board of Realtors reported an inability on the mainland to rent large, single family detached dwellings for more than \$600. It appears that there is an over-supply of large, detached rental units in those communities. Units on the islands appear to have less trouble renting at higher rents.

A number of major rental complexes in Atlantic County were surveyed by American City Corporation both in August 1982 and May 1983, including Brighton Towers in Atlantic City, Absecon Townhouses in Absecon, Woodcrest Park Apartments in Egg Harbor Township, Deer Hollow Woods in Pleasantville and Colonial Court Apartments in

Hammonton. Both 1982 and 1983 surveys reported virtually no vacancies in the combined 602 units, and all but one reported a substantial waiting list at least six months long.

D. CHARACTERISTICS OF EXISTING HOUSING STOCK -- RESALES

Table 11 reports on residential resales in Atlantic County from the period 1978 through May, 1983. The table shows the effect that increasing mortgage interest rates and high sales prices had on the residential resale market and the cost of a home purchase.

The average purchase price for a resale home in the County rose by 87 percent between 1978 and 1981. During 1982, however, the average price decreased, falling to \$74,728 by June and to \$71,549 by December. The average resale price escalated to 75,892 in 1983, apparently in response to an increase in market demand brought on by lower interest rates.

The approximate income required to afford the principal and interest payments on a resale house at the average price increased by almost 250 percent between 1978 and 1981. However, the recent drop in interest rates has made home ownership much more of a reality to a larger segment of the market. In 1981, an income of over \$50,000 was required to carry the principal and interest payments on a home at the average resale price. Currently, the average income necessary to carry such a home is approximately \$34,000.

E. CHARACTERISTICS OF HOUSING STOCK -- NEW UNITS FOR SALE

According to the Atlantic County New Housing Stock Survey (July, 1982), a total of 1,773 new residential units had been constructed for sale in the County since the start of 1981. Only 994 of those units (56 percent) had been sold at the time of the survey, leaving 779 new units on the market. A total of 8,142 units had been built, were under construction or were likely to be completed by 1984.

TABLE 11
RESIDENTIAL REALES
ATLANTIC COUNTY
1978 - 1982

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1st Half of 1982</u>	<u>2nd Half of 1982</u>	<u>As of June 1983</u>
Total Residential Sales Volume	N/A	\$76,850,000	\$82,223,000	\$48,791,000	\$10,312,000	\$27,193,000	\$21,477,600
Number of Sales	N/A	1,117	1,107	586	138	384	283
Average Sales Price	\$44,576	\$62,700	\$74,276	\$83,260	\$74,728	\$71,549	\$75,892
10% Downpayment	4,458	6,270	7,428	8,326	7,473	7,154	7,589
Mortgaged Principal	\$40,118	\$56,430	\$66,848	\$74,934	\$67,255	\$64,395	\$68,303
Average Interest Rate	9%	11 1/2%	12%	16%	16 1/2%	14%	12%
Average Mortgage Payment (Principal & Interest) per Month	\$ 323	\$ 559	\$ 688	\$ 1,120	\$ 932	\$ 762	\$ 703
Approx. Yearly Income Necessary to Support Payments ¹	\$15,504	\$26,832	\$33,024	\$53,760	\$44,736	\$36,576	\$33,744

Note: 1. Assumes 25% annual income for mortgage payments (principal and interest only).

SOURCES: Atlantic County Board of Realtors, Multiple Listing Service; American City Corporation.

Table 12 categorizes those 8,142 units by their completion status, location and type.

The findings of the survey include the following points:

1. The Inland communities (Buena Vista, Egg Harbor Township, Galloway Township, Hamilton Township, Hammonton, and Weymouth) had the highest percentages and numbers of units proposed, built, and sold. These communities have the most available vacant land, lower development costs, and larger projects. Atlantic City had the next highest percentages. Almost all the multi-family condominiums built (Tannen Towers) and sold (Tannen Towers, Ocean Club, the Corinthian, and the Ritz) in Atlantic City are luxury or higher priced, high-rise units.
2. In terms of unit type, multi-family condominiums are the most common and single family detached homes are the least common. This reflects a national trend away from single family detached housing.

TABLE 12
JULY, 1982
NEW RESIDENTIAL SALES HOUSING BY STATUS, LOCATION AND TYPE

	Total Proposed		Number Built		Number Sold	
	Number	Percent	Number	Percent	Number	Percent
<u>Atlantic City</u>						
Townhouse	14		0		4	
Single Family	-		-		-	
Condominium	2,492		293		325	
<u>Total for Sale</u>	<u>2,506</u>	31%	<u>293</u>	17%	<u>329</u>	33%
<u>Other Island Communities</u>						
Townhouse	221		170		39	
Single Family	64		8		7	
Condominium	20		2		0	
<u>Total for Sale</u>	<u>305</u>	4%	<u>180</u>	10%	<u>46</u>	5%
<u>Shore Road Communities</u>						
Townhouse	300		31		10	
Single Family	44		7		3	
Condominium	-		-		-	
<u>Total for Sale</u>	<u>344</u>	4%	<u>38</u>	2%	<u>13</u>	1%
<u>Inland Communities</u>						
Townhouse	1,983		383		229	
Single Family	861		97		100	
Condominium	2,143		782		277	
<u>Total for Sale</u>	<u>4,987</u>	61%	<u>1,262</u>	71%	<u>606</u>	61%
<u>TOTAL COUNTY: Numerical Distribution</u>						
Townhouse	2,518		584		282	
Single Family	969		112		110	
Condominium	4,655		1,077		602	
<u>Total Number</u>	<u>8,142</u>	100%	<u>1,773</u>	100%	<u>994</u>	100%
<u>TOTAL COUNTY: Percent Distribution</u>						
Townhouse	31%		33%		28%	
Single Family	12%		6%		11%	
Condominium	57%		61%		61%	
<u>Total Percent</u>	<u>100%</u>		<u>100%</u>		<u>100%</u>	

SOURCE: The Atlantic County Division of Planning; American City Corporation.

Table 13, based on the same survey, contains information on new home sales distributed by price and location.

Table 13 shows the predominance of sales in Atlantic City and the mainland communities of Galloway Township (Smithville) and Egg Harbor Township. Sales in the \$50,000 to \$80,000 range and the \$100,000 and above category dominated the 1982 market.

The \$100,000 and above sales are largely upper middle income and luxury high-rise condominium units in Atlantic City. Projects where sales have occurred include Tannen Towers, The Corinthian, Ocean Club, and The Ritz. Galloway Township had a large number of sales in a broad range of price categories.

The prices of the various types of new housing in Atlantic County (excluding Atlantic City) by size and price ranges are as follows:

	Price Range	Size Range	Sales Price Per Sq. Ft.
Townhouses:	\$49,900-\$189,000	750-2150 sq.ft.	\$58-\$67
Single Family:	\$58,000-\$300,000	1020-3330 sq.ft.	\$57-\$90
Condominium Apartments:	\$38,900-\$73,000	575-1750 sq.ft.	\$42-\$68

One Atlantic City project useful for comparison purposes is Tannen Towers. Units are selling for between \$110,000-\$400,000. Units range in size from 610-2,850 sq.ft. (\$140 to \$185 per sq.ft.).

1. Existing Projects Outside Atlantic City

The Town of Historic Smithville (Galloway Township) is a 2,500-acre planned unit development. A total of 6,800 residential units are proposed. They will consist of a mixture of detached homes, townhouses, and condominium apartments. Smithville's amenities will include 950 acres of open space,

TABLE 13
NEW HOME SALES BY PRICE BY COMMUNITY, 1980-1982

Community	Less Than \$50,000	\$50,000- 60,000	\$60,000- 70,000	\$70,000- 80,000	\$80,000- 90,000	\$90,000- 100,000	\$100,000- and Above	Total Sold
Absecon				5			3	8
Atlantic City	4						335	339
Brigantine							39	39
Buena Vista								0
Egg Harbor Twp.		75	90	14		1	12	192
Galloway Twp.	40	153	2	105	33	17	12	362
Hamilton Twp.			12	23			7	42
Hammonton								0
Linwood							7	7
Pleasantville	5							5
Weymouth	—	—	—	—	—	—	—	0
	49	228	104	147	33	18	415	994
	5%	23%	10%	15%	3%	2%	42%	100%
			48%					

SOURCES: Atlantic County Division of Planning; American City Corporation.

three neighborhood recreation centers, an enclosed shopping mall and a renovated historic shopping district, a new hotel, and a golf and country club. It is scheduled for development over a 15-year period. The first residential sales began in the Spring of 1981. As of May, 1983, 710 units have been marketed, and 593 had been sold.

Eight subdivisions are under development by five developers in Smithville. A profile of the various subdivisions is presented in Table 14. The larger, more expensive, single-family homes have been on the market the longest, selling at a slow pace. Smaller, less expensive condominiums and zero lot line patio homes, of which three projects have just entered the market, have received a strong response.

All of the on-site sales managers were interviewed by the American City Corporation, both in July, 1982 and May, 1983. In each project, it was reported that between 50-70 percent of the buyers were casino employees. At the Timbers, Fox Chase, and Hunting Run most of the casino employees were first time home buyers earning between \$22,000-\$40,000. The remaining developments also reported a high percentage of first time home buyers among casino employees, although at higher salary levels.

Every sales manager with the exception of Fox Chase reported about 10 percent of the units being bought by retirees for either permanent or occasional use. Ten to fifteen percent of the units are being bought by young professionals from the area. Approximately 10 percent of the units were being sold to investors. Hunting Run reports 30 percent of its units are owned by investors. Rents charged by investors at Hunting Run are approximately \$450 per month for a one-bedroom unit and \$550 per month for a two-bedroom unit.

A survey of selected condominium and townhome developments on the market in Atlantic County is presented in Table 15. Most of

TABLE 14
 PROFILE OF UNIT MIX
 THE TOWNE OF HISTORIC SMITHVILLE
 May, 1983

Project	Type	Builder	Number of Units Marketed	Units Sold May, 1983	Market Period	Price	Mix	Size	Notes
Timbers	Zero lot line patio homes	Smithville Dev. Co.	82	82	11 mos.	\$55,000 65,000	1 br 2 br	950 SF 1,250 SF	90 Units Phase II Planned
Fox Chase	Condominium Apartments	Smithville Dev. Co.	90	90	11 mos.	\$40,490 43,490	1 br	600 SF	A total of 360 units are planned over next 2 yrs.
Whalers Cove	Single Family homes	Kaufman & Broad	123	98	22 mos.	\$68,900 81,900	1 br 2 br 3 br	1,200 SF 1,480 SF	
Quail Hollow	Townhomes	Scarborough	101	99	22 mos.	\$66,500 77,000	2 br 3 br	1,074 SF 1,550 SF	
Hunting Run	Condominium Cluster Homes	Barness	144	144	24 mos.	\$54,990 69,490	1 br 2 br	853 SF 1,053 SF	
Great Bay	Single Family Homes	Ryland Homes	38	38	24 mos.	\$92,000 98,900	4 br 5 br	2,170 SF 2,405 SF	31 of the homes were sold during the first 12 months.
Oyster Creek	Single Family Homes	Ryland Homes	28	27	13 mos.	\$66,000 92,000	2 br 3 br 4 br	1,020 SF 1,794 SF	24 units in Phase II are under construc- tion; 10 have been sold.
Pheasant Meadow	Condominium Apartment	Smithville Dev. Co.	104	15	2 mos.	\$48,990 54,990	2 br	760 SF 820 SF	

SOURCE: American City Corporation.

TABLE 15
COMPETITIVE SELECTED PROJECTS
ATLANTIC COUNTY
May, 1983

Project & Location	Type	Number of Units Marketed	Sold	Period	Price	Mix	Size	Notes
5,000 Boardwalk Ventnor	High-rise Condo Conversion	324	255	3 years	\$ 85,000 250,000	Studio 1 br 2 br	665 SF 1,988 SF	No units are vacant 60 units occupied by original tenants under N.J. renter protection legislation.
Spartan Harbour Brigantine	Condo Conversion	280	244	13 mos.	\$ 39,000 72,000	1 br 2 br	540 SF 950 SF	
Coquille Beach Brigantine	Luxury Townhouse Condo	110	40	18 mos.	\$140,000 255,000	2 br 3 br 4 br	1,200 SF 2,300 SF	55 units are built, 55 more to be completed over the next 12 mos.
Newtowne Square Pleasantville	Townhouse Condo	56	26	3 mos.	\$ 44,900 47,900	1 br	670 SF 740 SF	Occupancy now occurring
Fox Run Pleasantville	Townhouse Condo	55	33	8 mos.	\$ 49,900 62,990	1 br		Project is still under construction; completion expected December, 1983
Indian Hill Pleasantville	Condo	128		To begin June '83	\$ 39,990 44,000	1 br 2 br	650 SF 1,000 SF	
Country Place Pleasantville	Garden Condo	200	120	19 mos.	\$ 50,500 61,900	1 br 2 br	750 SF 950 SF	Developed by Resorts International
Oakcrest Estates Condo Mays Landing		350	65	12 mos.	\$ 69,300 79,500	2 br 3 br 4 br		56 Unit Phase I completed, remaining phases under construction; completion expected 1986.
The Woodlands Mays Landing	Condo and Townhouse	766	450	8 years	\$ 56,950 76,950	1 br 2 br 3 br	988 SF 1,750 SF	Completion expected 1985
Brandywood Mays Landing	Townhouse Conversion	104	33	2 mos.	\$ 55,000 65,000	3 br	1,288 SF	Conversion recently began, will take two years to complete. (20 existing renters)
Treetops Condominium Galloway Township	Condo	152	10	20 mos.	\$ 54,990 69,990	1 br 2 br	729 SF 988 SF	Part of The Pinnacle (PUD) 44 units are built, 108 are under construction.
Sand Run Galloway Township	Townhouses	237	35	20 mos.	\$ 73,900 89,900	2 br 3 br	1,144 SF 1,615 SF	Part of The Pinnacle (PUD) 67 Townhouses are built.

SOURCE: American City Corporation

these are planned unit developments with full recreation packages (pool, tennis, health club, meeting rooms, etc.) Of the twelve projects surveyed, 3 are condominium conversions and 7 are still under construction.

Country Place consists of 200 units, (120 two-bedrooms and 80 one-bedroom) on a 29-acre site. A pool, whirlpool, two tennis courts, and a community recreation room are provided. One-bedroom units start at \$50,500 (750 sq. ft. at \$67/sq. ft.), while the most expensive two-bedroom unit (950 sq. ft.) sells for \$61,900 (\$65/sq. ft.). Over 50 units had been sold between the late summer of 1981 and September 1982, and seventy more units were sold between September 1982 and May 1983. Approximately 60 percent of the sales have been to casino employees earning about \$22,000 per household. Thirty year, fixed rate, assumable mortgages at 10 1/2 percent are available.

The Woodlands townhouse condominium community began in 1974. Its first phase consists of 766 units, of which 450 have been sold. The developer plans an even distribution among one, two, and three bedroom units. Buyers in the project include families with children, young singles, retirees, and investors. Prices range from \$54,950 for a 988 sq. ft. one-bedroom unit (\$55/sq. ft.) to \$76,950 for the 1,750 sq. ft. three-bedroom unit (\$44/sq. ft.). Future plans call for development of additional recreational facilities and a major regional shopping center along Route 40.

A number of condominium projects have been built or converted in Brigantine, an island community with water orientation and amenities. Spartan Harbour is a condominium conversion of a garden apartment complex across the street from the beach. 244 of 280 units have been sold to a combination of investors, second-home buyers, and casino workers. Units range from \$39,000 for a 540 sq. ft. one-bedroom unit (\$72/sq.ft.) to \$72,000 for a two-bedroom 950 sq. ft. townhouse unit (\$75/sq. ft.).

Coquille Beach, a luxurious, ocean-front townhouse development, is representative of other upper-end projects on that island. Unit prices range from \$140,000 for a 1,200 sq.ft. two bedroom, one-level suite (\$116/sq. ft.) to \$250,000 for a beachfront, 2,500 sq.ft. two-bedroom, three-level townhouse (\$100/sq. ft.). Currently, 55 of the 110 units have been built, and 55 are under construction. Forty units have been sold over the past 18 months. Many have been bought by investors who rent them primarily to casino employees for between \$750-\$1,000 per month. The least expensive and most expensive units have sold the quickest.

2. Existing Projects in Atlantic City

Several condominium projects, consisting of both newly constructed and converted units, have been placed on the Atlantic City market over the past two years, and are reviewed in Table 16.

Tannen Towers is a higher priced high-rise development of 293 units at Pacific and North Carolina Avenues. Units sell for between \$115,000 to \$400,000 for one-bedroom (610 sq. ft.) or two-bedroom (1,250 sq. ft.) units depending on floor and location. A few penthouse units (2,850 sq. ft.) sell for significantly more. One hundred and seventy six units have been sold, approximately 50 percent to investors and the remainder primarily as second homes. Buyers are reportedly coming from northern New Jersey, New York, Connecticut, Baltimore and Washington.

Ocean Club is another high-rise luxury condominium currently under construction. It will contain 725 units which range in size from 753 square feet to 4,000 square feet. Prices begin at \$200,000 for a studio unit. Nearly 400 units have been sold during a 12 month market period. Ocean Club will be ready for occupancy in the Summer of 1984.

TABLE 16
CURRENT RESIDENTIAL
DEVELOPMENT PROJECTS
ATLANTIC CITY
May, 1983

Project & Location	Type	Number of Units Marketed	Sold	Period	Price	Mix	Size	Notes
Ritz Carlton Iowa Avenue & Boardwalk	Luxury condo (rehab.)	320	180	10 mos.	\$ 73,000 \$155,000	1 br 2 br	400 SF 1,030 SF	
Ocean Club Pacific Avenue	Luxury condo Highrise	750	393	12 mos.	\$200,000 to \$1,000,000	Studio 1 br 2 br 3 br Penthouse	753 SF to 4,000 SF	Currently under construction; occupancy expected Summer, 1984.
Brighton Towers 5034 Atlantic Avenue	Condo Conversion Highrise	168	63	27 mos.	\$ 55,000 to 99,000	Studio 1 br 2 br	423 SF to 895 SF	105 unsold units are not vacant but occupied by renters as per New Jersey renter protection legislation.
Tannen Towers North Carolina & Pacific Aves.	Luxury Condo Highrise	293	176	20 mos.	\$115,000 to 400,000	Efficiency 1 br 2 br	610 SF to 2,850 SF	Occupancy expected June, 83
Marina Club	Condo 4 highrise buildings	1,200	--	--	N/A	Studio 1 br 2 br 2-master br suites	N/A	Phase I (221 units) currently under construction. Marketing to begin June 83, Occupancy expected May, 84. Phase II Construction (250 units) planned mid 1984.
Martin Manor	Condo Townhouse	14	13	10 mos.	\$ 39,000	3 br	1,120 SF	Originally offered to over income public housing recipients; half were sold on open market.

SOURCE: American City Corporation.

The Marina Club development will consist of 1,200 condominium apartments in four high-rise buildings. Construction of the first 221 unit tower has recently begun. Marketing of the units began in June, 1983. Prices for the Marina Club units are not yet available.

Two large-size conversion projects are also being marketed in Atlantic City. Approximately 180 of the 320 units at the Ritz Carlton have been sold over the past 10 months. Prices for units at the former hotel begin in the low \$70,000's.

Brighton Towers, a 168-unit high-rise began the conversion process over two years ago. Although only 63 apartments have been sold, the building is 100 percent occupied by the original tenants (according to New Jersey renter protection laws, tenants may remain in their units for up to 36 months of the notice to convert).

3. Summary

Overall, the new units for sale placed on the market in Atlantic County since 1980 have been absorbed at a relatively slow pace. This has been due to at least the following two factors. High mortgage rates dampened housing demand over the last two years nationwide to its lowest level in 40 years. Rates have begun to moderate recently and demand is already picking up. Also, the early overestimates of the number of Casino employees and development pace of additional casinos stimulated a lot of speculative building based on poor information. Overall demand should now begin to catch up to the supply, although some early projects may simply be the wrong product for today's Atlantic County market.

F. TRENDS IN BUILDING PERMITS

New Jersey Department of Labor data concerning past residential building permit activity in Atlantic County were analyzed.
(Table 17)

TABLE 17
ATLANTIC COUNTY
TOTAL DWELLING UNITS AUTHORIZED
1970-1981

<u>Year</u>	<u>Permits</u>
1970	2,443
1971	2,368
1972	2,193
1973	2,641
1974	1,123
1975	1,034
1976	1,210
1977	1,133
1978	1,710
1979	1,402
1980	1,290
1981	2,071
1982	1,076
TOTAL	<u>21,694</u>

SOURCE: New Jersey Department of Labor, Division of Planning and Research.

Review of these data revealed the significant impact of the recession of 1974 on dwelling unit authorizations in Atlantic County. The County had averaged more than 2,400 permit authorizations per year from 1970-73, then dropped to an average of 1,125 permits per year from 1974-77. Further analysis reveals an annual fluctuation in the number of permits authorized since 1974, although the overall trend showed an increase in the number of annual permits over time as shown in Table 18.

TABLE 18
NUMBER OF PERMIT AUTHORIZATIONS IN TWO YEAR PERIODS
ATLANTIC COUNTY, 1974-1981

<u>TWO YEAR PERIOD</u>	<u>PERMITS</u>
1974 - 1975	2,157
1976 - 1977	2,343
1978 - 1979	3,112
1980 - 1981	3,361
1982	1,076

SOURCE: New Jersey Department of Labor.

Table 19 shows the number of County permits which were authorized in Atlantic City during two year groupings over the 1974-1981 period.

TABLE 19
TRENDS IN PERMIT AUTHORIZATIONS IN ATLANTIC CITY
1974 - 1981

<u>Two Year Period</u>	<u>Atlantic County Permits</u>	<u>Atlantic City Permits</u>	<u>Percent of County in City</u>
1974-1975	2,157	285	13.2%
1976-1977	2,343	215	9.2%
1978-1979	3,112	262	8.4%
1980-1981	3,361	788	23.4%
1982	1,076	310	28.8%

SOURCE: New Jersey Department of Labor.

The percentage of total county permits issued for residential construction in Atlantic City has increased significantly in the last three years. However, based on the number of approved projects awaiting financing, and the demographic and housing stock characteristics and trends, it is estimated that at least 14 percent (the 1974-1981 average) of the permits authorized over the 1982-1990 period in Atlantic County will be in Atlantic City.

Also significant in permit authorizations, is the trend away from the historic predominance of the single family home. This trend is

illustrated in Table 20. The proportion of detached houses dropped from a high of 83 percent of all permits in 1976-1977, to 44 percent in 1980-81.

TABLE 20
ATLANTIC COUNTY PERMIT AUTHORIZATIONS BY TYPE
1974-1981

<u>Two Year Period</u>	<u>Total Atlantic County Permits</u>	<u>Single Family Permits</u>	<u>Single Family as Percent of County</u>
1974-1975	2,157	1,641	76%
1976-1977	2,343	1,941	83%
1978-1979	3,112	2,285	73%
1980-1981	3,361	1,491	44%
1982	1,076	669	62%

SOURCE: N.J. Department of Labor.

G. PROPOSED PROJECTS IN ATLANTIC CITY

In Atlantic City since 1978, between 9,000 and 10,000 new housing units have been proposed but are not yet developed. Interviews conducted by the American City Corporation with local government officials, developers, and other real estate professionals reveal that approximately 3,000 of those units have the necessary City and State coastal approvals, and/or are currently being pursued by their sponsors. Most of the projects are reportedly stopped by an inability to secure financing. Table 21 identifies those projects which were the most "active" in the City as of May, 1983.

Lighthouse Plaza is one example of a proposed rental project in Atlantic City. Lighthouse Plaza is a 314-unit building to be constructed at Atlantic Avenue and Vermont Avenue adjacent to the Absecon Lighthouse. There will be 52 subsidized one-bedroom units renting for \$334 per month, 197 one-bedroom units renting for \$505-\$600 per month, and 58 two-bedroom units renting for \$583-\$763 per month. The project is designed specifically for singles and couples working in the Casinos and related service industries. The

TABLE 21
PROPOSED RESIDENTIAL
DEVELOPMENT PROJECTS
ATLANTIC CITY
May, 1983

Project & Location	Type	Number of Units	Mix	Size	Price	Approval Status		Notes
						Planning Board	CAFRA	
Arizona Avenue Townhouses Arizona Avenue & the Bay	Townhouse Condo	10				6/03/81		
Island City Estates Harrisburg & the Bay	Condo	78				5/02/79	9/21/81	Construction due pending financing.
Kentucky Place Kentucky and Illinois Avenues	Condo	190				9/08/82	9/29/81	Land assembled, now being marketed to developers.
Corinthian Condominiums 3950 Boardwalk	Condo Highrise	232	Efficiency 1 br 2 br	400 SF 1,030 SF	\$125,000 250,000	10/07/81 1/05/82	12/02/81	Construction to begin pending pre-selling. Pre-selling to begin in 6 months; occupancy for fall, 1985.
Tennessee Square Tennessee & Ocean	Condo	240	1 br 2 br		\$ 85,000 120,000		1/29/81	Pending financing
Greenhouse Michigan, Fleming Atlantic & Arctic	Rental	900	1 br 2 br			Zoning Board 1/08/82		Pending UDAG application; CAFRA application not yet submitted.
1045 Atlantic	Rental Highrise	197	Efficiency 1 br 2 br			2/08/80	10/27/80	Project on hold, awaiting financing.
Marina Cove Huron, North Carolina & Maryland Avenues	Condo Highrise	603					Appl. not yet submitted.	Also referred to as "Landfill project", Marina Cove is being considered for UDAG financing; local & CAFRA approvals have not yet been submitted.
Marina Towers Brigantine Blvd. & North Carolina Avenues	Luxury Condo Highrise	402				5/02/79	Condi- tional Approval 4/02/81	Project temporarily on hold, developer waiting to see how the condo market unfolds before proceeding.
Jacobs Family Terrace New York & Baltic Avenues	Rental	60	1 br			1/16/80		Construction possible Fall 1983, Bally's Park Place (sponsor)

TABLE 21 (continued)

Project & Location	Type	Number of Units	Mix	Size	Price	Approval Status		Notes
						Planning Board	CAFRA	
Harbour House Maine Avenue & Grammercy Place	Condo	253	Efficiency 2 br		\$ 90,000 \$130,000		Conditional Approval 12/2/81	Presently trying to arrange financing and find new partner.
Lighthouse Plaza Atlantic & Vermont Avenues	Rental	314	1 br	550 SF 900 SF	\$ 334 \$ 760 depending on subsidy	Planning Board 7/21/82	10/05/82	Construction to begin July, 1983 or sooner depending on sale of bonds. Occupancy ex- pected within 1 year.
McKinley Avenue Apartments McKinley and New York Avenues	Rental	17	1 br 2 br	550 SF 900 SF	\$ 340 \$ 635 (estimate)	Zoning Board 7/09/82	Conditional Approval 9/17/82	Temporarily on hold, developer involved with Lighthouse Plaza; awaiting ACIA funding.
Greenwood Gardens Abscon Blvd. and Tennessee Avenue	Rental	214	2 br			Zoning Board	Conditional Approval 10/18/82	Waiting HUD insurance approval. Construc- tion expected to begin October, 1983.
8-10 S. Chelsea	Rental	24	1 br		\$ 500			Construction to begin October, 1983.

SOURCE: Atlantic City Department of Planning; Atlantic City Housing Authority; Atlantic County Improvement Authority; American City Corporation.

two bedroom units are designed to be shared. It is estimated that rents would be \$300-\$400 higher per month per unit without Atlantic County Improvement Authority financial aid and other indirect public subsidies.

Construction is also expected to begin in October on Greenwood Gardens. Greenwood Gardens is a 214-unit project, consisting of two-bedroom units which will rent from \$340 to \$650. Greenwood Gardens and Lighthouse will together add over 500 affordable rental units to Atlantic City's housing stock.

As can be seen in Table 21, the Atlantic County Improvement Authority is expected to play a role in financing virtually every rental housing project proposed for development in Atlantic City.

PART II - HOUSING DEMAND PROJECTIONS

A. DEMOGRAPHIC PROJECTIONS

Population and employment data and population-employment ratios for Atlantic County between 1970-1982 are displayed in Table 22.

TABLE 22
 ATLANTIC COUNTY POPULATION AND EMPLOYMENT DATA
 1970 - 1982
 (In Thousands)

Year	Population ¹	Non-Farm Employment ²	Farm Employment ³	Total Employment	Population Employment Ratio
1970	175.9	63.4	1.3	64.7	2.72
1971	179.8	62.5	1.3	63.8	2.82
1972	185.0	64.0	1.3	65.7	2.82
1973	187.2	65.7	1.3	66.8	2.80
1974	189.1	66.0	1.3	67.3	2.81
1975	189.5	64.2	1.4	65.6	2.89
1976	189.6	65.9	1.4	67.3	2.82
1977	189.3	68.2	1.5	69.7	2.72
1978	191.1	71.9	1.5	73.4	2.60
1979	193.1	81.9	1.4	83.3	2.32
1980	194.6	90.6	1.4	92.0	2.12
1981	196.6	99.5	1.4	100.9	1.95
1982	198.6	101.2	1.4	102.6	1.94

SOURCES:

- 1 N. J. Department of Labor (1970-1980), American City Corporation (1981-1982).
- 2 N. J. Department of Labor.
- 3 N. J. Department of Labor (1971 and 1977-1980); American City Corporation (1972-76).

The County's population and total employment increased slowly over the 1970-1977 period. Large increases in the number of jobs in the County created by casino gambling in Atlantic City began to appear in 1978 with the opening of the Resorts International Casino-Hotel. Population increases, however, have not kept pace with the increase in the number of jobs. Reasons for the lack of population growth include the absorption of slack which existed in the pre-casino labor force (those who were unemployed or not previously seeking employment), and the increasing percentage of casino employees commuting from outside Atlantic County.

General economic conditions are assumed to improve over the course of the next seven years. Reduced interest rates will induce

employee movement into Atlantic County among those currently commuting long distances. With an improvement in the economy, an increased number of existing county households will qualify for mortgages at lower interest rates. More jobs will be created by the opening of the Trump Casino Hotel by 1985. A further rise in employment will be generated by the projected opening of four additional casino-hotels by 1990 (total of 14 operating casino-hotels by 1990). This estimate may be conservative, since four casino operators have already announced plans for new or expansion projects in Atlantic City. Other factors which will affect the trend in the population-employment ratio seen in Table 22 will be gradual maturing of the casino-hotel work force resulting in a somewhat higher percentage of employee households with children, and a slight decline in the average number of workers per household as compared to the profile of casino-hotel employees seen today. Furthermore, as supporting retail, service and other industries gradually evolve, their work force will likely have a more traditional profile. Taken together, these factors will decrease the area-wide averages of wage-earners per household and reverse the trend of a shrinking population-employment ratio. However, this ratio will probably never become as high as seen before the development of casino-hotels.

The population-employment ratio continued to decline to 1.94 in 1982. However, based on the factors cited above, a rise to 2.00 is forecast for 1985 and to 2.20 in 1990. When applied to the projected employment figures of 103,400 jobs in 1982, 107,400 jobs in 1985, and 121,800 jobs in 1990 (18,400 additional jobs over 1982) populations of 203,700 in 1982, 215,000 in 1985 and 267,500 in 1990 are projected. (Table 23.)

TABLE 23
 ATLANTIC COUNTY POPULATION PROJECTIONS
 1985 - 1990
 (In Thousands)

Year	Non-Farm Employment	Farm Employment	Total Employment	Population Employment Ratio	Population
1982	101.2	1.4	102.6	1.94	198.6
1985	106.1	1.3	107.4	2.00	214.8
1990	120.5	1.1	121.6	2.20	267.5

SOURCE: American City Corporation

Average household size in Atlantic County decreased from 2.84 in 1970 to 2.66 persons in 1980. American City Corporation projects that this trend towards smaller households will continue through the 1980's, although at a slower rate. Factors suggesting a continuation of this trend include the relatively small size of "recent migrant" casino employee households (2.41 reported in Casino-Hotel Employee Housing Needs Survey-1981); improvement of earnings and savings (which stimulates the creation of new households); and continuation of the rates of household formation caused by persons separated, divorced, widowed, and unmarried singles. However, uncertainty of households over the future of national economic conditions, and the continuing increase in housing costs had a sobering affect on the projections of household size. Household sizes of 2.64 in 1982, 2.62 in 1985, and 2.57 in 1990, are assumed.

Based on these assumptions the total number of households in Atlantic County for each of the projection years (1982, 1985, and 1990) is shown in Table 24.

TABLE 24
ATLANTIC COUNTY HOUSEHOLD PROJECTIONS
1982, 1985, 1990

	1982	1985	1990	Change 1982-1990
Population	198,587	214,800	267,520	68,933
Population in Group Quarters	2,861	2,861	3,014	153
Population in Households	195,726	211,939	264,506	68,780
Household Size	2.64	2.62	2.57	-.07
Number of Households	74,139	80,893	102,921	28,782

SOURCE: American City Corporation.

Table 24 indicates that there will be a net increase of 28,782 households in Atlantic County between 1982 and 1990.

B. EFFECTIVE DEMAND FOR NEW HOUSING IN THE INLET COMMUNITY

Effective demand for housing may be assessed by projecting the net changes in the number of households, stratified by personal income and basis of tenure. In making such assessments in the fast-changing economic context of Atlantic County, guidance came from both historical trends and from detailed survey data which has profiled the characteristics of the high-growth casino industry labor force. The analytical method used follows three steps. First, the number of households was projected for 1985 and 1990, distributed by income levels. Second, the basis of tenure (owner vs. renter) was determined within each income bracket, for both existing households moving within Atlantic County and for newly formed and arriving households. The final step was to sum the demand projections from both the existing/moving and the forming/arriving sectors, and then to determine the average value ranges (monthly rental or sales price) which the respective income brackets can support. These analyses are described in further detail as follows:

1. Distribution of Households by Income

Housing product is highly sensitive to value and the relative income levels of an area's population. Residential projects, developed at the wrong "price point" can experience poor occupancies while demand throughout the area is very strong. It is for this reason that the projected number of households must be distributed by income category.

Table 25 shows the percentage distribution of households according to income categories in 1982 constant dollar values. The left portion of the table shows the distribution for 1970 and 1980 (summarized from Table 7, seen earlier) while the right portion of the table shows the distribution from the 1982 housing needs survey of casino-hotel and public employees.

In projecting future distributions of household income in Atlantic County, it was important to consider both the historical trend as well as the employee profiles of the area. Particular weight was given to the income distribution of the

TABLE 25
PERCENTAGE DISTRIBUTION
OF HOUSEHOLDS BY INCOME

<u>Income Bracket (1)</u>	<u>Atlantic County</u>		<u>1982 Employee Surveys</u>	
	<u>1970 Census</u>	<u>1980 Census</u>	<u>Casino -Hotel</u>	<u>Public Sector</u>
Less than \$12,500	32.8	28.9	11.1	13.0
\$12,500 - \$17,499	12.7	13.1	11.3	11.2
\$17,500 - \$24,999	17.7	16.1	16.7	18.6
\$25,000 - \$34,999	17.7	17.5	21.5	25.3
\$35,000 - \$49,999	11.0	14.2	24.6	20.1
\$50,000 and more	8.1	10.2	14.8	11.8
All Income Brackets:	100.0	100.0	100.0	100.0

Note: (1) Income brackets expressed in 1982 constant dollars.

SOURCES: Casino-Hotel and Public Employees - Housing Needs Survey-1982;
U.S. Census Bureau

casino-hotel employees as they represent the region's new growth industry and will significantly affect area-wide averages. In projecting future income distributions, the 1970-1980 trend was calculated forward, but was then adjusted as deemed appropriate to reflect the income profile seen in the survey results. The income distributions for Atlantic County have thus been estimated for 1982, and projected forward to 1985 and 1990. These are shown in Table 26.

TABLE 26
PROJECTED HOUSEHOLD INCOME DISTRIBUTION
FOR ATLANTIC COUNTY
1982, 1985, 1990

Income Category (1982 Constant Dollars)	Percent Distribution		
	1982	1985	1990
Less than \$12,500	28.0	27.0	25.0
\$12,500 - \$17,499	13.1	13.0	12.9
\$17,500 - \$24,999	16.0	16.0	16.0
\$25,000 - \$34,999	17.6	17.7	17.8
\$35,000 - \$49,999	14.8	15.3	16.1
\$50,000 or more	10.5	11.0	12.2
	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>

SOURCE: American City Corporation.

Based on these distributions, the projected number of households in the housing market within each of these income categories can be seen in Table 27. The components of demand for new housing are expected to come from two principal sectors: 1) Existing households likely to move but remaining within the market area, and 2) new additional households in the market area (new formations and immigrations). Table 24, seen on page 38, indicated the total number of households projected for Atlantic County as of 1982, 1985 and 1990. The incremental changes between these dates (6,754 households between 1982 and 1985, and 22,028 households between 1985 and 1990) represent the additional households. These figures are net after household dissolutions and relocations out of the county.

TABLE 27
ATLANTIC COUNTY HOUSING MARKET
DISTRIBUTION OF DEMAND
BY TENURE AND INCOME

Household Income Brackets:	Number of HH's	Percentage Distribution						Distribution of Households					
		\$12,499 or Less	\$12,500 \$17,499	\$17,500 \$24,999	\$25,000 \$34,999	\$35,000 \$49,999	\$50,000 or More	\$12,499 or Less	\$12,500 \$17,499	\$17,500 \$24,999	\$25,000 \$34,999	\$35,000 \$49,999	\$50,000 or More
1982-1985 Market													
Existing HH's Likely to Move	14,828	27.00	13.00	16.00	17.70	15.30	11.00	4,003	1,928	2,372	2,625	2,269	1,631
Prefer Rent		72.00	55.00	28.00	20.00	15.00	10.00	2,883	1,060	664	525	340	163
Prefer Own		28.00	45.00	72.00	80.00	85.00	90.00	1,121	867	1,708	2,100	1,928	1,468
New Additional HH's 1982-1985	6,754	27.00	13.00	16.00	17.70	15.30	11.00	1,824	878	1,081	1,195	1,033	743
Prefer Rent		72.00	64.00	37.00	40.00	35.00	30.00	1,313	562	400	478	362	223
Prefer Own		28.00	36.00	63.00	60.00	65.00	70.00	511	316	681	717	672	520
1985-1990 Market													
Existing HH's Likely to Move	20,224	25.00	12.90	16.10	17.80	16.00	12.20	5,056	2,609	3,236	3,600	3,256	2,467
Prefer Rent		72.00	55.00	28.00	20.00	15.00	10.00	3,640	1,435	906	720	488	247
Prefer Own		28.00	45.00	72.00	80.00	85.00	90.00	1,416	1,174	2,330	2,880	2,768	2,221
New Additional HH's 1985-1990	22,027	25.00	12.90	16.10	17.80	16.00	12.20	5,507	2,842	3,524	3,921	3,546	2,687
Prefer Rent		72.00	64.00	37.00	40.00	35.00	30.00	3,965	1,819	1,304	1,568	1,241	806
Prefer Own		28.00	36.00	63.00	60.00	65.00	70.00	1,542	1,023	2,220	2,353	2,305	1,881

Note: Some figures may not add due to rounding.

SOURCES: Casino-Hotel and Public Employees Housing Needs Survey-1982;
American City Corporation

The other sector are those existing households likely to move within the market area. Two different data sources helped determine the size of this sector. 1982 survey profile data indicated that over 18 percent of existing public sector employees, and 22 percent of casino employees were "interested in moving and have already begun to look," while an additional 25 percent of public employees and 31 percent of casino employees were "interested in moving but have not begun to look." Another indication is that according to the U.S. Census, 22 percent of all households living in Atlantic County as of 1980 had moved sometime within the previous five years. Within the shorter time frame between 1982 and 1985, one might expect a proportionately smaller percentage of existing households to move. However, recent construction of new housing developments in the County plus pent-up demand created by tight market conditions and high interest rates indicate that a rate higher than a proportionate adjustment should be used.

Based on these data, the proportion of existing area households likely to move within Atlantic County has been estimated at 20 percent for the period between 1982 and 1985, and at 25 percent between 1985 and 1990. Each of these figures were applied against the total projected number of households for the respective date. Thus, at the left in Table 27, 14,828 households were estimated as moving within Atlantic County between 1982 and 1985, and 20,223 were estimated as moving sometime between 1985 and 1990.

The distribution of income was then calculated according to the percentage distributions seen above in Table 26, applied against the estimated number of households likely to move and new additional households as of 1985 and 1990. The percentage distributions for income categories may be read left to right in the left hand portion of Table 27, with the resulting number of households calculated in the right half of the table.

2. Basis of Tenure

Another critical component of demand within the housing market is the preference for ownership or rental units. Often, the choice is made on strictly a financial basis. In the Atlantic City economy, however, other factors are likely to come into play such as seasonality, and a desire to become familiar with a new area or a career in a new industry before making long term financial commitments. One factor which must be recognized is that tenure preference will not be consistent across the full range of household incomes, but rather will tend to favor ownership in higher income brackets and rental housing in lower income brackets.

This was born out in the results of the 1982 surveys of both casino and public employees. For example, approximately 72 percent of casino employees with household incomes of less than \$12,500 would prefer to rent while 70 percent of those with household incomes of \$50,000 or more would prefer to own their dwelling. Perhaps what is more significant is that 30 percent of this high income category would prefer to rent -- much higher than would normally be expected and much higher than public employees in this same income bracket. This can be laid to the need for a familiarization period as noted above, as well as to the lack of viable offerings. From reviewing profile data from the 1982 survey, it is reasonable to conclude that tenure preferences as expressed by the casino employee respondents can represent new and immigrating households, and public sector employees can represent existing households. Special tabulations of these survey results were stratified by tenure, income bracket, and willingness to live in Atlantic City.

From these data, the tenure preferences (owner vs. renter) were estimated for new additional households and for existing

households likely to move, and have been determined separately for each category of household income. These preferences may be seen in the left half of Table 27 under the respective household income distributions. Thus, for example, in the 1982-1985 market, within the \$17,500 to \$24,999 household income bracket, we see that 16.0 percent of existing households (HH's) likely to move will fall into this income category, and that of these, 28 percent will prefer to rent and 72 percent will be seeking units for purchase. The tenure preference is also indicated as 37 percent for rental and 63 percent for ownership for new additional households (HH's) in the same income bracket in the 1982-1985 market.

The calculations for the right half of Table 27 are simply the application of the percentages against the corresponding number of households seen in the left half. For example, of the 14,828 existing households likely to move in the 1982-1985 market, 17.7 percent are estimated to have household incomes between \$25,000 and \$34,999. This calculates to 2,625 households. Of these, 20 percent, or 525 households are estimated to prefer rental units and the balance, 2,100 or 80 percent are estimated to prefer units for purchase. The right half of Table 27 therefore indicates the number of households which are: a) seeking housing, b) existing households moving or new additional households, c) within a given income category, and d) prefer to rent or own within these categories.

3. Summation of Demand by Affordability

The next analytical step was to determine the affordable housing value and rent ranges for the household income categories. This process is shown in Table 28.

TABLE 28
 CALCULATION OF AFFORDABLE HOUSING SALES PRICES AND RENTS
 BASED ON HOUSEHOLD INCOME CATEGORY LIMITS

Income Category Limit:	<u>\$12,500</u>	<u>\$17,500</u>	<u>\$25,000</u>	<u>\$35,000</u>	<u>\$50,000</u>
Available for Housing at 28%/Year:	3,500	4,900	7,000	9,800	14,000
Insurance and Other Fees per Year:	<u>200</u>	<u>250</u>	<u>300</u>	<u>375</u>	<u>450</u>
Net for Mortgage and Taxes:	3,300	4,650	6,700	9,425	13,550
Real Estate Taxes at 14.6% of Net Payments/Year: ¹	<u>482</u>	<u>679</u>	<u>978</u>	<u>1,376</u>	<u>1,978</u>
Net for Mortgage Principal & Interest:	2,818	3,971	5,722	8,049	11,572
Mortgage Principal Based on .1235 Annual Constant	22,819	32,155	46,330	65,174	93,698
Sales Price Assuming 15% Down Payment:	<u>26,846</u>	<u>37,829</u>	<u>54,506</u>	<u>76,675</u>	<u>110,233</u>
NOMINAL SALES PRICE CATEGORY LIMIT: ²	<u>\$27,000</u>	<u>\$38,000</u>	<u>\$55,000</u>	<u>\$77,000</u>	<u>\$110,000</u>
NOMINAL MONTHLY RENT CATEGORY LIMIT: ³	\$300	\$400	\$600	\$800	\$1,200

- Notes: 1) Ratio of taxes to payments derived as follows: Based on mortgage constant of .1235 and down payment of 15%, unit value can equal up to \$9.53 for every \$1.00 of annual payments (1 divided by .1235, divided by .85). With net effective tax rate at 1.8% of unit value (assuming adoption of 1982 Atlantic City property reassessment), annual real estate taxes would equal \$0.17 for every \$1.00 of mortgage payment, or a total payment for mortgage and taxes of \$1.17. Of this amount, taxes (\$0.17) = 14.6%.
- 2) Key assumptions in this calculation include the interest rates, down payment proportion, and net effective tax rate. Changes in these factors would result in a different ratio between household incomes and nominal housing sales prices.
- 3) Numbers are rounded. Rent equals 28 percent of annual income divided by 12 months.

SOURCE: American City Corporation.

The calculation of these sales price category limits is presented in Table 28. The process started with the household income category limits adopted in Table 27 and allocated 28 percent of these values as the portion of household income which can be spent on total housing payments, including principal, interest, taxes and insurance. An initial deduction was made for insurance and related fees, based on costs which currently prevail in the Atlantic City market. The second step was a deduction for real estate taxes. The derivation of this proportion is explained in the footnote at the bottom of the table. The assumed tax rate is based on the projection of the Atlantic City Tax Assessment office. The net amount is the portion of annual income which can be applied to payment of principal and interest. Based on conditions prevailing at the time of the analysis (June 1982), the analysis adopts an annual interest rate of 12 percent for 30 years (constant = .1235) and an average down payment of 15 percent of the sales price. Applying these factors yields the sales or rent price category limits seen near the bottom of the table. The last line of figures shows the nominal category limitations after rounding. Monthly rent categories were determined simply by taking 28 percent as the average proportion of household income typically allocated to housing costs and then dividing by 12 to arrive at a corresponding monthly rent level.

The households within each household income bracket were related to their respective housing value bracket and totaled for existing/moving and new households, first for rental units and then for ownership units. These totals are indicated in Table 29 as "Total Demand" for each respective category of housing value. For example, the right half of Table 27 indicates in the 1982-1985 market that 2,100 existing households and 717 new households will prefer to own units, and will be within the \$25,000 to \$34,999 income

category. These households are therefore shown in Table 29 as a "Total Demand" of 2,817 units for purchase in the \$55,000-\$76,999 price category in the 1982-1985 market.

The final step in this part of the analysis was to estimate the proportion of the total county-wide demand which may be attracted to the Inlet Community. This proportion is expressed as an allocation or capture percent, and different percentages are indicated for each housing value bracket.

TABLE 29
ASSESSMENT OF HOUSING MARKET SUPPORT FROM ATLANTIC COUNTY
ATLANTIC CITY INLET COMMUNITIES

Description	Below Market Rate		Moderately Priced			High Priced	Totals
<u>1982 - 1985 MARKET</u>							
Monthly Rent Category	299 or Less	300 -399	400 -599	600 -799	800 -1,199	1,200 or More	
Total Demand Allocation/Capture %	4,195 3	1,622 3	1,064 10	1,003 8	702 8	386 5	8,973 4.87
No. of Units Supported:	<u>126</u>	<u>49</u>	<u>106</u>	<u>80</u>	<u>56</u>	<u>19</u>	<u>437</u>
Sales Price Category	26,999 or Less	27,000 37,999	38,000 54,999	55,000 76,999	77,000 109,999	110,000 or More	
Total Demand Allocation/Capture %	1,632 3	1,184 3	2,389 10	2,817 8	2,600 8	1,988 5	12,609 6.79
No. of Units Supported:	<u>49</u>	<u>36</u>	<u>239</u>	<u>225</u>	<u>208</u>	<u>99</u>	<u>856</u>
<u>1985 - 1990 MARKET</u>							
Monthly Rent Category	299 or Less	300 -399	400 -599	600 -799	800 -1,199	1,200 or More	
Total Demand Allocation/Capture %	7,605 3	3,253 3	2,210 12	2,288 10	1,729 10	1,053 8	18,139 5.94
No. of Units Supported:	<u>228</u>	<u>98</u>	<u>265</u>	<u>229</u>	<u>173</u>	<u>84</u>	<u>1,077</u>
Sales Price Category	26,499 or Less	27,000 37,999	38,000 54,999	55,000 76,999	77,000 109,999	110,000 or More	
Total Demand Allocation/Capture %	2,958 3	2,197 3	4,550 12	5,232 10	5,073 10	4,102 8	24,113 8.54
No. of Units Supported:	<u>89</u>	<u>66</u>	<u>546</u>	<u>523</u>	<u>507</u>	<u>328</u>	<u>2,059</u>

Note: Some figures may not add due to rounding.
SOURCE: American City Corporation

a) Below Market Rate Housing Categories:

An important aspect for the development of a balanced community in the Inlet is the policy commitment to provide decent, safe and affordable housing for existing residents through the redevelopment process. Household incomes of under \$17,500 will account for nearly 45 percent of all households seeking housing county-wide, and a greater proportion of the existing residents of the Inlet Community. However, this level of income can only afford monthly rentals of less than \$400 or mortgages leading to purchase prices of less than \$38,000. Costs of construction and land preclude the development of housing for these income brackets without continuing, or new, programs of financial assistance. The potential to include units in these categories within the Inlet Community development program will depend largely on the availability of such assistance programs.

Providing below-market-rate housing is not a factor of market supply and demand per se, but rather is a policy commitment to be adopted as part of the development program. Thus, the "market" for lower income housing in the Inlet is being regarded as the portion of Inlet community residents who would prefer to have moved in any event. A special purpose survey of Inlet residents conducted in 1982 by the Atlantic City Planning Department was used to estimate this number at approximately 260 from 1983 to 1985, and 481 from 1985 to 1990. These numbers are equivalent to three percent of the total county-wide market demand in this income bracket. Thus,

Table 29 adopts an allocation rate of three percent for housing categories below \$400 monthly rent and \$38,000 nominal purchase price. The "market" demand for lower value units should be considered in addition to the replacement need as may be warranted by the final development program.

While a three percent allocation rate for the Inlet should provide an appropriate number of housing units to accommodate all current Inlet households wanting to remain, it should be noted that a much greater need for below market rate units remains to be satisfied throughout the rest of the County.

b) Moderately Priced Housing Categories:

The strongest market potential for the Inlet Community will be in the moderate income (between \$17,500 and \$49,999 annual household income) and housing (between \$400 and \$1,199 rent, and \$38,000 and \$109,999 sales price) value brackets, with significant demand also available in the high value categories. As seen in Table 29, capture rates have been estimated between 8 and 12 percent for the moderate income and housing value categories.

In assessing potential capture rates, the attitudes expressed in the 1982 surveys of casino and public sector employees provided guidance. One significant finding is that 40 percent of casino employee respondents cited proximity to work as the most important factor in selecting an area in which to live. This proportion was as high as 68 percent for those indicating a willingness to live

in Atlantic City. Security, the next most cited selection criteria was indicated as the most important reason by only 25 percent of the respondents, with no other factor being noted by more than 12 percent of the survey sample as most important.

Another indication from the survey as to the desirability of Atlantic City was that of the respondents indicating an interest in moving, one third of all casino employees, and over half of the public sector employees would consider living in Atlantic City as one of any possible locations in the county.

A final factor is the development program itself. It is generally recognized that the housing market has not, until just recently, responded to the emerging demand. Expanded offerings will tend to draw on demand which has not been satisfied in the past. Also inherent in the development program for the Inlet Community is the concept of a balanced residential community with a spectrum of development opportunities at a range of income and housing value levels. As a comprehensive project operating at a community-wide scale, the Inlet Community could reasonably capture a major portion of the Atlantic City market.

Based on an assumed capture rate of 8-10 percent from 1983 to 1985, the Inlet could support 242 rentals and 672 ownership units at moderate prices during that period. As the redevelopment of the Inlet begins and an improved image for the area is established, slightly higher capture rates of 10-12 percent are assumed. Therefore, the Inlet

could support 667 moderately priced rentals and 1,576 moderately priced ownership units between 1985 and 1990.

c) High Priced Housing Categories:

There are two potential market sources for condominium units selling for over \$110,000 in the Inlet Community of Atlantic City - local market area residents, and another sector from outside Atlantic County. Potential buyers from all market sources are assumed to have household incomes over \$50,000 and will prefer the qualities of the area, particularly the views and recreational uses of the water throughout the Inlet Community.

As seen in Table 29, a total of 99 for sale units in 1983 to 1985, and 328 for sale units from 1985 to 1990 would be supported from the Atlantic County market area alone. Based on the comparable higher priced condominium projects surveyed, sales to the local market have accounted for no more than 25 percent of total units sold.

The other market components of sales in existing higher priced projects include investors and foreign buyers, and second home or retirement home buyers. Investors have been particularly attracted to projects where they see the potential to rent units due to locational and price advantages. Tannen Towers, for example, has had 50 percent of its sales to investor owners, while Coquille Beach has had close to 90 percent of its sales to investors. Foreign buyers are reportedly very active in the purchase of units in the Ocean Club project. The rental

of investor owned units will accomodate the demand for high priced rental units (19 from 1983 to 1985 and 84 from 1985 to 1990) shown in Table 29.

The demand for second homes and retirement homes in Atlantic City is potentially very large. Atlantic City is within 200 miles of the metropolitan areas of New York, Philadelphia, and Baltimore/Washington. The New Jersey Shore has long been an attractive resort or retirement location for people within that area. With gaming and entertainment added to the beach and boardwalk appeal, Atlantic City can be an extremely attractive location. The Inlet Community area, with its water views, recreational opportunities and well planned environment with a full set of amenities could be one of the most attractive communities for resort and retirement living in the Northeastern United States. The market demand from this segment will be a function of the design and marketing of the project itself, rather than a potential capture rate of the overall demand from the extensive market area.

Therefore, based on experience in comparable projects and the potential appeal of a new project as part of a comprehensively redeveloped Inlet Community, it is estimated that 75 percent of the demand for higher priced condominium units could come from investors, second home buyers, or retirees. This would indicate that an additional 297 units from 1983 to 1985, and 984 units from 1985 to 1990 could be absorbed from these market segments. When added to the base of 427 units demanded from the local population, it is estimated that a total of 1,708 higher price units could be developed

in the Inlet Community of Atlantic City over the full seven year study period.

d. Summary

The Inlet Community could support 1,293 new housing units during the 1983 to 1985 period. However, given the lengthy predevelopment period required for large development projects, most of this demand will go unserved. Projects currently in advanced stages of planning, such as Lighthouse Plaza, will capture a share of this market demand. The renovation of vacant existing units and the utilization of manufactured housing could be accomplished quickly enough to service some of this market potential. In addition, competitive developments reviewed earlier in this report will be drawing on the market support identified for the 1982 to 1985 time frame.

However, primary market support for a new redevelopment initiative in the Inlet Community is expected to come from housing decisions made in the 1985-1990 time frame. Within this market period, a total of 2,655 new market rate housing units could be supported by the demand generated within the primary market area (Atlantic County) and an additional 984 units from outside the market area. Market rate in this context is being defined as units which rent for \$400 per month or more, or with purchase prices of \$38,000 or more. Of this total, 751 units (28 percent) would be units for rent and 1,904 (72 percent) would be units for sale.

In total, residential redevelopment in the 1985 to 1990 period of development in Atlantic City's Inlet Community can draw upon support for up to 4,120 units. These would be distributed as follows:

<u>Description</u>	<u>Rental Units</u>	<u>Purchase Units</u>	<u>Total</u>
Below Market Rate	326	155	481
Moderately Priced Market	667	1,576	2,243
High-Priced Market	84	1,312	1,396
TOTAL	1,077	3,043	4,120

4) Market Preferences

Table 30 further distributes the projected levels of demand in 1985 to 1990 according to the number of bedrooms and overall physical structure type. These distributions were derived from special tabulations of the 1982 survey of casino-hotel and public employees. The tabulation stratified demand first by tenure basis (owner vs. renter), then by housing value bracket, and finally by the respondents' preferences for type of dwelling, first by bedroom mix, and then by basic type of structure. Distribution of the upper income ownership market by structure type is based on survey results for the level of demand generated by the local market area, while investor/seasonal units are distributed according to demand patterns seen in other comparable developments in Atlantic County and other beach resort cities.

It should be emphasized that the distributions seen in Table 30 are only preferences and do not constitute the development program. Land costs, construction costs, and zoning may preclude development of some of the lower density units even though this is what a significant portion of the

TABLE 30
 DISTRIBUTION OF DEMAND PREFERENCES FOR 1985 - 1990 MARKET
 BY MARKET SECTOR, BEDROOM MIX, AND STRUCTURE TYPE

DISTRIBUTION BY BEDROOM MIX:	RENTAL UNITS					OWNERSHIP UNITS				
	\$399 or Less	\$400 - 599	\$600 - 799	\$800 - 1,199	\$1,200 or more	\$37,999 or less	\$38,000 -54,999	\$55,000 -76,999	\$77,000 109,999	\$110,000 or more
Total No of Units	326	265	229	173	84	155	546	523	507	1,312
One Bedroom:	68	8	33	9	0	4	15	63	34	66
Two Bedrooms:	146	125	49	26	13	53	177	111	67	131
Two Master Bedrooms:	24	32	16	9	4	14	34	32	0	0
Three Bedrooms:	72	84	98	95	48	52	242	174	238	656
Four or More Bedrooms:	16	17	33	34	19	33	77	143	168	460
DISTRIBUTION BY STRUCTURE TYPE:	\$399 or Less	\$400 - 599	\$600 - 799	\$800 - 1,199	\$1,200 or more	\$37,999 or less	\$38,000 -54,999	\$55,000 -76,999	\$77,000 109,999	\$110,000 or more
Total No of Units	326	265	229	173	84	155	546	523	507	1,312
Single Family Detached:	92	74	66	52	25	76	259	230	294	197
Townhouse/Rowhouse:	71	64	66	57	29	30	127	110	96	303
Duplex/Triplex:	55	51	37	21	11	23	82	84	76	90
Garden Apartments:	69	43	37	26	8	17	41	42	20	10
Midrise/Highrise:	39	33	23	17	11	9	38	58	21	712

Note: Some figures may not add due to rounding.

SOURCES: Casino-Hotel and Public Employees Housing Needs Survey - 1982; American City Corporation.

market would prefer. Furthermore, the derivation of capture rates was accomplished independently of any consideration of preferred type of unit. This means that the total level of demand indicated for any given market sector will remain constant even if the development program provides a different mix of unit types than indicated in these preferences.

Overall design considerations and amenities will be indispensable in marketing the projects developed in the Inlet Community. Recreation provided by the beach and the Inlet, boating opportunities available in the Basin, and walking and jogging opportunities available along the Water's edge and interior of the neighborhoods must be exploited. Each project should have an appropriate complement of on-site amenities. A full array of community amenities, including pools, recreation facilities, and community service centers should also be developed to complement the amenities offered by individual projects. The area should be serviced by an attractive mix of nearby convenience retail shops. Rental projects should consider leasing with the option to buy in the future.

PART III - SUPPORT MARKET: CONVENIENCE RETAIL

Another indispensable element in the marketing of new housing units in the east end of Atlantic City will be the availability of nearby convenience shopping opportunities for residents of the area. Although there are a limited number of small individually owned and operated grocery stores scattered throughout the area, there is no modern, attractive, concentrated neighborhood retail center in the Inlet Community. Therefore, a summary level market analysis was undertaken to determine whether sufficient demand would exist to justify development of new convenience retailing as part of the development program to service the Inlet and other nearby neighborhoods.

Physically, a community scale retail center could be developed in the vicinity of Atlantic and Rhode Island Avenues. Plans for such a center should seek to integrate new development with the existing context of retail shops. A commercial area at this location would service the four redevelopment neighborhoods of Gardner's Basin, Bungalow Park, North Inlet and South Inlet, as well as other areas of the City within approximately a one mile radius of the Atlantic-Rhode Island Avenue site.

The market area includes an estimated population of 13,100 in 1982. This population consists of approximately 4,676 households, with an average household income of \$14,940. Together these households have a total disposable income (equals 83.6 percent of total income) of \$58.4 million. Approximately 19.6 percent of disposable income is expended on convenience goods and services. Therefore, a total of \$11.4 million is available for convenience expenditures from the existing market area population.¹

The residential market study indicates that a total of 3,639 new market rate housing units could be developed between 1985 and 1990 in the Inlet Community. (Below market-rate households moving within the area are already recognized in the estimate of existing resident incomes.) Based on the distribution of incomes determined as part of the earlier analyses, it is estimated that new households moving into the Inlet from the Atlantic County market area will have a combined disposable income of \$93.8 million. Assuming that an average of 20 percent of total household disposable income will be available from the high priced units (allowing for predominately seasonal use), it is estimated that \$13.8 million of total disposable income will be available to the Atlantic City economy from these units. There will therefore be a total aggregate disposable income from new households of \$107.6 million, of which \$21.1 million (19.6 percent of disposable income) would be available for convenience retail expenditures in the Inlet Community.

¹
SOURCES: Urban Decision Systems, Inc.;
American City Corporation.

As discussed earlier, there is no significant competitive neighborhood shopping area offering a variety of convenience goods and services serving the Inlet Community. The only supermarket in the City, an old, small (10,000 square feet) facility - Shop N Save - is located on Absecon Boulevard at South Carolina Avenue. Given this lack of significant competitive retail development, it is not unreasonable to assume high capture rates of both the existing and projected future populations in the area.

As indicated above, there will be \$11.4 million available for convenience expenditures from the households already living in the market areas in 1982, and an additional \$21.1 million will be available from new households moving into the Inlet Community redevelopment neighborhoods. It is estimated that a convenience retail center at a location along Atlantic Avenue would capture 45 percent of the convenience expenditures of residents of the Inlet Community.

It is therefore estimated that the proposed neighborhood retail center would capture approximately \$5.13 million in sales from existing residents, and \$9.50 million from new residents of the trade area, for a total of \$14.63 million in annual sales (in constant 1982 dollars). A desirable sales per square foot productivity for convenience retail stores in a community center is \$180 per square foot. Therefore, a total of 81,300 square feet of convenience goods and services would be supportable by 1990. This community center should include a mix of goods and services including stores such as: A full-line supermarket, convenience food store, specialty food stores (fresh fish, butcher, bakery, etc.), prepared foods (a delicatessen, ice cream or pizza parlor, etc.), a pharmacy, hardware store, and services such as a dry cleaners, beauty parlor, and bank.

APPENDIX 4.1
INLET COMMUNITY
EXISTING LAND USE
BY
BLOCK

Figure A4.1-BP

BUNGALOW PARK
EXISTING LAND USES
 (in acres)

<u>Block*</u>	<u>Residential</u>	<u>Commerical</u>	<u>Institutional/ Recreational</u>	<u>Rights of Way</u>	<u>Total</u>
1-B35A		0.19			0.19
2-B35B	0.69	0.50			1.19
3-B25A	0.35	0.20	0.20		0.75
4-B25B	0.73				0.73
5-B38	1.79	0.26	0.18		2.23
6-B6		0.45			0.45
7-B1/B7		3.28			3.28
8-B12	1.64				1.64
9-B17	1.72				1.72
10-B22	1.72				1.72
11-B26	1.27	0.17	0.16		1.60
12-B29	0.13	0.69			0.82
13-B29	0.64	0.18			0.82
14-B32	0.82				0.82
15-B32	0.29	0.53			0.82
16-B33	0.47	0.36			0.83
17-B33	0.83				0.83
18-B30	1.77				1.77
19-B27	1.58	0.07			1.65
20-B23	1.77				1.77
21-B18	1.77				1.77
22-B37	1.53				1.53
23-B2	0.17	1.15			1.32
24-B37	0.25	0.17			0.42
25-B9	0.79				0.79
26-B14	1.08				1.08
27-B19	1.14				1.14
28-B24	1.11				1.11
29-B28	1.04				1.04
30-B31	1.59				1.59
31-B34	0.83				0.83
32-B34	0.83				0.83
33-G19	2.29	3.49			5.78
Major Streets				20.51	20.51
TOTAL	<u>32.63</u>	<u>11.69</u>	<u>0.54</u>	<u>20.51</u>	<u>65.37</u>
Percent	49.92%	17.88%	0.83%	31.37%	100.00%

*For reference map, see Appendix 4.7

Figure A4.1-GB

GARDNER'S BASIN
EXISTING LAND USES
(in acres)

<u>Block*</u>	<u>Residential</u>	<u>Commerical</u>	<u>Institutional/ Recreational</u>	<u>Rights of Way</u>	<u>Total</u>
1-G-1/3	2.24	1.02		0.56	3.82
2-G-5/7	2.90	0.29		0.59	3.78
3-G-9/11	2.17			0.96	3.13
4-G-12/10	2.30			0.79	3.09
5-G-8/6	2.95	0.18		0.59	3.72
6-G-4/2	2.91	0.29		0.55	3.75
7-G14/15	3.70			0.66	4.36
8-G16A	1.11	0.04			1.15
9-G16B	1.15				1.15
10-G16C	1.12	0.03			1.15
11-G21	2.58	1.77			4.35
12-G17/18			1.55		1.55
13-G21		4.61	0.92	1.18	6.71
14-G23			9.34		9.34
15-G25		2.44			2.44
Major Streets				13.04	13.04
TOTAL	<u>25.13</u>	<u>10.67</u>	<u>11.81</u>	<u>18.92</u>	<u>66.53</u>
Percent	37.77%	16.04%	17.75%	28.44%	100.00%

* For reference map, see Appendix 4.7

Figure A4.1-UC

UPTOWN CENTER
EXISTING LAND USES

<u>Block*</u>	<u>Residential</u>	<u>Commerical</u>	<u>Institutional/ Recreational</u>	<u>Rights of Way</u>	<u>Total</u>
1-G24	2.90	-	0.48	0.12	3.50
Percent	82.86%	-	13.71%	3.43%	100.00%

* For reference map, see Appendix 4.7

Figure A4.1-NIV

NORTH INLET VILLAGE
EXISTING LAND USES
(in acres)

<u>Block*</u>	<u>Residential</u>	<u>Commerical</u>	<u>Institutional/ Recreational</u>	<u>Rights of Way</u>	<u>Total</u>
1-100	2.84	1.25		0.25	4.34
2-103	3.53			0.21	3.74
3-106	2.90	0.40	0.19	0.25	3.74
4-105/104			6.89		6.89
5-102	3.42			0.21	3.63
6-99	3.01	0.72	0.31	0.17	4.21
7-98	3.41		0.12	0.75	4.28
8-101	3.05		0.23	0.40	3.68
9-97	3.74				3.74
10-94	3.31			0.43	3.74
11-92	2.75		1.47	0.12	4.34
12-91	4.50			0.46	4.96
13-93	3.15			1.12	4.27
14-96	3.82			0.45	4.27
Conn Ave. West Side	2.76	0.59		0.10	3.45
Major Streets Maine Ave. East Side		0.62	1.07		1.69
TOTAL	46.19	3.58	10.28	24.13	84.18
Percent	54.87%	4.26%	12.21%	28.66%	100.00%

* For reference map, see Appendix 4.7

Figure A4.1-SIV

SOUTH INLET VILLAGE
EXISTING LAND USES
(in acres)

<u>Block*</u>	<u>Residential</u>	<u>Commerical</u>	<u>Institutional/ Recreational</u>	<u>Rights of Way</u>	<u>Total</u>
1-6	6.37			0.46	6.83
2-6	2.82		0.17	0.18	3.17
3-9	2.88	1.25		0.25	4.38
4-5	2.82	0.25	0.95	0.23	4.25
5-2	2.81			0.27	3.08
6-2	5.26	0.07	0.52	0.78	6.63
7-1	5.42			0.92	6.34
8-1	3.13				3.13
9-4	1.30	0.99	2.03		4.32
10-3	3.91	0.38		0.09	4.38
11-01	2.67		0.14	0.36	3.17
12-01	4.23			0.55	4.78
13-001	1.84				1.84
14-001	1.52				1.52
15-001	1.33	0.32			1.65
16-03	0.16		2.14		2.30
17-03	2.04	0.04		0.39	2.47
18-003			8.67		8.67
Major Streets				<u>16.23</u>	<u>16.23</u>
TOTAL	50.51	3.30	14.62	20.71	89.14
Percent	56.67%	3.70%	16.40%	23.23%	100.00%

* For reference map, see Appendix 4.7

APPENDIX 4.2
1983 DEMOGRAPHIC AND HOUSING STOCK ESTIMATES
AND
1980 CENSUS DATA

APPENDIX 4.2A
 ESTIMATE OF 1983 INLET COMMUNITY
 DEMOGRAPHIC AND HOUSING STOCK CHARACTERISTICS

	Population ⁽¹⁾	Occupied Units			Total Year-Round Units ⁽²⁾
		Total Households ⁽²⁾	Owner-Occupied ⁽³⁾	Renter-Occupied ⁽³⁾	
Bungalow Park	1,233	450	275	175	475
Gardners Basin	800 ⁽⁴⁾	250 ⁽⁴⁾	140 ⁽⁴⁾	110 ⁽⁴⁾	340
North Inlet Village ⁽⁵⁾	2,382 ⁽⁶⁾	966	168 ⁽⁸⁾	798 ⁽⁸⁾	1,121
South Inlet	970 ⁽⁷⁾	508	46	462 ⁽⁹⁾	548
Total	5,385	2,174	629	1,545	2,484
Percent		100.0	28.9	71.1	

- (1) Population estimate arrived at by taking same percentage change as experienced between U.S. Census reported 1980 households and 1983 estimate.
- (2) Estimated number of households and total year-round units based on Land Use Survey prepared by students from Stockton State College in February 1983, as well as the photographic inventory, on-site analysis and recent surveys.
- (3) Distribution of owners and renters same as 1980 Census.
- (4) These estimates for Gardner's Basin have been modified from assumptions listed above based upon results of 1983 door-to-door survey of area conducted by Atlantic City Planning Department in April 1983.
- (5) Includes Inlet and Jeffries Towers.
- (6) Based on average household size from 1980 Census (2.9 including Inlet Towers) times 666 units plus 1.5 times 300 units (Jeffries Towers).
- (7) Based on average household size from 1980 Census (2.8 excluding Ocean Manor) times 160 households plus 1.5 times 348 units (Ocean Manor).
- (8) Distribution of 510 households according to 1980 Census, plus 456 renters from Inlet and Jeffries Towers.
- (9) Distribution of 160 households according to 1980 Census, plus 348 rental units at Ocean Manor.

APPENDIX 4.2B
SUMMARY OF 1980 CENSUS BLOCK DATA
FOR INLET COMMUNITY

	<u>Population</u>	<u>Population Per Household</u>	<u>Occupied Units</u>		<u>Total Year- Round Units</u>	
			<u>Total Households</u>	<u>Owner- Occupied</u>		<u>Renter- Occupied</u>
Bungalow Park	1,311	2.74	479	292 (61%)	187 (33%)	564
Gardners Basin	957	3.24	294	154 (52%)	140 (48%)	383
North Inlet Village	2,156	2.90	743	194 (26%)	549 (74%)	907
South Inlet Study Area	<u>1,205</u>	2.05	<u>589</u>	<u>55 (9%)</u>	<u>534 (91%)</u>	<u>750</u>
Total	5,629	2.67	2,105	695 (33%)	1,410 (67%)	2,601

SOURCE: 1980 U.S. Census.

APPENDIX 4.2C
1980 INLET COMMUNITY AGE DISTRIBUTION

	<u>Under 5</u>	<u>5 - 17</u>	<u>18 - 64</u>	<u>65 & Over</u>	<u>Total</u>
North Inlet Village	149	458	993	539	2,139
South Inlet Village	123	291	579	212	1,205
Gardner's Basin	75	259	466	76	889
Bungalow Park	<u>62</u>	<u>272</u>	<u>732</u>	<u>193</u>	<u>1,266</u>
Total	409	1,280	2,770	1,020	5,499
Percent Distribution	7.4%	23.6%	50.4%	18.6%	100.0%

SOURCE: 1980 U.S. Census.

APPENDIX 4.3
INLET COMMUNITY
EXISTING BUILDING CONDITION
BY
BLOCK

Figure A4.3-BP

BUNGALOW PARK
EXISTING BUILDING CONDITION

<u>Block*</u>	<u>Excellent</u>	<u>Good</u>	<u>Fair</u>	<u>Poor</u>	<u>Dilapidated</u>	<u>Total</u>
1-B35A	1					1
2-B35B	5	6			1	12
3-B25	3	6				9
4-B25	7					7
5-B38	6	6				12
6-B6						0
7-B1/B7	2	1			6	9
8-B12	20		1			21
9-B17	22					22
10-B22	16					16
11-B26	10		1			11
12-B29		4				4
13-B29	13	3			2	18
14-B32	8	14	4			26
15-B32	6	3	1			10
16-B33	6	3		1		10
17-B33	14	3				17
18-B30	35	1				36
19-B27	18	1				19
20-B23	18	1	1			20
21-B18	16					16
22-B37	34	4				38
23-B2	5	4	1			10
24-B37	4	1			2	7
25-B9						0
26-B14	13		1			14
27-B19	20					20
28-B24	12					12
29-B28	14	1	1			16
30-B31	8	12		1		21
31-B34	9	5	6		1	21
32-B34	5	6	2			13
33-G19	16	36	3			55
TOTALS	366	121	22	2	12	523
Percent	69.98%	23.14%	4.21%	0.38%	2.29%	100.00%

* For reference map, see Appendix 4.7

Figure A4.3-GB

GARDNER'S BASIN
EXISTING BUILDING CONDITION

<u>Block*</u>	<u>Excellent</u>	<u>Good</u>	<u>Fair</u>	<u>Poor</u>	<u>Dilapidated</u>	<u>Total</u>
1-G-1/3	4	6	2	7	1	20
2-G-5/7	7	26	5	7	2	47
3-G-9/11	4	30	6	19	1	60
4-G-12/10	7	15	8	8	1	39
5-G-8/6	12	14	7	7	2	42
6-G-4/2	12	15	2	4		33
7-G14/15	5	6	12	9	1	33
8-G16A		20	8	7		35
9-G16B	3	14	7	6		30
10-G16C	10	17	4	3		34
11-G21			1			1
12-G17/18		2				2
13-G21				5		5
14-G23	9	2				11
15-G25	1	3	2			6
	—	—	—	—	—	—
TOTALS	74	170	64	82	8	398
Percent	18.59%	42.72%	16.08%	20.60%	2.01%	100.00%

* For reference map, see Appendix 4.7

Figure A4.3-UC

UPTOWN CENTER
EXISTING BUILDING CONDITION

<u>Block*</u>	<u>Excellent</u>	<u>Good</u>	<u>Fair</u>	<u>Poor</u>	<u>Dilapidated</u>	<u>Total</u>
1-G24	-	3	6	3	1	13
Percent	-	23.08%	46.15%	23.08%	7.69%	100.00%

* For reference map, see Appendix 4.7

Figure A4.3-NIV

NORTH INLET VILLAGE
EXISTING BUILDING CONDITION

<u>Block*</u>	<u>Excellent</u>	<u>Good</u>	<u>Fair</u>	<u>Poor</u>	<u>Dilapidated</u>	<u>Total</u>
1-100	7	11	17	14	1	50
2-103	6	9	7	13	1	36
3-106	8	12	3	5	3	31
4-105/104	1					1
5-102	3	19	14	11	1	48
6-99	3	14	15	20	3	55
7-98	14	20	5	5	1	45
8-101	3	19	4	6		32
9-97	2					2
10-94	1	14	8	11		34
11-92	2	2	5	2		11
12-91		4	1	4		9
13-93	4	41	8	9		62
14-96	6	8		2		16
Conn. Ave. West Side	1	30	5	9		45
Maine Ave. East Side				1		1
	—	—	—	—	—	—
TOTALS	61	203	92	112	10	478
Percent	12.76%	42.47%	19.25%	23.43%	2.10%	100.00%

* For reference map, see Appendix 4.7

Figure A4.3-SIV
SOUTH INLET VILLAGE
EXISTING BUILDING CONDITION

<u>Block*</u>	<u>Excellent</u>	<u>Good</u>	<u>Fair</u>	<u>Poor</u>	<u>Dilapidated</u>	<u>Total</u>
1-6		5	5	5	1	16
2-6	1	14	3	2		20
3-9	3	9	35	4		51
4-5		6	22	3		31
5-2		1		11		12
6-2		11	20	7		38
7-1		23	4	12	1	40
8-1		2	2	3		7
9-4	2	1	3	1	1	8
10-3		20	2	8		30
11-01	3	13	4	8		28
12-01	1	17	5	3		26
13-001	3	1				4
14-001	4	1		19		24
15-001	3					3
16-03		1	1			2
17-03	3	2	7	12		24
18-003						0
	—	—	—	—	—	—
TOTALS	23	127	113	98	3	364
Percent	6.32%	34.90%	31.04%	26.92%	0.82%	100.00%

* For reference map, see Appendix 4.7

APPENDIX 4.4
INLET COMMUNITY
GENERAL OWNERSHIP AND VACANT LAND
BY
BLOCK

Figure A4.4-BP

BUNGALOW PARK
BUILDINGS AND VACANT LAND BY GENERAL OWNERSHIP
(in acres)

Block*	Private		Public		Total
	Vacant Land	Land with Buildings	Vacant Land	Land with Improvements	
1-B35A		0.19			0.19
2-B35B	0.71	0.48			1.19
3-B25	0.12	0.43		0.20	0.75
4-B25	0.23	0.50			0.73
5-B38	0.33	1.11	0.56	0.23	2.23
6-B6	0.45				0.45
7-B1/B7	2.18	1.10			3.28
8-B12		1.64			1.64
9-B17	0.13	1.59			1.72
10-B22		1.72			1.72
11-B26	0.34	1.10		0.16	1.60
12-B29		0.82			0.82
13-B29	0.09	0.69		0.04	0.82
14-B32	0.23	0.48	0.02	0.09	0.82
15-B32	0.08	0.66	0.07	0.01	0.82
16-B33		0.57	0.26		0.83
17-B33	0.09	0.59	0.15		0.83
18-B30	0.07	1.70			1.77
19-B27	0.17	1.48			1.65
20-B23	0.24	1.53			1.77
21-B18	0.06	1.71			1.77
22-B37	0.09	1.44			1.53
23-B2		1.32			1.32
24-B37		0.31	0.11		0.42
25-B9	0.79				0.79
26-B14	0.10	.82	0.16		1.08
27-B19	0.09	1.05			1.14
28-B24	0.09	0.90		0.12	1.11
29-B28	0.06	0.98			1.04
30-B31	0.29	0.97	0.33		1.59
31-B34	0.06	0.62	0.06	0.09	0.83
32-B34	0.10	0.55	0.09	0.09	0.83
33-G19	0.27	5.51			5.78
R.O.W.			0.49	20.02	20.51
TOTAL	7.46	34.56	2.30	21.05	65.37
Percent	11.41%	52.87%	3.52%	32.20%	100.00%
		64.28%		35.72%	

* For reference map, see Appendix 4.7

Figure A4.4-GB

GARDNER'S BASIN
BUILDINGS AND VACANT LAND BY GENERAL OWNERSHIP
(in acres)

Block*	Private		Public		Total
	Vacant Land	Land with Buildings	Vacant Land	Land with Improvements	
1-G-1/3	1.73	1.10	0.43	0.56	3.82
2-G-5/7	1.08	1.80	0.29	0.61	3.78
3-G9/11	0.62	1.14	0.31	1.05	3.13
4-G-12/10	0.85	0.65	0.80	0.79	3.09
5-G-8/6	1.43	1.11	0.57	0.61	3.72
6-G-4/2	1.13	1.58	0.49	0.55	3.75
7-G14/15	1.73	1.53	0.40	0.70	4.36
8-G16A	0.15	0.89	0.04	0.07	1.15
9-G16B	0.26	0.89			1.15
10-G16C	0.16	0.98	0.01		1.15
11-G21			2.58	1.77	4.35
12-G17/18				1.55	1.55
13-G21	0.46	5.33		0.92	6.71
14-G23				9.34	9.34
15-G23	0.35	2.09			2.44
Major Streets				13.04	13.04
TOTAL	<u>9.95</u>	<u>19.09</u>	<u>5.92</u>	<u>31.57</u>	<u>66.53</u>
		29.04		37.49	
Percent	<u>14.98%</u>	<u>28.69%</u>	<u>8.90%</u>	<u>47.43%</u>	<u>100.00%</u>
		43.67%		56.33%	

* For reference map, see Appendix 4.7

Figure A4.4-UC

UPTOWN CENTER
BUILDINGS AND VACANT LAND BY GENERAL OWNERSHIP
 (in acres)

<u>Block*</u>	<u>Private</u>		<u>Public</u>		<u>Total</u>
	<u>Vacant Land</u>	<u>Land with Buildings</u>	<u>Vacant Land</u>	<u>Land with Improvements</u>	
1-G24	1.41	0.43	1.27	0.39	3.50
Percent	<u>40.28%</u>	<u>12.29%</u>	<u>36.29%</u>	<u>11.14%</u>	100.00%
	52.57%		47.45%		

* For reference map, see Appendix 4.7

Figure A4.4-NIV

NORTH INLET VILLAGE
BUILDINGS AND VACANT LAND BY GENERAL OWNERSHIP
(in acres)

Block*	Private		Public		Total
	Vacant Land	Land with Buildings	Vacant Land	Land with Improvements	
1-100	1.06	2.70	0.19	0.39	4.34
2-103	1.17	2.07	0.29	0.21	3.74
3-106	1.68	1.67	0.14	0.25	3.74
4-105/104				6.89**	6.89
5-102	0.68	1.52	1.10	0.33	3.63
6-99	0.77	2.93	0.20	0.31	4.21
7-98	0.92	1.47	0.80	1.09	4.28
8-101	0.79	2.06	0.37	0.46	3.68
9-97				3.74	3.74
10-94	0.91	1.80	0.56	0.47	3.74
11-92	2.20	1.90	0.12	0.12	4.34
12-91	3.91	0.45	0.14	0.46	4.96
13-93	0.36	2.71	0.08	1.12	4.27
14-96	2.61	0.10	1.11	0.45	4.27
Conn. Ave. West Side	1.14	2.18	0.05	0.08	3.45
R.O.W.				19.21	19.21
Maine Ave. East Side		.62	1.07		1.69
TOTALS	18.20	24.18	6.22	35.58	84.18
Percent	21.62%	28.72%	7.39%	42.27%	100.00%
	50.34%		49.66%		

* For reference map, see Appendix 4.7

** Includes Uptown recreation area.

Figure A4.4-SIV

SOUTH INLET VILLAGE
BUILDINGS AND VACANT LAND BY GENERAL OWNERSHIP
(in acres)

Block*	Private		Public		Total
	Vacant Land	Land with Buildings	Vacant Land	Land with Improvements	
1-6	5.68	0.61	0.08	0.46	6.83
2-6	1.66	1.25	0.05	0.21	3.17
3-9	1.06	2.99	0.06	0.27	4.38
4-5	1.43	1.52	0.12	1.18	4.25
5-2	1.85	0.70	0.22	0.31	3.08
6-2	3.62	2.18	0.05	0.78	6.63
7-1	3.87	1.45	0.10	0.92	6.34
8-1	2.53	0.39	0.21		3.13
9-4	1.46	0.82	0.01	2.03	4.32
10-3	2.31	1.86	0.12	0.09	4.38
11-01	1.55	1.18	0.08	0.36	3.17
12-01	2.38	1.85		0.55	4.78
13-001	0.20	0.15		1.49	1.84
14-001	0.43	1.09			1.52
15-001	1.31	0.16	0.18		1.65
16-03	0.56	0.07		1.67	2.30
17-03	0.81	1.27		0.39	2.47
18-003				8.67	8.67
Major Streets				16.23	16.23
TOTALS	<u>32.71</u>	<u>19.54</u>	<u>1.28</u>	<u>35.61</u>	89.14
Percent	<u>36.70%</u>	<u>21.92%</u>	<u>1.43%</u>	<u>39.95%</u>	100.00%
	52.25		36.89		
	58.62%		41.38%		

* For reference map, see Appendix 4.7

APPENDIX 4.5
INLET COMMUNITY
EXISTING ZONING TABULATION
BY
NEIGHBORHOOD

FIGURE A4.5

INLET COMMUNITY
EXISTING ZONING
(in acres)

<u>Neighborhood</u>	<u>Zoning District</u>							<u>Total*</u>
	<u>R-4</u>	<u>RM-1</u>	<u>RM-2</u>	<u>RM-4</u>	<u>RM-5</u>	<u>MCR</u>	<u>RS-C</u>	
Bungalow Park	40.20		4.66					44.86
Gardner's Basin	19.69	7.15				1.55	19.22	47.61
Uptown Center	3.38							3.38
North Inlet Village	15.23	3.82	17.81	21.50		1.69		60.05
South Inlet Village			21.40		1.84		36.52	59.76
TOTAL	78.50	10.97	43.87	21.50	1.84	3.24	55.74	215.66
Percent	36.40%	5.08%	20.32%	9.96%	0.9%	1.5%	25.84%	100.00%

* Excludes street rights-of-way.

APPENDIX 4.6
INLET COMMUNITY
HIGH-RISE OVERLAY TABULATION
BY
NEIGHBORHOOD

Figure A4.6

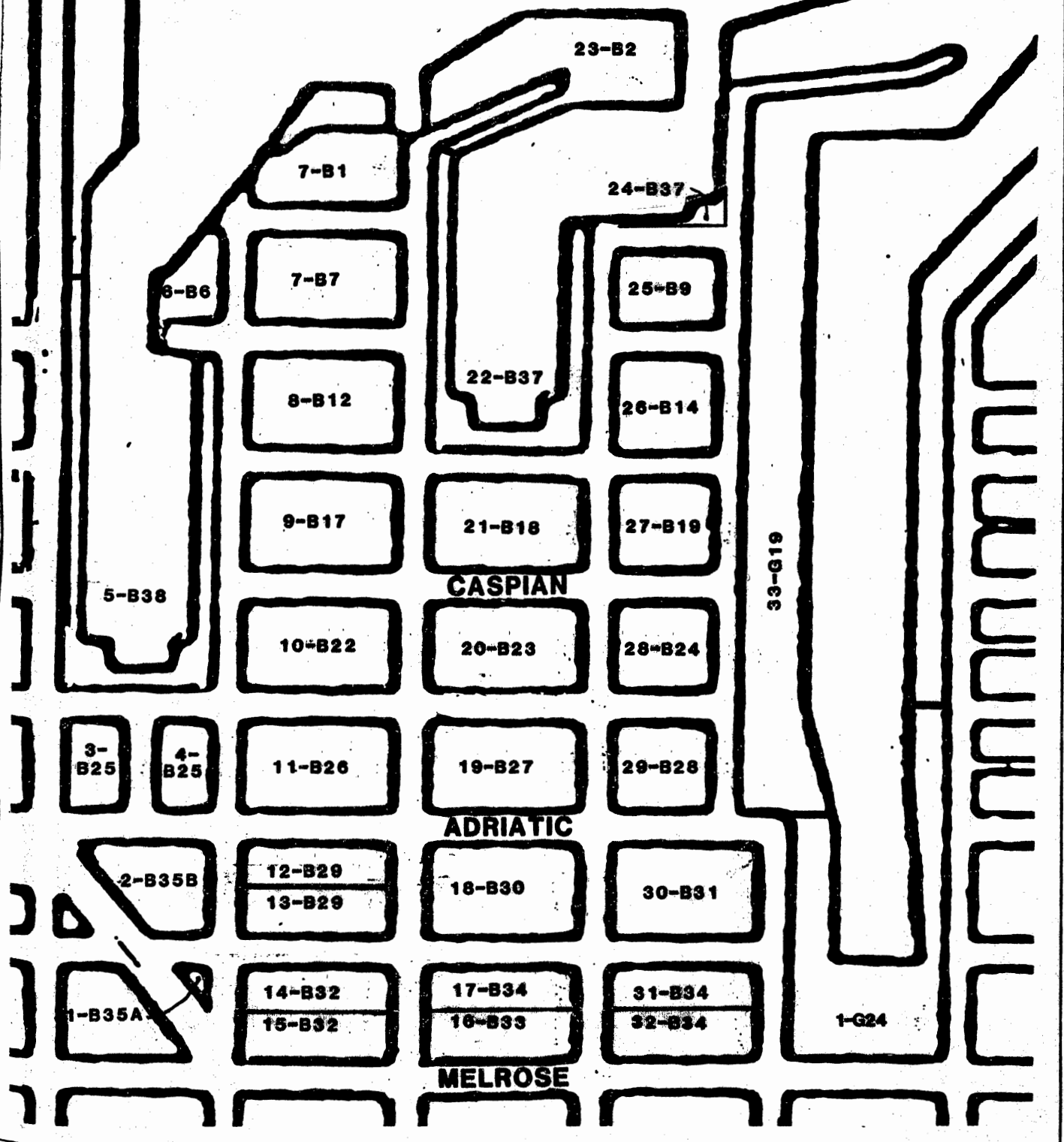
INLET COMMUNITY
HIGH-RISE OVERLAY ZONING
(in acres)

<u>Neighborhood</u>	<u>HR-1</u>	<u>HR-2</u>	<u>HR-3</u>	<u>No Overlay</u>	<u>Total*</u>
Bungalow Park				44.86	44.86
Gardner's Basin	17.25	7.15		23.21	47.61
Uptown Center				3.38	3.38
North Inlet Village	43.54	13.16		3.35	60.06
South Inlet Village			21.40	38.36	59.76
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
TOTALS	60.79	20.31	21.40	113.16	215.66
Percent	28.19%	9.42%	9.92%	52.47%	100.00%

* Excludes street rights-of-way.

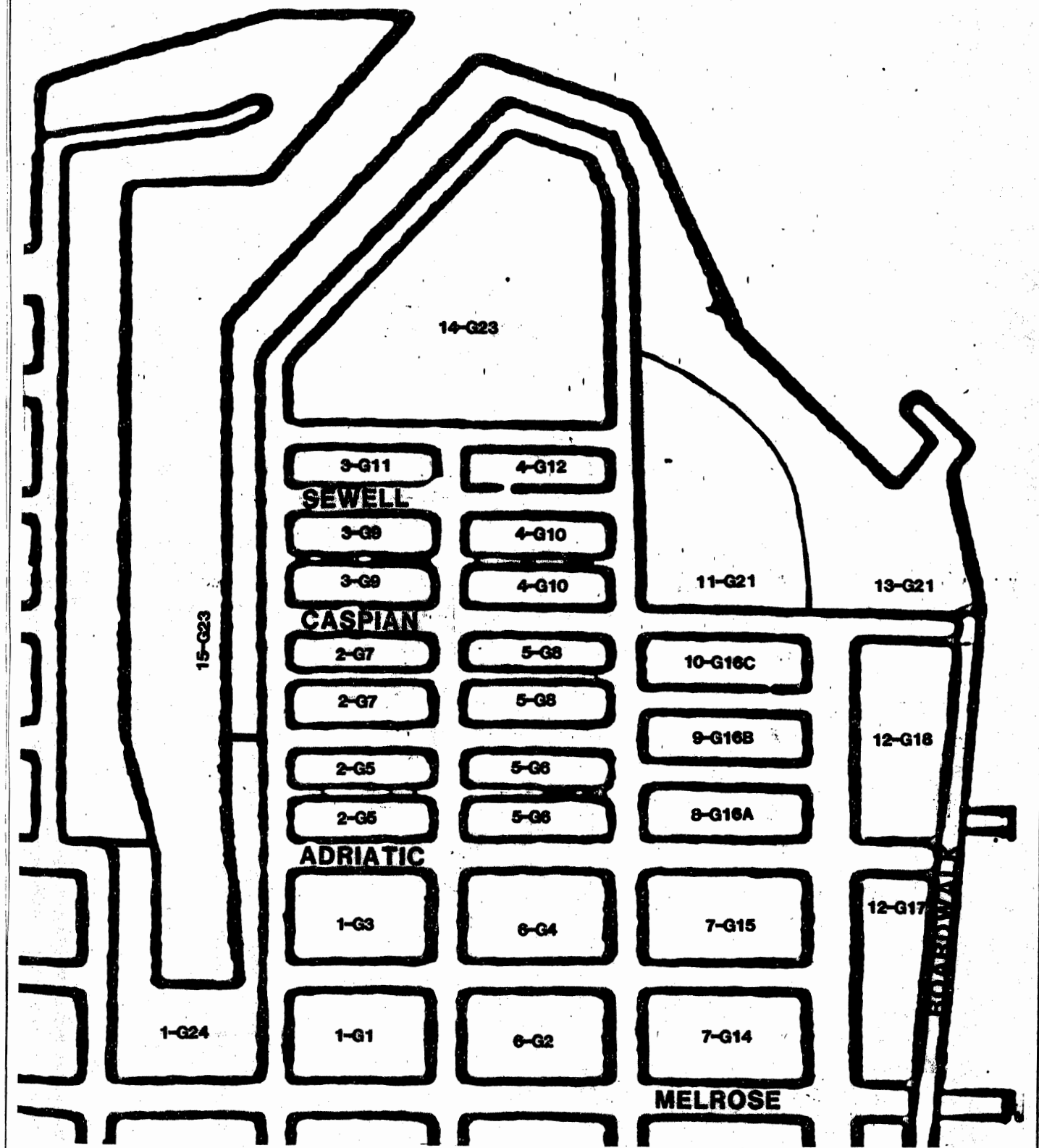
APPENDIX 4.7
BLOCK REFERENCE MAPS
BY
NEIGHBORHOOD

CLAM CREEK



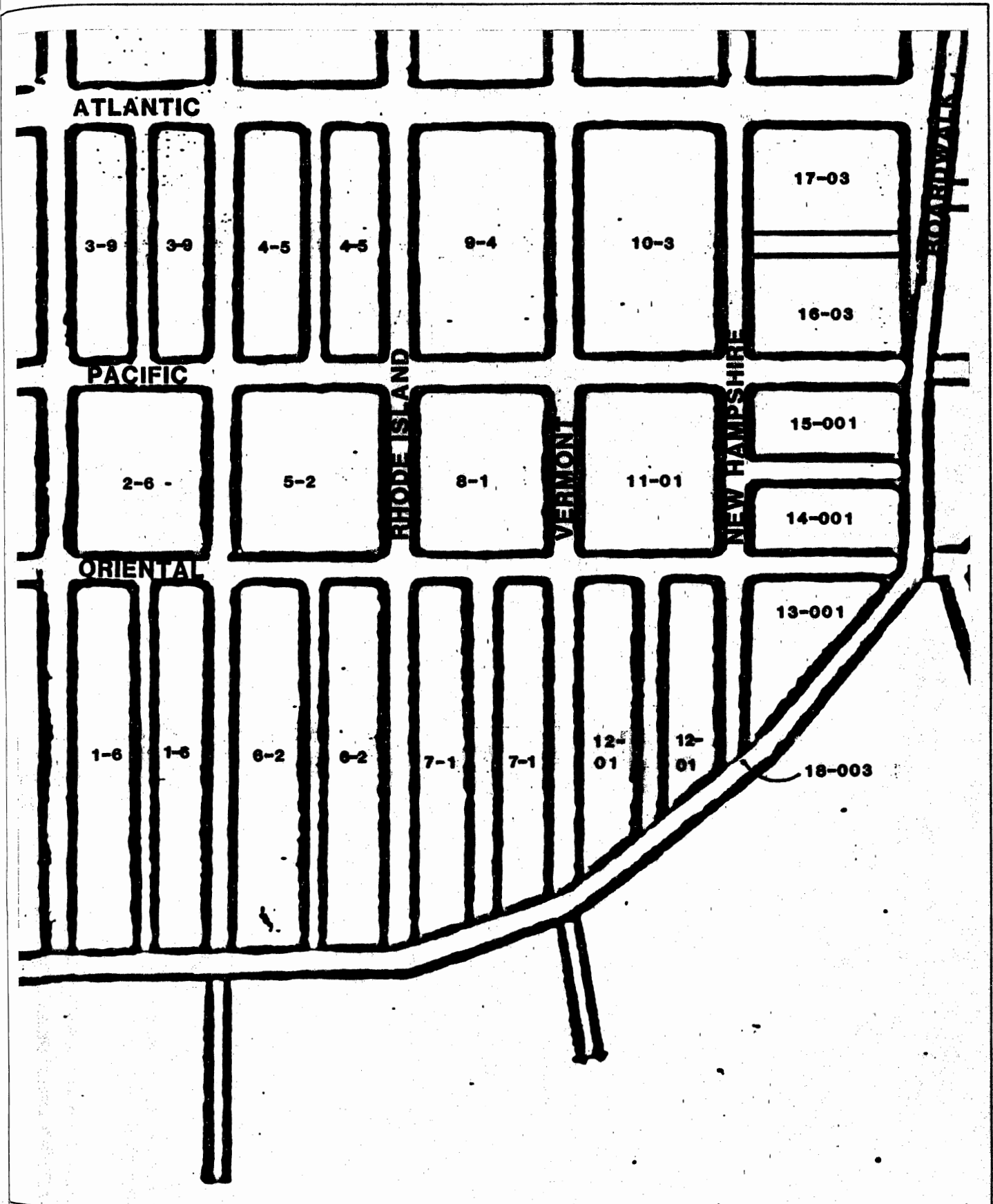
ATLANTIC CITY, NEW JERSEY
FIGURE A4.7-BP
BUNGALOW PARK BLOCK REFERENCE MAP





ATLANTIC CITY, NEW JERSEY
FIGURE A4.7-GB
GARDNER'S BASIN BLOCK REFERENCE MAP





ATLANTIC CITY, NEW JERSEY

**FIGURE A 4.7-SIV
SOUTH INLET VILLAGE BLOCK REFERENCE MAP**



APPENDIX 5.1
INLET COMMUNITY 1990
POPULATION PROJECTIONS

APPENDIX 5.1*
INLET COMMUNITY 1990
POPULATION PROJECTIONS

Unit Type	Dwelling Units	Demographic Multiplier ⁽¹⁾ Per Household		Total	
		Population	School Age Children	Population	School Age Children
Vacant Rehabs	255	3.65	1.20	931	306
Single-Family Detached	60	3.60	1.20	216	72
Townhouse/Rowhouse	340	3.70	1.15	1,258	391
Multi-plex	900	2.00	0.15	1,800	135
Mid/High-Rise	<u>1,195</u>	1.60	0.12	<u>1,912</u>	<u>143</u>
Total New D.U.'s	2,750	2.22	0.38	6,117	1,047
+ Existing D.U.'s	+2,174	2.48 ⁽²⁾		+ 5,385	
+ Lighthouse Plaza	+ 314	1.60		+ 502	
- Relocations	- <u>150</u>	2.48		- <u>372</u>	
Total Existing D.U.'s	<u>2,338</u>			<u>5,515</u>	
1990 Totals	<u>5,088</u>	2.29		<u>11,632</u>	

(1) Derived by ACC based upon "Regional and National Demographic Multipliers for Common Configurations of Standard Housing Types", presented in The Fiscal Impact Guidebook, prepared by Robert W. Burchell and David Listokin, for The Office of Policy Development and Research, U.S. Department of Housing and Urban Development, under Contract H-2245.

(2) See Appendix 4.2 for derivation of this estimated 1983 household size in the Inlet Community.

*Numbers in the report may be rounded.

APPENDIX 5.2

INLET COMMUNITY HOUSING PROGRAM

BY

NEIGHBORHOOD

FIGURE A5.2-1C*
 INLET COMMUNITY
 HOUSING PROGRAM BY NEIGHBORHOOD

Neighborhood	Total	Existing Dwelling Units			New Dwelling Units				New Dwelling Units By Market Sector				Tenure		Displace- ments
		Occupied OK	Occupied Rehab	Vacant Rehab	Single- Family Detached	Town- house	Multi- Plex	Mid/High Rise	Below Market	Low	Moderate	High	Rent	Own	
Bungalow Park	704	368	84	24	35	34	159	96	13	46	97	87	165		
Gardners Basin	1,004	46	156	39		185	367	211	49	317	306	130	244	558	50
North Inlet Village	2,033	518	388	153	24	121	292	537	307	212	339	269	287	840	38
South Inlet Village	1,364	686	108	37			80	453		169	351	50	127	443	28
Totals		1,618	736	253	59	340	898	1,201	452	711	1,042	546	745	2,006	116
Summary		5,105 = 2,354 (Existing Occupied)			+	2,751 (Net Increase)			2,751				2,751		

*Numbers in the report are rounded.

FIGURE A5.2-BP*
 BUNGALOW PARK
 HOUSING PROGRAM BY DEVELOPMENT AREA

Development Area**	Total	Existing Dwelling Units			New Dwelling Units				New Dwelling Units By Market Sector				Tenure		Displacements
		Occupied OK	Occupied Rehab	Vacant Rehab	Single-Family Detached	Town-house	Multi-Plex	Mid/High Rise	Below Market	Low	Moderate	High	Rent	Own	
30 - B31	43	9	8	1			25		26				25	1	
14 & 15 - B32	50	14	16	1			19		20				19	1	
Remainder UDAG Area	141	90	27	5	9		10		24				10	14	
UDAG Subtotals		113	51	7	9		54		70				54	16	0
UDAG Area Summary	234	= 164 (Existing Occupied)			+	70 (UDAG Net Increase)									
2 - B35B	37	5	6				26		26				26		
5 - B38 (part)	18					18						18		18	
6 & 7 - B6 & B7	79						79					79		79	
25 - B9	16					16						16		16	
Misc. New	26				26					13	13			26	
Other	294	250	27	17							17		7	10	
Totals		368	84	24	35	34	159	0	96	13	46	97	87	165	
Summary	704	= 452 (Existing Occupied)			+	252 (Net Increase)					252		252		0

* Numbers in the report are rounded.
 ** For reference map, see Appendix 4.7.

FIGURE A5.2-GB*
 GARDNERS BASIN
 HOUSING PROGRAM BY DEVELOPMENT AREA

Development Area**	Total	Existing Dwelling Units			New Dwelling Units				New Dwelling Units By Market Sector				Tenure		Displace- ments
		Occupied OK	Occupied Rehab	Vacant Rehab	Single- Family Detached	Town- house	Multi-Plex	Mid/High Rise	Below Market	Low	Moderate	High	Rent	Own	
1-G-1/3	112	3	10				99		14	85			99		2
2-G-5/7	74	5	13			56					56			56	7
3-G-9/11	63		16			25	22				47			47	11
4-G-12/10	62	5	8	1		28	20				49			49	6
5-G-8/6	130	6	2	2			120			122				122	12
6-G-4/2	150	7	8	8				127	35	100			135		6
7-G-14/15	131	6	9	10			106			10	106		10	106	6
8-G-16A	45		31	9		5					14			14	
9-G-16B	43	3	34	5		1					6			6	
10-G-16C	42	11	25	4		2					6			6	
11-G-21	130					46		84				130		130	
R.O.W. 3 & 4 and 4 & 11	22					22					22			22	
Totals		46	156	39	0	185	367	211	49	317	306	130	244	558	50
Summary	1,004	= 202 (Existing Occupied)			+	802 (Net Increase)			802				802		

* Numbers in the report are rounded.
 ** For reference map, see Appendix 4.7.

FIGURE A5.2-NIV*
 NORTH INLET VILLAGE
 HOUSING PROGRAM BY DEVELOPMENT AREA

Development Area**	Total	Existing Dwelling Units			New Dwelling Units				New Dwelling Units By Market Sector				Tenure		Displace- ments
		Occupied OK	Occupied Rehab	Vacant Rehab	Single- Family Detached	Town- house	Multi-Plex	Mid/High Rise	Below Market	Low	Moderate	High	Rent	Own	
1-100	70	4	28	20		18			38				18	20	5
2-103	108	3	14	9	7	29	46		91				82	9	11
3-106	112	7	31	9			65		9	65			65	9	
4-105/104		Uptown Complex Site													
5-102	91	3	35	16		37			33	20			10	43	
6-99	72	3	39	15	6	9			30					30	3
7-98	107	23	68	10	6				16					16	
8-101	110	2	18	11	5	28	46		90				46	44	7
9-97	456	456													
10-94	106	3	21	23			59			82				82	
11-92	88		22	2			64				66		66		3
12-91	314		11					303			34	269		303	7
13-93	142	5	92	33			12	234		45				45	
14-96	257	9	9	5							239			239	2
Totals		518	388	153	24	121	292	537	307	212	339	269	287	840	38
Summary	2,033	906 (Existing Occupied)			+	1,127 (Net Increase)			1,127				1,127		

* Numbers in the report are rounded.

** For reference map, see Appendix 4.7.

FIGURE A5.2-SIV*
 SOUTH INLET VILLAGE
 HOUSING PROGRAM BY DEVELOPMENT AREA

Development Area**	Total	Existing Dwelling Units			New Dwelling Units				New Dwelling Units By Market Sector			Tenure		Displace- ments	
		Occupied OK	Occupied Rehab	Vacant Rehab	Single- Family Detached	Town- house	Multi-Plex	Mid/High Rise	Below Market	Low	Moderate	High	Rent		Own
8-1	189		20				169		169				169	6	
9-4	314	314													
10-3	210		22	1			187			188			188	14	
11-01	129	5	23	4			97			101		101		2	
13-001	348	348													
14-001	50	7	17	26						26		26			
15-001	50						50				50		50		
17-03	74	12	26	6			30			36			36	6	
Totals		686	108	37	0	0	80	453	0	169	351	50	127	443	28
Summary	1,364	= 794 (Existing Occupied)			+	570 (Net Increase)				570			570		

* Numbers in the report are rounded.
 ** For reference map, see Appendix 4.7.

APPENDIX 6.1
INLET COMMUNITY
PROPOSED DEVELOPMENT PLAN
BY
NEIGHBORHOOD

Figure A6.1-BP
 BUNGALOW PARK
 DEVELOPMENT PLAN BY BLOCK
 (in acres)

Block*	Residential**				Commercial***	Institutional/Recreational	Rights of Way	Total
	L-R	L/M-R	M/H-R	H-R				
1-B35A					0.19			0.19
2-B35B	1.19							1.19
3-B25	0.35				0.20	0.20		0.75
4-B25	0.73							0.73
5-B38	1.79				0.26	0.18		2.23
6-B6	0.45							0.45
7-B1/B7	3.28							3.28
8-B12	1.64							1.64
9-B17	1.72							1.72
10-B22	1.72							1.72
11-B26	1.44					0.16		1.60
12-B29	0.82							0.82
13-B29	0.82							0.82
14-B32	0.82							0.82
15-B32	0.82							0.82
16-B33	0.83							0.83
17-B33	0.83							0.83
18-B30	1.77							1.77
19-B27	1.58				0.07			1.65
20-B23	1.77							1.77
21-B18	1.77							1.77
22-B37	1.53							1.53
23-B2	0.17				1.15			1.32
24-B37	0.25				0.17			0.42
25-B9	0.79							0.79
26-B14	1.08							1.08
27-B19	1.14							1.14
28-B24	1.11							1.11
29-B28	1.04							1.04
30-B31	1.59							1.59
31-B34	0.83							0.83
32-B34	0.83							0.83
33-G19	2.29				3.49			5.78
Major Sts.	0.52					0.14	19.85	20.51
TOTALS	39.31	-	-	-	5.53	0.68	19.85	65.37
Percent	60.13%	-	-	-	8.46%	1.04%	30.37%	100.00%
		60.13%						

* For reference map, see Appendix 4.7.

**L-R: low rise (3 stories maximum)
 L/M-R: low/mid-rise (8 stories maximum)
 M/H-R: mid/high-rise (12 stories maximum)
 H-R: high-rise (20 stories maximum)

***Includes convenience shopping and service as well as community/visitor retail.

Figure A6.1-GB

GARDENER'S BASIN
DEVELOPMENT PLAN BY BLOCK
(in acres)

Block*	Residential**				Commercial***	Institutional/Recreational	Rights of Way	Total
	L-R	L/M-R	M/H-R	H-R				
1-G-1/3		3.82						3.82
2-G-5/7	3.78							3.78
3-G-9/11	3.13							3.13
4-G12/10	3.09							3.09
5-G8/6		3.72						3.72
6-G4/2			3.75					3.75
7-G14/15		4.36						4.36
8-G16A	1.15							1.15
9-G16B	1.15							1.15
10-G16C	1.15							1.15
11-G21		4.35						4.35
12-G17/18						1.55		1.55
13-G21					4.61	0.92	1.18	6.71
14-G23						9.34		9.34
15-G25					2.44			2.44
Major Streets	0.45	0.76					11.83	13.04
TOTALS	13.90	17.01	3.75	-	7.05	11.81	13.01	66.53
Percent	20.89%	25.56%	5.64%	-	10.60%	17.75%	19.56%	100.00%

* For reference map, see Appendix 4.7.

**L-R: low rise (3 stories maximum)
L/M-R: low/mid-rise (8 stories maximum)
M/H-R: mid/high-rise (12 stories maximum)
H-R: high-rise (20 stories maximum)

***Includes convenience shopping and service as well as community/visitor retail.

Figure A6.1-UC
 UPTOWN CENTER
 DEVELOPMENT PLAN BY BLOCK
 (in acres)

Block*	Residential**				Commercial***	Institutional/Recreational	Rights of Way	Total
	L-R	L/M-R	M/H-R	H-R				
1-G24					1.63		1.87	3.50
Percent					46.57%		53.43%	100.00%

* For reference map, see Appendix 4.7.

**L-R: low rise (3 stories maximum)
 L/M-R: low/mid-rise (8 stories maximum)
 M/H-R: mid/high-rise (12 stories maximum)
 H-R: high-rise (20 stories maximum)

***Includes convenience shopping and service as well as community/visitor retail.

Figure A6.1-NIV
 NORTH INLET VILLAGE
 DEVELOPMENT PLAN BY BLOCK
 (in acres)

Block*	Residential**				Commercial***	Institutional/Recreational	Rights of Way	Total
	L-R	L/M-R	M/H-R	H-R				
1-100	3.09				1.25			4.34
2-103	1.87	1.87						3.74
3-106		3.74						3.74
4-105/104						6.89		6.89
5-102	1.81	1.82						3.63
6-99	3.18				.72	.31		4.21
7-98	4.28							4.28
8-101	1.84	1.84						3.68
9-97				3.74				3.74
10-94		3.74						3.74
11-92		2.42				1.92		4.34
12-91			4.96					4.96
13-93	4.07						.20	4.27
14-96			4.27					4.27
Conn. Ave. West Side	2.86				.59			3.45
Major Streets						1.29	17.92	19.21
Maine Ave. East Side					.62	1.07		1.69
TOTALS	23.00	15.43	9.23	3.74	3.18	11.48	18.12	84.18
Percent	27.32%	18.33%	10.96%	4.44%	3.78%	13.64%	21.53%	100.00%
		51.40						
		61.05%						

* For reference map, see Appendix 4.7.

**L-R: low rise (3 stories maximum)
 L/M-R: low/mid-rise (8 stories maximum)
 M/H-R: mid/high-rise (12 stories maximum)
 H-R: high-rise (20 stories maximum)

***Includes convenience shopping and service as well as community/visitor retail.

Figure A6.1-SIV
 SOUTH INLET VILLAGE
 DEVELOPMENT PLAN BY BLOCK
 (in acres)

Block*	Residential**				Commercial***	Institutional/ Recreational	Rights of Way	To Be Determined	Total
	L-R	L/M-R	M/H-R	H-R					
1-6							6.83	6.83	
2-6							3.17	3.17	
3-9					2.19		2.19	4.38	
4-5					2.13		2.12	4.25	
5-2							3.08	3.08	
6-2							6.63	6.63	
7-1							6.34	6.34	
8-1			3.13					3.13	
9-4				1.30	0.99	2.03		4.32	
10-3			2.19			2.19		4.38	
11-01			3.17					3.17	
12-01							4.78	4.78	
13-001			1.84					1.84	
14-001		1.52						1.52	
15-001		1.65						1.65	
16-03						2.30		2.30	
17-03		2.47						2.47	
18-003						8.67		8.67	
Major Streets							16.23	16.23	
TOTALS	-	5.64	10.33	1.30	5.31	15.19	16.23	35.14	89.14
Percent		6.33%	11.59%	1.46	5.96%	17.04%	18.21%	39.41%	100.00%

* For reference map, see Appendix 4.7.
 **L-R: low rise (3 stories maximum)
 L/M-R: low/mid-rise (8 stories maximum)
 M/H-R: mid/high-rise (12 stories maximum)
 H-R: high-rise (20 stories maximum)
 ***Includes convenience shopping and service as well as community/visitor retail.

APPENDIX 7.1

THE INLET COMMUNITY FINANCIAL MODELS

APPENDIX 7.1
THE INLET COMMUNITY RESIDENTIAL MODEL

INTRODUCTION

The Inlet Community Residential Model is made of five interrelated sub-models. A brief description of the individual sub-models follows.

1. Construction Cost Model (Pages 5 through 10)

This model is composed of 3 identical sets of construction pro forma calculations linked to function as one model. This was necessary because of the wide selection (16) of housing choices tested. Each of the three sets of pro formas are composed of an input (assumptions) page (pp. 5,7,9) and an output (construction cost) page (pp. 6,8,10). The three sets of pro formas contain the calculations for the following housing choices:

- PP. 5 & 6: Low-price vacant renovations
Moderate-price vacant renovations
Low-price single-family detached
Low-price townhouse
Moderate-price townhouse
- PP. 7 & 8: Low-price multi-plex
Moderate-price multi-plex
High-price multi-plex
Low-price mid/high-rise
Moderate-price mid/high-rise
High-price mid/high-rise
- PP. 9 & 10: Below-market price vacant renovations
Below-market price single-family detached
Below-market price townhouse
Below-market price multi-plex

Inputs such as average unit size, density, construction cost per square foot, etc. are made on the assumption page of each set of pro formas. Computations can be varied on the construction cost page if necessary, but these have been programmed to calculate from

the input on the previous sheet. The primary objective of this model is to calculate the five lines at the bottom of the construction cost page. These figures are Total Cost per Unit (both with and without land cost), Total Unit Cost per Square Foot (both with and without land cost) and the total amount of funds estimated to be borrowed per unit. Most importantly, both construction loan interest rate and land cost per square foot (the two variables manipulated to eliminate the "gap") are contained in this model. Changes to these variables have an effect on the five figures at the bottom of the model and therefore impact the Sales Pricing Model, the Borrowed Funds Schedule, and the Sales Price Gap calculations, which all use this one as a reference.

2. Sales Pricing Model (Page 2) - This model again lists the sixteen housing choices and uses the construction cost per unit (with land cost) calculated from the previous model for each of the sixteen choices. Developer markup is input as a percentage of construction cost, and an average unit development sales price is calculated. This figure again represents the estimated average price of a unit in this category which may be made up of a wide range of prices and sizes starting at efficiencies and ranging to three bedroom units.
3. Development Pace Model (Page 1) - This model lists the sixteen housing choices by type and category. The number of units (as dictated by market absorption) are input by housing choice, by year. The total seven year development program is calculated as well as number of units by year. This information is utilized by the Borrowed Funds Schedule.
4. Borrowed Funds Schedule (Page 3) - This model utilizes the construction loan interest rate and amount of borrowed funds necessary from the Construction Cost Model for each of the sixteen housing choices and applies them to the Development Pace. This computation yields the following information:

- A. Total estimate of construction funds necessary to keep up with the development pace in any given year,
 - B. The average (blended) interest rate of the borrowings each year for any given year, and
 - C. The total overall yield to the assumed construction loan "pool" over the entire development period.
5. Sales Price Gap (Page 4) - This model uses information from the Pace model and Sales Pricing model to compute Total Program Sales by housing choice. The model compares the Development Sales Price per Unit to the Market Sales Price per unit determined affordable by the market study. If the unit can be built and sold for less than or equal to what the market can afford, the "gap" is zero. If the units are beyond market affordability the total gap is calculated.

APPENDIX 7.1A
NORMAL DEVELOPMENT CONDITIONS MODEL

Assumptions

1. Units are assumed to be representative of new residential construction found in the Atlantic County market area and would include amenities typical in the price range for the target market.
2. Average Unit Square Footage is a product of various size units (efficiencies, 1 bedroom, 2 bedroom and 3 bedroom units) blended together to form an average square footage by project type and category. These square footages fall within typical industry standards, formulated for Atlantic City based on competitive offerings in the market area.
3. Total Construction Cost Per Square Foot - has been verified by using Marshall Valuation Service cost figures and adjusting them for the Atlantic City area as well as one year of inflation (at 5 percent inflation rate).
4. Land Cost is assumed to average \$11.10 per square foot throughout the project area. This figure reflects recent representative land sales (as discussed in Chapter 4) in Bungalow Park, Gardners Basin, and the North Inlet Village.
5. Financing is assumed to utilize current project standards for construction loan cost estimating. A 60 percent outstanding balance over a 24 month period at a rate of 14 percent was utilized for each project in this model. Total construction loan for the project assumes project building construction costs plus land costs. Soft construction costs such as design and legal fees constitute developer equity.
6. Upgrade costs have been applied to price categories that require a quality of appliances and carpeting above a standard level.

7. Units per acre reflect recommended densities for each specific unit type by price category.
8. Markup is assumed to average 10 percent per unit on a project by project basis. This provides a nominal return for a developer provided the units sell out during the 24 month construction loan period.

INLET COMMUNITY RESIDENTIAL MODEL

NORMAL DEVELOPMENT CONDITIONS MODEL

DEVELOPMENT PACE

Models	Description Type Unit Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
A 2	REHAB MOD		5	25					75
A 3	REHAB LOW	25	30	25					80
A 4	REHAB BELOW	35	45	20					100
B 3	S. FAM. DET. LOW	10	15						25
B 4	S. FAM. DET. BELOW	5	10	20					35
C 1	TOWNHOUSE HIGH		20		45				65
C 2	TOWNHOUSE MOD		15	20	25	25	35	35	155
C 3	TOWNHOUSE LOW	10							10
C 4	TOWNHOUSE BELOW	40	70						110
D 1	MULTI-PLEX HIGH			80		50			130
D 2	MULTI-PLEX MOD			25		95			240
D 3	MULTI-PLEX LOW				20	140	65	120	345
D 4	MULTI-PLEX BELOW		70	30	85				185
E 1	MID/HIGH HIGH		85					265	350
E 2	MID/HIGH MOD				220	100	235		555
E 3	MID/HIGH LOW			100			190		290
Total		125	365	345	405	435	535	540	2750

LEGEND

Type	Unit Category	
A	REHAB	1 HIGH
B	S. FAM. DET.	2 MODERATE
C	TOWNHOUSE	3 LOW
D	MULTI-PLEX	4 BELOW
E	HIGHRISE	

Total Program 2,750 Units

INLET COMMUNITY RESIDENTIAL MODEL

SALES PRICING

Per Unit

Models	Description Type	Unit Category	Construction Cost	Markup %	Development Sales Price
A 2	REHAB	MOD	\$62,810	10.0%	\$69,100
A 3	REHAB	LOW	\$50,292	10.0%	\$55,300
A 4	REHAB	BELOW	\$50,378	10.0%	\$55,400
B 3	S. FAM. DET.	LOW	\$103,135	10.0%	\$113,400
B 4	S. FAM. DET.	BELOW	\$100,775	10.0%	\$110,900
C 1	TOWNHOUSE	HIGH	\$138,013	10.0%	\$151,800
C 2	TOWNHOUSE	MOD	\$88,936	10.0%	\$97,800
C 3	TOWNHOUSE	LOW	\$67,964	10.0%	\$74,800
C 4	TOWNHOUSE	BELOW	\$67,864	10.0%	\$74,700
D 1	MULTI-PLEX	HIGH	\$100,038	10.0%	\$110,000
D 2	MULTI-PLEX	MOD	\$62,876	10.0%	\$69,200
D 3	MULTI-PLEX	LOW	\$45,730	10.0%	\$50,300
D 4	MULTI-PLEX	BELOW	\$45,630	10.0%	\$50,200
E 1	MID/HIGH	HIGH	\$112,848	10.0%	\$124,100
E 2	MID/HIGH	MOD	\$67,283	10.0%	\$74,000
E 3	MID/HIGH	LOW	\$46,461	10.0%	\$51,100

LEGEND

Type	Unit Category
A REHAB	1 HIGH
B S. FAM. DET.	2 MODERATE
C TOWNHOUSE	3 LOW
D MULTI-PLEX	4 BELOW
E HIGHRISE	

BORROWED FUNDS
SCHEDULE

Interest Rate	Models	Description Type	Unit Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
14.00%	A 2	REHAB	MOD	0	248,379	1,241,895	496,758	1,241,895	496,758	0
14.00%	A 3	REHAB	LOW	986,163	1,183,395	986,163	0	0	0	0
14.00%	A 4	REHAB	BELOW	1,380,628	1,775,093	788,930	0	0	0	0
14.00%	B 3	S. FAM. DET.	LOW	604,395	906,593	0	0	0	0	0
14.00%	B 4	S. FAM. DET.	BELOW	302,198	604,395	1,208,790	0	0	0	0
14.00%	C 1	TOWNHOUSE	HIGH	0	2,124,737	0	4,780,659	0	0	0
14.00%	C 2	TOWNHOUSE	MOD	0	1,024,796	1,366,395	1,707,994	1,707,994	2,391,191	2,391,191
14.00%	C 3	TOWNHOUSE	LOW	539,198	0	0	0	0	0	0
14.00%	C 4	TOWNHOUSE	BELOW	2,156,790	3,774,383	0	0	0	0	0
14.00%	D 1	MULTI-PLEX	HIGH	0	0	5,984,790	0	3,740,494	0	0
14.00%	D 2	MULTI-PLEX	MOD	0	0	1,175,247	0	4,465,938	0	5,641,185
14.00%	D 3	MULTI-PLEX	LOW	0	0	0	710,198	4,971,383	2,308,142	4,261,185
14.00%	D 4	MULTI-PLEX	BELOW	0	2,485,691	1,065,296	3,018,339	0	0	0
14.00%	E 1	MID/HIGH	HIGH	0	7,332,977	0	0	0	0	22,861,635
14.00%	E 2	MID/HIGH	MOD	0	0	0	11,290,470	5,132,032	12,060,275	0
14.00%	E 3	MID/HIGH	LOW	0	0	3,637,032	0	0	6,910,361	0
Total Annual Loan				5,969,370	21,460,438	17,454,538	22,004,418	21,259,735	24,166,727	35,155,196
Blended Interest Rate				14.00%	14.00%	14.00%	14.00%	14.00%	14.00%	14.00%
Annual Interest Payment				835,712	3,004,461	2,443,635	3,080,618	2,976,363	3,383,342	4,921,727
TOTAL OVERALL YIELD (7 Years)					14.00%		=====			

INLET COMMUNITY RESIDENTIAL MODEL

SALES PRICE GAP

Models	Description Type	Unit Category	Program Total # of Units	Development Sales Price/Unit	Total Program Sales	Market Sales Price/Unit	Sales Gap Per/Unit	Total Program Sales Gap
A 2	REHAB	MOD	75	\$69,100	\$5,182,500	\$69,500	\$0	\$0
A 3	REHAB	LOW	80	\$55,300	4,424,000	\$46,500	\$8,800	704,000
A 4	REHAB	BELOW	100	\$55,400	5,540,000	\$37,500	\$17,900	1,790,000
B 3	S. FAM. DET.	LOW	25	\$113,400	2,835,000	\$45,000	\$68,400	1,710,000
B 4	S. FAM. DET.	BELOW	35	\$110,900	3,881,500	\$35,000	\$75,900	2,656,500
C 1	TOWNHOUSE	HIGH	65	\$151,800	9,867,000	\$151,800	\$0	0
C 2	TOWNHOUSE	MOD	155	\$97,800	15,159,000	\$76,000	\$21,800	3,379,000
C 3	TOWNHOUSE	LOW	10	\$74,800	748,000	\$46,500	\$28,300	283,000
C 4	TOWNHOUSE	BELOW	110	\$74,700	8,217,000	\$37,500	\$37,200	4,092,000
D 1	MULTI-PLEX	HIGH	130	\$110,000	14,300,000	\$110,000	\$0	0
D 2	MULTI-PLEX	MOD	240	\$69,200	16,608,000	\$87,500	\$0	0
D 3	MULTI-PLEX	LOW	345	\$50,300	17,353,500	\$46,500	\$3,800	1,311,000
D 4	MULTI-PLEX	BELOW	185	\$50,200	9,287,000	\$37,500	\$12,700	2,349,500
E 1	MID/HIGH	HIGH	350	\$124,100	43,435,000	\$124,100	\$0	0
E 2	MID/HIGH	MOD	555	\$74,000	41,070,000	\$72,500	\$1,500	832,500
E 3	MID/HIGH	LOW	290	\$51,100	14,819,000	\$46,500	\$4,600	1,334,000
Total			2750		212,726,500			\$20,441,500

LEGEND

Type	Unit Category
A REHAB	1 HIGH
B S. FAM. DET.	2 MODERATE
C TOWNHOUSE	3 LOW
D MULTI-PLEX	4 BELOW
E HIGHRISE	

INLET COMMUNITY RESIDENTIAL MODEL

CONSTRUCTION COST

ATLANTIC CITY MODEL - TYPICAL RES. PROJECTS I

ASSUMPTIONS:

Unit	Description Type	Unit Category	Typical Project # Of Units	Average Square Footage	Const. Cost \$/Sq.Ft.	Upgrades \$/Unit	Landscaping \$/Unit	Other \$/Unit
A 3	REHAB	LOW	5	950	\$20.00	\$0.00	\$300.00	\$0.00
A 2	REHAB	MOD	5	1,100	\$20.00	\$2,000.00	\$500.00	\$0.00
B 3	S. FAM. DET.	LOW	5	1,050	\$25.00	\$1,000.00	\$300.00	\$0.00
C 3	TOWNHOUSE	LOW	25	1,000	\$22.00	\$0.00	\$200.00	\$0.00
C 2	TOWNHOUSE	MOD	25	1,100	\$31.00	\$2,000.00	\$500.00	\$0.00
C 1	TOWNHOUSE	HIGH	25	1,600	\$40.00	\$5,000.00	\$1,000.00	\$0.00
Average Cost Per Sq. Ft.		\$11.10	\$11.10	\$11.10	\$11.10	\$11.10	\$11.10	
Unit A 3		Unit A 2	Unit B 3	Unit C 3	Unit C 2	Unit C 1		
Units/Acre		24	20	8	16	16	14	

FINANCING

Interest Rate	14.00%	14.00%	14.00%	14.00%	14.00%	14.00%
Average Outstanding	60.00%					

TIMING

Start Construction:	1984	Construction Period	24 Months
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INLET COMMUNITY RESIDENTIAL MODEL

1984 Dollars

	Unit A 3	Unit A 2	Unit B 3	Unit C 3	Unit C 2	Unit C 1
HARD CONSTRUCTION COSTS						
Construction	\$95,000	\$110,000	\$131,250	\$550,000	\$852,500	\$1,600,000
Upgrades	0	10,000	5,000	0	50,000	125,000
Landscaping	1,500	2,500	1,500	5,000	12,500	25,000
Other	0	0	0	0	0	0
Parking (Paving)	0	5,000	0	25,000	25,000	30,000
Infrastructure	0	0	2,500	12,500	12,500	12,500
Total Hard Construction Costs	96,500	127,500	140,250	592,500	952,500	1,792,500
SOFT CONSTRUCTION COSTS						
Architecture & Eng.	2,895	2,550	0	29,625	57,150	107,550
Pre-marketing	2,500	2,500	3,000	7,500	30,000	30,000
Administration	5,000	5,000	5,000	25,000	50,000	50,000
Legal & Accounting	1,930	2,550	2,805	11,850	19,050	35,850
Finance Fees	3,945	4,968	8,849	26,960	34,160	53,118
Construction Interest	33,135	41,728	50,769	226,463	286,943	446,195
Contingency	4,825	6,375	2,805	23,700	38,100	71,700
Total Soft Construction Costs	54,230	65,670	73,228	351,098	515,403	794,413
LAND COST	100,733	120,879	302,198	755,494	755,494	863,421
TOTAL CONSTRUCTION COST	\$251,462	\$314,049	\$515,676	\$1,699,092	\$2,223,397	\$3,450,335
Total Cost Per Unit (Inc. Land)	\$50,292	\$62,810	\$103,135	\$67,964	\$88,936	\$138,013
Total Cost Per Unit (No Land)	\$30,146	\$38,634	\$42,696	\$37,744	\$58,716	\$103,477
Total Cost Per Sq. Ft. (Inc. Land)	\$52.94	\$57.10	\$98.22	\$67.96	\$80.85	\$86.26
Total Cost Per Sq. Ft. (No Land)	\$31.73	\$35.12	\$40.66	\$37.74	\$53.38	\$64.67
Borrowed Funds Per Unit	\$39,447	\$49,676	\$60,440	\$53,920	\$68,320	\$106,237

INLET COMMUNITY RESIDENTIAL MODEL

CONSTRUCTION COST

ATLANTIC CITY MODEL - TYPICAL RES. PROJECTS II

ASSUMPTIONS:

Unit	Description Type	Unit Category	Typical Project # Of Units	Average Square Footage	Const. Cost \$/Sq.Ft.	Upgrades \$/Unit	Landscaping \$/Unit	Other \$/Unit
D 3	MULTI-PLEX	LOW	25	850	\$22.00	\$0.00	\$200.00	\$0.00
D 2	MULTI-PLEX	MOD	25	900	\$31.00	\$2,000.00	\$500.00	\$0.00
D 1	MULTI-PLEX	HIGH	25	1,300	\$40.00	\$5,000.00	\$1,000.00	\$0.00
E 3	MID/HIGH	LOW	100	800	\$25.00	\$0.00	\$200.00	\$0.00
E 2	MID/HIGH	MOD	100	850	\$35.00	\$2,000.00	\$400.00	\$0.00
E 1	MID/HIGH	HIGH	100	1,300	\$45.00	\$5,000.00	\$600.00	\$0.00
LAND		Average Cost Per Sq. Ft.	\$11.10	\$11.10	\$11.10	\$11.10	\$11.10	\$11.10
		Unit D 3	Unit D 2	Unit D 1	Unit E 3	Unit E 2	Unit E 1	
		Units/Acre	32	32	32	50	50	50
FINANCING								
	Interest Rate	14.00%	14.00%	14.00%	14.00%	14.00%	14.00%	14.00%
	Average Outstanding	60.00%						
TIMING								
	Start Construction:	1984	Construction Period	24 Months				

INLET COMMUNITY RESIDENTIAL MODEL

	1984 Dollars					
	Unit D 3	Unit D 2	Unit D 1	Unit E 3	Unit E 2	Unit E 1
HARD CONSTRUCTION COSTS						
Construction	\$467,500	\$697,500	\$1,300,000	\$2,000,000	\$2,975,000	\$5,850,000
Upgrades	0	50,000	125,000	0	200,000	500,000
Landscaping	5,000	12,500	25,000	20,000	40,000	60,000
Other	0	0	0	0	0	0
Parking (Paving)	25,000	25,000	30,000	600,000	900,000	1,200,000
Infrastructure	12,500	12,500	12,500	50,000	50,000	50,000
Total Hard Construction Costs	510,000	797,500	1,492,500	2,670,000	4,165,000	7,660,000
SOFT CONSTRUCTION COSTS						
Architecture & Eng.	25,500	47,850	89,550	133,500	249,900	383,000
Pre-marketing	7,500	30,000	50,000	15,000	40,000	80,000
Administration	25,000	50,000	50,000	30,000	50,000	75,000
Legal & Accounting	10,200	15,950	29,850	40,050	83,300	114,900
Finance Fees	17,755	23,505	37,405	72,741	102,641	172,541
Construction Interest	149,141	197,441	314,201	611,021	862,181	1,449,341
Contingency	20,400	31,900	59,700	106,800	208,250	383,000
Total Soft Construction Costs	255,496	396,646	630,706	1,009,112	1,596,272	2,657,782
LAND COST	377,747	377,747	377,747	967,032	967,032	967,032
TOTAL CONSTRUCTION COST	\$1,143,243	\$1,571,893	\$2,500,953	\$4,646,144	\$6,728,304	\$11,284,814
Total Cost Per Unit (Inc. Land)	\$45,730	\$62,876	\$100,038	\$46,461	\$67,283	\$112,848
Total Cost Per Unit (No Land)	\$30,620	\$47,766	\$84,928	\$36,791	\$57,613	\$103,178
Total Cost Per Sq. Ft. (Inc. Land)	\$53.80	\$69.86	\$76.95	\$58.08	\$79.16	\$86.81
Total Cost Per Sq. Ft. (No Land)	\$36.02	\$53.07	\$65.33	\$45.99	\$67.78	\$79.37
Borrowed Funds Per Unit	\$35,510	\$47,010	\$74,810	\$36,370	\$51,320	\$86,270

INLET COMMUNITY RESIDENTIAL MODEL

CONSTRUCTION COST

ATLANTIC CITY MODEL - TYPICAL RES. PROJECTS III -(BELOW MARKET RATE)

ASSUMPTIONS:

Unit	Description Type	Unit Category	Typical Project # Of Units	Average Square Footage	Const. Cost \$/Sq.Ft.	Upgrades \$/Unit	Landscaping \$/Unit	Other \$/Unit
A 4	REHAB	BELOW	5	950	\$20.00	\$0.00	\$300.00	\$0.00
B 4	S. FAM. DET.	BELOW	5	1,050	\$25.00	\$0.00	\$300.00	\$0.00
C 4	TOWNHOUSE	BELOW	25	1,000	\$22.00	\$0.00	\$200.00	\$0.00
D 4	MULTI-PLEX	BELOW	25	850	\$22.00	\$0.00	\$200.00	\$0.00

LAND	Average Cost Per Sq. Ft.	Unit A 4	Unit B 4	Unit C 4	Unit D 4
	\$11.10	\$11.10	\$11.10	\$11.10	\$11.10
	Units/Acre	24	8	16	32

FINANCING

Interest Rate	14.00%	14.00%	14.00%	14.00%
Average Outstanding	60.00%			

TIMING

Start Construction:	1984	Construction Period	24 Months
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INLET COMMUNITY RESIDENTIAL MODEL

1984 Dollars

	Unit A 4	Unit B 4	Unit C 4	Unit D 4
HARD CONSTRUCTION COSTS				
Construction	\$95,000	\$131,250	\$550,000	\$467,500
Upgrades	0	0	0	0
Landscaping	1,500	1,500	5,000	5,000
Other	0	0	0	0
Parking (Paving)	0	0	25,000	25,000
Infrastructure	0	2,500	12,500	12,500
Total Hard Construction Costs	96,500	135,250	592,500	510,000
SOFT CONSTRUCTION COSTS				
Architecture & Eng.	5,790	0	29,625	25,500
Pre-marketing	1,000	1,000	5,000	5,000
Administration	5,000	500	25,000	25,000
Legal & Accounting	1,930	2,705	11,850	10,200
Finance Fees	3,945	8,749	26,960	17,755
Construction Interest	33,135	50,769	226,463	149,141
Contingency	3,860	2,705	23,700	20,400
Total Soft Construction Costs	54,660	66,428	348,598	252,996
LAND COST	100,733	302,198	755,494	377,747
TOTAL CONSTRUCTION COST	\$251,892	\$503,876	\$1,696,592	\$1,140,743
Total Cost Per Unit (Inc. Land)	\$50,378	\$100,775	\$67,864	\$45,630
Total Cost Per Unit (No Land)	\$30,232	\$40,336	\$37,644	\$30,520
Total Cost Per Sq. Ft. (Inc. Land)	\$53.03	\$95.98	\$67.86	\$53.68
Total Cost Per Sq. Ft. (No Land)	\$31.82	\$38.41	\$37.64	\$35.91
Borrowed Funds Per Unit	\$39,447	\$60,440	\$53,920	\$35,510

APPENDIX 7.1B
MODIFIED DEVELOPMENT CONDITIONS MODEL

Assumptions

All assumptions remain the same for this model as in the Normal Market Conditions Model with the exception of the following:

1. Financing - the interest rate was modified downwards until the project gap became zero or the interest rate reached 0 percent, whichever came first. It is assumed a funding source could be pooled to be used for all projects for their construction loans.
2. Land Cost - land cost has been modified downwards in cases where construction loan interest alone would not reduce the "gap" sufficiently. The assumption here is that some land will be able to be purchased in the future for less than the current average of \$11.10 per square foot once a residential plan for the Inlet Community is adopted. More importantly, the use of city owned property contributed at substantially less than market price has been assumed throughout this model.

INLET COMMUNITY RESIDENTIAL MODEL

MODIFIED DEVELOPMENT CONDITIONS MODEL

DEVELOPMENT PACE

Models	Description Type Unit Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
A 2	REHAB MOD		5	25	10	25	10		75
A 3	REHAB LOW	25	30	25					80
A 4	REHAB BELOW	35	45	20					100
B 3	S. FAM. DET. LOW	10	15						25
B 4	S. FAM. DET. BELOW	5	10	20					35
C 1	TOWNHOUSE HIGH		20		45				65
C 2	TOWNHOUSE MOD		15	20	25	25	35	35	155
C 3	TOWNHOUSE LOW	10							10
C 4	TOWNHOUSE BELOW	40	70						110
D 1	MULTI-PLEX HIGH			80		50			130
D 2	MULTI-PLEX MOD			25		95		120	240
D 3	MULTI-PLEX LOW				20	140	65	120	345
D 4	MULTI-PLEX BELOW		70	30	85				185
E 1	MID/HIGH HIGH		85					265	350
E 2	MID/HIGH MOD				220	100	235		555
E 3	MID/HIGH LOW			100			190		290
Total		125	365	345	405	435	535	540	2750

LEGEND

Type	Unit Category
A REHAB	1 HIGH
B S. FAM. DET.	2 MODERATE
C TOWNHOUSE	3 LOW
D MULTI-PLEX	4 BELOW
E HIGHRISE	

Total Program 2,750 Units

INLET COMMUNITY RESIDENTIAL MODEL

SALES PRICING

Per Unit

Models	Description Type Unit Category	Construction Cost	Markup %	Development Sales Price
A 2	REHAB MOD	\$62,810	10.0%	\$69,100
A 3	REHAB LOW	\$42,092	10.0%	\$46,300
A 4	REHAB BELOW	\$33,847	10.0%	\$37,200
B 3	S. FAM. DET. LOW	\$40,775	10.0%	\$44,900
B 4	S. FAM. DET. BELOW	\$31,750	10.0%	\$34,900
C 1	TOWNHOUSE HIGH	\$138,013	10.0%	\$151,800
C 2	TOWNHOUSE MOD	\$68,850	10.0%	\$75,700
C 3	TOWNHOUSE LOW	\$41,966	10.0%	\$46,200
C 4	TOWNHOUSE BELOW	\$34,090	10.0%	\$37,500
D 1	MULTI-PLEX HIGH	\$100,038	10.0%	\$110,000
D 2	MULTI-PLEX MOD	\$62,876	10.0%	\$69,200
D 3	MULTI-PLEX LOW	\$42,108	10.0%	\$46,300
D 4	MULTI-PLEX BELOW	\$33,971	10.0%	\$37,400
E 1	MID/HIGH HIGH	\$112,848	10.0%	\$124,100
E 2	MID/HIGH MOD	\$65,743	10.0%	\$72,300
E 3	MID/HIGH LOW	\$42,315	10.0%	\$46,500

LEGEND

Type	Unit Category
A REHAB	1 HIGH
B S. FAM. DET.	2 MODERATE
C TOWNHOUSE	3 LOW
D MULTI-PLEX	4 BELOW
E HIGHRISE	

INLET COMMUNITY RESIDENTIAL MODEL

BORROWED FUNDS
SCHEDULE

Interest Rate	Models	Description Type Unit Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
14.00%	A 2	REHAB MOD	0	248,379	1,241,895	496,758	1,241,895	496,758	0
0.00%	A 3	REHAB LOW	947,594	1,137,113	947,594	0	0	0	0
0.00%	A 4	REHAB BELOW	1,040,769	1,338,131	594,725	0	0	0	0
0.00%	B 3	S. FAM. DET. LOW	92,565	138,848	0	0	0	0	0
0.00%	B 4	S. FAM. DET. BELOW	13,613	27,225	54,450	0	0	0	0
14.00%	C 1	TOWNHOUSE HIGH	0	2,124,737	0	4,780,659	0	0	0
0.00%	C 2	TOWNHOUSE MOD	0	898,200	1,197,600	1,497,000	1,497,000	2,095,800	2,095,800
0.00%	C 3	TOWNHOUSE LOW	373,125	0	0	0	0	0	0
0.00%	C 4	TOWNHOUSE BELOW	1,187,580	2,078,265	0	0	0	0	0
14.00%	D 1	MULTI-PLEX HIGH	0	0	5,984,790	0	3,740,494	0	0
14.00%	D 2	MULTI-PLEX MOD	0	0	1,175,247	0	4,465,938	0	5,641,185
5.50%	D 3	MULTI-PLEX LOW	0	0	0	710,198	4,971,383	2,308,142	4,261,185
0.00%	D 4	MULTI-PLEX BELOW	0	2,095,013	897,863	2,543,944	0	0	0
14.00%	E 1	MID/HIGH HIGH	0	7,332,977	0	0	0	0	22,861,635
11.50%	E 2	MID/HIGH MOD	0	0	0	11,290,470	5,132,032	12,060,275	0
4.50%	E 3	MID/HIGH LOW	0	0	3,637,032	0	0	6,910,361	0
Total Annual Loan			3,655,245	17,418,887	15,731,195	21,319,028	21,048,741	23,871,336	34,859,805
Blended Interest Rate			0.00%	7.80%	8.52%	9.74%	10.39%	7.94%	12.12%
Annual Interest Payment			0	1,358,853	1,339,937	2,076,303	2,186,375	1,894,392	4,224,760
TOTAL OVERALL YIELD (7 Years)				9.49%		=====			

30
10 AM

SALES PRICE GAP

Models	Description Type	Unit Category	Program Total # of Units	Development Sales Price/Unit	Total Program Sales	Market Sales Price/Unit	Sales Gap Per/Unit	Total Program Sales Gap
A 2	REHAB	MOD	75	\$69,100	\$5,182,500	\$69,500	\$0	\$0
A 3	REHAB	LOW	80	\$46,300	3,704,000	\$46,500	\$0	0
A 4	REHAB	BELOW	100	\$37,200	3,720,000	\$37,500	\$0	0
B 3	S. FAM. DET.	LOW	25	\$44,900	1,122,500	\$45,000	\$0	0
B 4	S. FAM. DET.	BELOW	35	\$34,900	1,221,500	\$35,000	\$0	0
C 1	TOWNHOUSE	HIGH	65	\$151,800	9,867,000	\$151,800	\$0	0
C 2	TOWNHOUSE	MOD	155	\$75,700	11,733,500	\$76,000	\$0	0
C 3	TOWNHOUSE	LOW	10	\$46,200	462,000	\$46,500	\$0	0
C 4	TOWNHOUSE	BELOW	110	\$37,500	4,125,000	\$37,500	\$0	0
D 1	MULTI-PLEX	HIGH	130	\$110,000	14,300,000	\$110,000	\$0	0
D 2	MULTI-PLEX	MOD	240	\$69,200	16,608,000	\$87,500	\$0	0
D 3	MULTI-PLEX	LOW	345	\$46,300	15,973,500	\$46,500	\$0	0
D 4	MULTI-PLEX	BELOW	185	\$37,400	6,919,000	\$37,500	\$0	0
E 1	MID/HIGH	HIGH	350	\$124,100	43,435,000	\$124,100	\$0	0
E 2	MID/HIGH	MOD	555	\$72,300	40,126,500	\$72,500	\$0	0
E 3	MID/HIGH	LOW	290	\$46,500	13,485,000	\$46,500	\$0	0
Total			2750		191,985,000			\$0

LEGEND

Type	Unit Category
A REHAB	1 HIGH
B S. FAM. DET.	2 MODERATE
C TOWNHOUSE	3 LOW
D MULTI-PLEX	4 BELOW
E HIGHRISE	

INLET COMMUNITY RESIDENTIAL MODEL

CONSTRUCTION COST

ATLANTIC CITY MODEL - TYPICAL RES. PROJECTS I

ASSUMPTIONS:

Unit	Description Type	Unit Category	Typical Project # Of Units	Average Square Footage	Const. Cost \$/Sq.Ft.	Upgrades \$/Unit	Landscaping \$/Unit	Other \$/Unit
A 3	REHAB	LOW	5	950	\$20.00	\$0.00	\$300.00	\$0.00
A 2	REHAB	MOD	5	1,100	\$20.00	\$2,000.00	\$500.00	\$0.00
B 3	S. FAM. DET.	LOW	5	1,050	\$25.00	\$1,000.00	\$300.00	\$0.00
C 3	TOWNHOUSE	LOW	25	1,000	\$22.00	\$0.00	\$200.00	\$0.00
C 2	TOWNHOUSE	MOD	25	1,100	\$31.00	\$2,000.00	\$500.00	\$0.00
C 1	TOWNHOUSE	HIGH	25	1,600	\$40.00	\$5,000.00	\$1,000.00	\$0.00

LAND	Average Cost Per Sq. Ft.	Unit A 3	Unit A 2	Unit B 3	Unit C 3	Unit C 2	Unit C 1
	\$10.25	\$11.10	\$1.70	\$5.00	\$8.00	\$11.10	
	Units/Acre	24	20	8	16	16	14

FINANCING

Interest Rate	0.00%	14.00%	0.00%	0.00%	0.00%	14.00%
Average Outstanding	60.00%					

TIMING

Start Construction:	1984	Construction Period	24 Months
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INLET COMMUNITY RESIDENTIAL MODEL

1984 Dollars

	Unit A 3	Unit A 2	Unit B 3	Unit C 3	Unit C 2	Unit C 1
HARD CONSTRUCTION COSTS						
Construction	\$95,000	\$110,000	\$131,250	\$550,000	\$852,500	\$1,600,000
Upgrades	0	10,000	5,000	0	50,000	125,000
Landscaping	1,500	2,500	1,500	5,000	12,500	25,000
Other	0	0	0	0	0	0
Parking (Paving)	0	5,000	0	25,000	25,000	30,000
Infrastructure	0	0	2,500	12,500	12,500	12,500
Total Hard Construction Costs	96,500	127,500	140,250	592,500	952,500	1,792,500
SOFT CONSTRUCTION COSTS						
Architecture & Eng.	2,895	2,550	0	29,625	57,150	107,550
Pre-marketing	2,500	2,500	3,000	7,500	30,000	30,000
Administration	5,000	5,000	5,000	25,000	50,000	50,000
Legal & Accounting	1,930	2,550	2,805	11,850	19,050	35,850
Finance Fees	3,790	4,968	3,731	18,656	29,940	53,118
Construction Interest	0	41,728	0	0	0	446,195
Contingency	4,825	6,375	2,805	23,700	38,100	71,700
Total Soft Construction Costs	20,940	65,670	17,341	116,331	224,240	794,413
LAND COST	93,019	120,879	46,283	340,313	544,500	863,421
TOTAL CONSTRUCTION COST	\$210,459	\$314,049	\$203,873	\$1,049,144	\$1,721,240	\$3,450,335
Total Cost Per Unit (Inc. Land)	\$42,092	\$62,810	\$40,775	\$41,966	\$68,850	\$138,013
Total Cost Per Unit (No Land)	\$23,488	\$38,634	\$31,518	\$28,353	\$47,070	\$103,477
Total Cost Per Sq. Ft. (Inc. Land)	\$44.31	\$57.10	\$38.83	\$41.97	\$62.59	\$86.26
Total Cost Per Sq. Ft. (No Land)	\$24.72	\$35.12	\$30.02	\$28.35	\$42.79	\$64.67
Borrowed Funds Per Unit	\$37,904	\$49,676	\$9,257	\$37,313	\$59,880	\$106,237

INLET COMMUNITY RESIDENTIAL MODEL

CONSTRUCTION COST

ATLANTIC CITY MODEL - TYPICAL RES. PROJECTS II

ASSUMPTIONS:

Unit	Description Type	Unit Category	Typical Project # Of Units	Average Square Footage	Const. Cost \$/Sq.Ft.	Upgrades \$/Unit	Landscaping \$/Unit	Other \$/Unit
D 3	MULTI-PLEX	LOW	25	850	\$22.00	\$0.00	\$200.00	\$0.00
D 2	MULTI-PLEX	MOD	25	900	\$31.00	\$2,000.00	\$500.00	\$0.00
D 1	MULTI-PLEX	HIGH	25	1,300	\$40.00	\$5,000.00	\$1,000.00	\$0.00
E 3	MID/HIGH	LOW	100	800	\$25.00	\$0.00	\$200.00	\$0.00
E 2	MID/HIGH	MOD	100	850	\$35.00	\$2,000.00	\$400.00	\$0.00
E 1	MID/HIGH	HIGH	100	1,300	\$45.00	\$5,000.00	\$600.00	\$0.00

LAND	Average Cost Per Sq. Ft.	\$11.10	\$11.10	\$11.10	\$11.10	\$11.10	\$11.10
		Unit D 3	Unit D 2	Unit D 1	Unit E 3	Unit E 2	Unit E 1
	Units/Acre	32	32	32	50	50	50

FINANCING

Interest Rate	5.50%	14.00%	14.00%	4.50%	11.50%	14.00%
Average Outstanding	60.00%					

TIMING

Start Construction:	1984	Construction Period	24 Months
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INLET COMMUNITY RESIDENTIAL MODEL

1984 Dollars

	Unit D 3	Unit D 2	Unit D 1	Unit E 3	Unit E 2	Unit E 1
HARD CONSTRUCTION COSTS						
Construction	\$467,500	\$697,500	\$1,300,000	\$2,000,000	\$2,975,000	\$5,850,000
Upgrades	0	50,000	125,000	0	200,000	500,000
Landscaping	5,000	12,500	25,000	20,000	40,000	60,000
Other	0	0	0	0	0	0
Parking (Paving)	25,000	25,000	30,000	600,000	900,000	1,200,000
Infrastructure	12,500	12,500	12,500	50,000	50,000	50,000
Total Hard Construction Costs	510,000	797,500	1,492,500	2,670,000	4,165,000	7,660,000
SOFT CONSTRUCTION COSTS						
Architecture & Eng.	25,500	47,850	89,550	133,500	249,900	383,000
Pre-marketing	7,500	30,000	50,000	15,000	40,000	80,000
Administration	25,000	50,000	50,000	30,000	50,000	75,000
Legal & Accounting	10,200	15,950	29,850	40,050	83,300	114,900
Finance Fees	17,755	23,505	37,405	72,741	102,641	172,541
Construction Interest	58,591	197,441	314,201	196,400	708,220	1,449,341
Contingency	20,400	31,900	59,700	106,800	208,250	383,000
Total Soft Construction Costs	164,946	396,646	630,706	594,490	1,442,311	2,657,782
LAND COST	377,747	377,747	377,747	967,032	967,032	967,032
TOTAL CONSTRUCTION COST	\$1,052,693	\$1,571,893	\$2,500,953	\$4,231,522	\$6,574,343	\$11,284,814
Total Cost Per Unit (Inc. Land)	\$42,108	\$62,876	\$100,038	\$42,315	\$65,743	\$112,848
Total Cost Per Unit (No Land)	\$26,998	\$47,766	\$84,928	\$32,645	\$56,073	\$103,178
Total Cost Per Sq. Ft. (Inc. Land)	\$49.54	\$69.86	\$76.95	\$52.89	\$77.35	\$86.81
Total Cost Per Sq. Ft. (No Land)	\$31.76	\$53.07	\$65.33	\$40.81	\$65.97	\$79.37
Borrowed Funds Per Unit	\$35,510	\$47,010	\$74,810	\$36,370	\$51,320	\$86,270

INLET COMMUNITY RESIDENTIAL MODEL

CONSTRUCTION COST

ATLANTIC CITY MODEL - TYPICAL RES. PROJECTS III -(BELOW MARKET RATE)

ASSUMPTIONS:

Unit	Description Type	Unit Category	Typical Project # Of Units	Average Square Footage	Const. Cost \$/Sq.Ft.	Upgrades \$/Unit	Landscaping \$/Unit	Other \$/Unit
A 4	REHAB	BELOW	5	950	\$20.00	\$0.00	\$300.00	\$0.00
B 4	S. FAM. DET.	BELOW	5	1,050	\$25.00	\$0.00	\$300.00	\$0.00
C 4	TOWNHOUSE	BELOW	25	1,000	\$22.00	\$0.00	\$200.00	\$0.00
D 4	MULTI-PLEX	BELOW	25	850	\$22.00	\$0.00	\$200.00	\$0.00

LAND	Average Cost Per Sq. Ft.	Unit A 4	Unit B 4	Unit C 4	Unit D 4
	\$5.75	\$0.50	\$2.20	\$7.00	
	Units/Acre	24	8	16	32

FINANCING

Interest Rate	0.00%	0.00%	0.00%	0.00%
Average Outstanding	60.00%			

TIMING

Start Construction:	1984	Construction Period	24 Months
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INLET COMMUNITY RESIDENTIAL MODEL

1984 Dollars

	Unit A 4	Unit B 4	Unit C 4	Unit D 4
HARD CONSTRUCTION COSTS				
Construction	\$95,000	\$131,250	\$550,000	\$467,500
Upgrades	0	0	0	0
Landscaping	1,500	1,500	5,000	5,000
Other	0	0	0	0
Parking (Paving)	0	0	25,000	25,000
Infrastructure	0	2,500	12,500	12,500
Total Hard Construction Costs	96,500	135,250	592,500	510,000
SOFT CONSTRUCTION COSTS				
Architecture & Eng.	5,790	0	29,625	25,500
Pre-marketing	1,000	1,000	5,000	5,000
Administration	5,000	500	25,000	25,000
Legal & Accounting	1,930	2,705	11,850	10,200
Finance Fees	2,974	2,977	14,845	14,964
Construction Interest	0	0	0	0
Contingency	3,860	2,705	23,700	20,400
Total Soft Construction Costs	20,554	9,887	110,020	101,064
LAND COST	52,181	13,613	149,738	238,219
TOTAL CONSTRUCTION COST	\$169,235	\$158,750	\$852,257	\$849,283
Total Cost Per Unit (Inc. Land)	\$33,847	\$31,750	\$34,090	\$33,971
Total Cost Per Unit (No Land)	\$23,411	\$29,027	\$28,101	\$24,443
Total Cost Per Sq. Ft. (Inc. Land)	\$35.63	\$30.24	\$34.09	\$39.97
Total Cost Per Sq. Ft. (No Land)	\$24.64	\$27.65	\$28.10	\$28.76
Borrowed Funds Per Unit	\$29,736	\$2,723	\$29,690	\$29,929

APPENDIX 7.2
INLET COMMUNITY
RELOCATION ASSUMPTIONS

APPENDIX 7.2
INLET COMMUNITY
RELOCATION ASSUMPTIONS

- 1) Average Value Occupied Residential Properties 1/82 - 6/83
(from Land Sales Data)

Bungalow Park	\$20,000	(11 Transactions)
Gardner's Basin	\$30,000	(4 Transactions)
North Inlet	\$28,000	(9 Transactions)
South Inlet	<u>\$32,000</u>	(9 Transactions)
Average Sales Price	<u>\$26,677</u>	

- 2) Assume 48% Owners
55% Renters

1983 Estimate Breakdown excluding Inlet/Jeffries Towers and Ocean Manor

- 3) 120 Relocated due to Residential Development
 10 Relocated for South Inlet Park
 3 Relocated for Uptown Center
 2 Relocated for Mass/Adriatic Intersection
 15 Relocated for Inlet Center Parking
150 Total

- 4) Assumptions (All basic acquisitions are covered in financial analysis.)

15 Owners with unencumbered homes (average sales price new unit \$70,000 minus Average Sales Price old unit \$27,000 = \$43,000) @ \$43,000 ea.		= \$645,000
*45 Owners with mortgage obligations (will require mortgage interest rate reduction and moving expenses only at \$5,000 ea.)		= \$ 225,000
*75 Rental occupants relocating within Inlet (rent equalization payments and moving expenses) @ \$5,000 ea.		= \$ 375,000
15 Current residents leaving Inlet (rental assistance, moving expenses, assistance in locating a new unit) @ \$20,000 ea.		= \$ 300,000
- Counseling, legal, and other soft costs plus contingency @ 15%		= <u>\$ 232,000</u>
		\$1,777,000

*Assumed that equally affordable units are available at same occupancy rate. Costs are thereby covered in residential financial analysis.

APPENDIX 7.3
INLET COMMUNITY
NON-RESIDENTIAL PROJECT COST ASSUMPTIONS

APPENDIX 7.3
INLET COMMUNITY
NON-RESIDENTIAL PROJECT COST ASSUMPTIONS
(1983 Dollars)

PUBLIC IMPROVEMENTS

\$14,000 Entry Sign on Atlantic Avenue

- 20 LF Median Strip (remove pavement, backfill, construct 10 ft. wide median, curb and gutter, landscaping, patch pavement) @ \$95/LF = \$ 1,900
- Entry sign (10 ft. pylon, internally illuminated, installed) @ \$10,000 = \$ 10,000
- Contingency and Soft Costs @ 15% = \$ 1,785

\$14,000 Entry Sign on Melrose Avenue

- Same assumptions as Atlantic Avenue)

\$260,000 Atlantic Avenue Streetscape (Connecticut to Maine, both sides)

- 2,000 LF sidewalk replacement (50% of total) @ \$14/LF = \$ 28,000
- 1,500 SF Brick Paving (selected design feature) @ \$5/SF = \$ 7,500
- 80 Street Trees (planted, in grate, 50 ft. OC) @ \$1,000 ea. = \$ 80,000
- 40 Street Lights (50 ft. OC, staggered, underground wiring) @ \$2,500 ea. = \$100,000
- 30 Trash Receptacles with cover @ \$200 ea. = \$ 6,000
- 24 Crosswalks (Painted) @ \$200 ea. = \$ 4,800
- Contingency and Soft Costs @ 15% = \$ 33,950

\$232,000 Melrose Avenue Streetscape (Connecticut to Melrose on south, Absecon to Melrose on north)

- 2,375 LF sidewalk replacement (50% of total) @ \$14/LF = \$ 33,250
- 95 Street Trees (planted in ground) @ \$400 ea. = \$ 38,000
- 50 Street Lights (50 ft. OC, staggered, underground wiring) @ \$2,500 ea. = \$125,000
- 24 Trash Receptacles without cover @ \$150 ea. = \$ 3,600
- 26 Crosswalks @ \$200 ea. = \$ 5,200

- Contingency and Soft Costs @ 15%	=	\$ 30,200
<u>\$163,000 Maine Avenue Streetscape (East side only)</u>		
- 1,800 LF sidewalk replacement (50% of total) @ \$10/LF	=	\$ 18,000
- 72 Street Trees (planted in ground) @ \$400 ea.	=	\$ 28,800
- 36 Street Lights (100 ft. OC, underground wiring) @ \$2,500 ea.	=	\$ 90,000
- 12 Trash Receptacles (1 per block) @ \$150 ea.	=	\$ 1,800
- 16 Crosswalks @ \$200 ea.	=	\$ 3,200
- Contingency and Soft Costs @ 15%	=	\$ 21,270
<u>\$219,000 Maine Avenue Median (Atlantic Avenue to Caspian Avenue)</u>		
- 2,000 LF Median strip (remove pavement, backfill, construct 10 ft. wide median, curb and gutter, landscape, patch pavement, two rows of trees 50 ft. OC) @ \$95/LF	=	\$190,000
- Contingency and Soft Costs @ 15%	=	\$ 28,500
<u>\$458,000 Maine Avenue Realignment (Caspian Ave. to New Hampshire Ave.)</u>		
- 1,000 SF Private Property Acquisition @ \$13/SF	=	\$ 13,000
- 1,100,000 CF Building Demolition and Disposal (Bus Garage) @ \$.15/CF	=	\$165,000
- 900 LF Road Realignment (engineering, construction of 2" surface on 6" base, curb and gutter, storm drainage, lights, trees, sidewalks) @ \$245/LF	=	\$220,500
- Contingency and Soft Costs @ 15%	=	\$ 60,000
<u>\$139,000 Atlantic/Maine Intersection Improvement</u>		
- 6,000 SF Private Property Acquisition @\$12/SF	=	\$ 72,000
- 200 LF Road Realignment (engineering, construction of 2" surface on 6" base, curb and gutter, storm drainage, lights, trees, sidewalks) @ \$245/LF	=	\$ 49,000
- Contingency and Soft Costs @ 15%	=	\$ 18,000
<u>\$100,000 Massachusetts/Adriatic Intersection Improvement</u>		
- 5,000 SF Private Property Acquisition @ \$9.00/SF	=	\$ 45,000

- 2 Buildings Demolished @ \$3,000 ea. = \$ 6,000
- 150 LF Road Realignment (engineering, construction of 2" surface on 6" base, curb and gutter, storm drainage, lights, trees, sidewalks) @ \$245/LF = \$ 36,750
- Contingency and Soft Costs @ 15% = \$ 13,000

\$1,978,000 Utility and Infrastructure Improvements (throughout Inlet Community)

- 20,000 LF Utility and Infrastructure Improvements (including storm drainage, sewer, water, gas, and electric laterals) @ \$86/LF = \$1,720,000
- Contingency and Soft Costs @ 15% = \$ 258,000

\$1,430,000 Street Restorations (throughout Inlet Community)

- 20,000 LF Street Restorations (60% of total 34,000 LF in Inlet) @ \$65/LF = \$1,300,000
- Contingency @ 10% = \$ 130,000

\$631,000 Sidewalk Repairs (throughout Inlet Community)

- 41,000 LF Sidewalk Repairs (60% of total 68,000 LF in Inlet) @ \$14/LF = \$ 574,000
- Contingency @ 10% = \$ 57,400

\$198,000 Street Tree Planting

- 450 Street Trees (75 ft. OC, staggered street side) (planted in ground) @ \$400 ea. = \$ 180,000
- Contingency @ 10% = \$ 18,000

RECREATION AND LEISURE

\$577,000 Rhode Island Walkway

- 30,000 SF Removal of Roadway for Mini-Parks (7,500 SF in four blocks in North and South Inlet) @ \$60/SF = \$ 18,000
- 22,500 SF Lawn Area (soil preparation, installation) @ \$2.35/SF = \$ 52,875
- 7,500 SF Concrete Area @ \$1.80 SF = \$ 13,500

- 40 Benches @ \$400 ea.	=	\$ 16,000
- 40 Trash Cans @ \$200 ea.	=	\$ 8,000
- 80 Street Trees @ \$400 ea.	=	\$ 32,000
- 1,700 LF sidewalk replacement @ \$14/LF	=	\$ 23,800
- 8,500 SF Brick Paving @ \$5/SF	=	\$ 42,500
- 40 Street Lights @ \$2,500 ea.	=	\$100,000
- 3,000 LF Street Resotration @ \$65/LF	=	\$195,000
- Contingency and Soft Costs @ 15%	=	\$ 75,000

\$238,000 Corner of Atlantic and Rhode Island

- 8,800 SF Private Property Acquisition @ \$12/SF	=	\$105,600
- Demolition and Clearance @ \$15,000	=	\$ 15,000
- Business Relocation Payment @ \$50,000	=	\$ 50,000
- 4,000 SF Brick Paving @ \$5/SF	=	\$ 20,000
- 4,000 SF Concrete Area @ \$1.80/SF	=	\$ 7,200
- 6 Street Trees with grating @ \$1,000 ea.	=	6,000
- 6 Park Benches @ \$400 ea.	=	\$ 2,400
- 3 Trash Cans @ \$200 ea.	=	\$ 600
- Contingency and Soft Costs @ 15%	=	\$ 31,000

\$66,000 Atlantic Avenue Boardwalk Pavilion Area

- 7,500 SF Removal of Roadway @ \$.60/SF	=	\$ 4,500
- 250 LF of Concrete Steps constructed at grade @ \$13/LF	=	\$ 3,250
- 2,500 SF Brick Paving @ \$5/SF	=	\$ 12,500
- 3 Flag Poles @ \$2,000 ea.	=	\$ 6,000
- 12 Benches @ \$400 ea.	=	\$ 4,800
- 4 Trash Receptacles @ \$175 ea.	=	\$ 700
- Repairs to Pavilion @ \$25,000	=	\$ 25,000
- Contingency and Soft Costs @ 15%	=	\$ 8,510

\$29,000 Magellan Avenue Park

- 6,300 SF Removal of Roadway @ \$.60/SF	=	\$ 3,780
- 10 Street Trees planted in ground @ \$400 ea.	=	\$ 4,000
- 6,300 SF Lawn Area @ \$2.35/SF	=	\$ 14,805
- 6 Park Benches @ \$400 ea.	=	\$ 2,400
- 3 Trash Receptacles @ \$175 ea.	=	\$ 525
- Contingency and Soft Costs @ 15%	=	\$ 3,830

\$325,000 New Hampshire and Grammercy Park

- 19,600 SF Private Property Acquisition @ \$12/SF	=	\$217,560
- 5,000 SF Concrete Area @ \$1.80/SF	=	\$ 9,000
- 15,000 SF Lawn Area @ \$2.35/SF	=	\$ 35,250
- 20 Trees planted in ground @ \$400 ea.	=	\$ 8,000
- 15 Park Benches @ \$400 ea.	=	\$ 6,000
- 10 Trash Cans @ \$175 ea.	=	\$ 1,750
- 1 Set childrens play equipment (includes carousel merry-go-round, monkey bars, 2 slides, 2 seesaws, 4 swings) @ \$5,000	=	\$ 5,000
- Contingency and Soft Costs @ 15%	=	\$ 42,400

\$493,000 Clam Creek Fishing Area (at New Hampshire Ave.)

- Replace 350 LF Bulkheading @ \$1,000/LF	=	\$350,000
- 11,000 SF Concrete Area @ \$1.80 SF =	=	\$ 19,800
- 47 Parking Spaces @ \$1,000 ea.	=	\$ 47,000
- 24 Benches @ \$400 ea.	=	\$ 9,600
- 12 Trash Receptacles @ \$175 ea.	=	\$ 2,100
- Contingency and Soft Costs @ 15%	=	\$ 64,275

\$2,472,000 Uptown Center Park

- 75,750 SF Private Property Acquisition @ \$11/SF=	=	\$833,250
- Site Clearance and Preparation @ \$25,000	=	\$ 25,000

- 1,400 LF Sidewalk @ \$14/LF	=	\$ 19,600
- 5,000 SF Brick Paving @ \$5/SF	=	\$ 25,000
- 83,000 SF Lawn Area @ \$2.35/SF	=	\$195,050
- 32 Street Trees @ \$400	=	\$ 12,800
- 100 Parking Spaces @ \$1,000 ea.	=	\$100,000
- 28 Street Lights @ \$2,300 ea.	=	64,400
- 28 Benches @ \$400 ea.	=	\$ 11,200
- 28 Trash Receptacles @ \$175 ea.	=	\$ 4,900
- 10,000 SF. Rehab of P.A.L. Center @ \$5/SF	=	\$ 50,000
- 12 Picnic Tables @ \$400 ea.	=	\$ 4,800
- Landscaping Budget @ \$50,000	=	\$ 50,000
- Special Features (Lookout Pier, Paddleboat Area, Flags, Sculpture)	=	\$300,000
- Contingency and Soft Costs @ 15%	=	\$348,150

\$3,422,000 South Inlet Park

- 86,000 SF Private Property Acquisition at \$24/SF	=	\$2,064,000
- Allowance for Relocation of Jitney Garage	=	\$ 100,000
- Site Clearance and Preparation @ \$60,000	=	\$ 60,000
- 70,000 SF Lawn Area @ \$2.35/SF	=	\$ 164,500
- 16,000 SF Concrete Area @ \$1.80/SF	=	\$ 28,800
- 1 Softball Backstop @ \$1,700 ea.	=	\$ 1,700
- 1 Set Children's Play Apparatus @ \$5,000 ea.	=	\$ 5,000
- 12 Trees @ \$400 ea.	=	\$ 4,800
- 12 Benches @ \$400 ea.	=	\$ 4,800
- 12 Trash Receptacles @ \$175 ea.	=	\$ 2,100
- Contingency and Soft Costs @ 15%	=	\$ 446,355

\$275,000 Boardwalk Improvements

- Allowance for Demolition of 1,100 LF Boardwalk between Hackney's and Starns = \$ 25,000
- Improvements to Boardwalk between Connecticut and Melrose (5,000 LF) @ \$45/LF = \$ 225,000
- Contingency @ 10% = \$ 25,000

COMMERCIAL PROJECTS

\$2,459,000 Supermarket

- 25,000 SF @ \$45.15/SF = \$1,128,750
- Sitework (Landscaping, Lighting, etc.) = \$ 25,000
- 125 Parking Spaces @ \$1,000 ea. = \$ 125,000
- Contingency and Soft Costs @ 15% = \$ 191,800
- 70,000 SF Site Acquisition and Demolition @ 30% of Construction Costs = \$ 441,165
- Public Sector Incentive for Site Acquisition @ \$15/SF = \$ 609,000

\$493,000 Uptown Center Retail

- 5,000 SF @ \$40.50/SF = \$ 202,500
- Sitework (Landscaping, Lighting) = \$ 10,000
- 25 Parking Spaces @ \$1,000 ea. = \$ 25,000
- Contingency and Soft Costs @ 15% = \$ 35,625
- Site Acquisition on (15,600 SF from City, 4,400 SF Private) and Demolition @ 30% of Construction Costs = \$ 81,937
- Public Sector Incentive for Site Acquisition @ \$11/SF = \$ 138,063

\$891,000 Retail Renovation (Inlet Center)

- 45,000 SF (First Floor Space) @ \$15/SF = \$ 675,000
- 10,000 SF (Second Floor Sapce) @ \$10/SF = \$ 100,000
- Contingency and Soft Costs @ 15% = \$ 116,250

\$994,000 Inlet Center Support Parking

- 165 Parking Spaces @ \$1,000 ea. = \$ 165,000
- 43,312 SF Property Acquisition (75% of total) @ \$15/SF = \$ 649,700
- Sitework (Landscaping, Lighting, etc.) = \$ 50,000
- Contingency and Soft Costs @ 15% = \$ 129,700

\$538,000 Hackneys

- 23,400 SF Renovated @ \$20/SF = \$ 468,000
- Contingency and Soft Costs @ 15% = \$ 70,000

\$1,406,000 Starns Site

- 8,200 SF Renovated @ \$25/SF = \$ 205,000
- 16,800 SF New Building @ \$50/SF = \$ 840,000
- 128 Parking Spaces @ \$1,000 ea. = \$ 128,000
- Site Improvements (Landscaping, Lighting) = \$ 50,000
- Contingency and Soft Costs @ 15% = \$ 183,000

COMMUNITY FACILITIES

\$6,098,000 Community School (per John Falzetta, Atlantic City School Consultant)

- 82,500 SF New Building (includes construction of classroom space and space for community services and soft costs) @ \$60/SF = \$4,950,000
- Equipment @ 12% of Building = \$ 594,000
- Contingency @ 10% = \$ 554,000

APPENDIX 8.1
DRAFT OF
INLET COMMUNITY DEVELOPMENT CORPORATION
CERTIFICATE OF INCORPORATION
AND
BY-LAWS

5/6/83

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[Furnished as example only.
Actual document must be
prepared by Counsel for the
Organizing Committee.]

INLET COMMUNITY DEVELOPMENT CORPORATION
CERTIFICATE OF INCORPORATION

[Insert names of incorporators]

The above-named incorporators do hereby associate themselves with the intention of forming a corporation under the provisions of [applicable New Jersey Statute], and hereby state:

1. The name by which the corporation shall be known is the INLET COMMUNITY DEVELOPMENT CORPORATION.

2. The purposes for which the corporation is formed are as follows:

(a) To serve, promote and implement the revitalization, development and redevelopment of that area of Atlantic City known as the Inlet Community bounded by Clam Creek; Absecon Inlet; the Atlantic Ocean; the rear property lines on the west side of Connecticut Avenue from the Boardwalk north to Melrose Avenue; Absecon Boulevard; and the east side of Maryland Avenue;

(b) To work with the community at large, the local neighborhoods, the business, financial and professional communities, and the agencies of Atlantic City, Atlantic County and the State of New Jersey to plan, encourage, coordinate and carry out the

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redevelopment and revitalization of the Inlet Community as a balanced, residential community in accordance with a development plan to be adopted by the Board of Directors of the corporation after due consideration as to its feasibility;

(c) To provide assistance to private developers undertaking projects within the Inlet Community which have been reviewed and approved by the Board of Directors of the corporation as consistent with the approved development plan and to act as liaison between such private developers and those public agencies having jurisdiction over the project;

(d) To mobilize all available public and private resources for a full-scale revitalization effort;

(e) To focus and stimulate coordination of public and private partnership efforts among: relevant public agencies of the City, County, State and Federal governments; the business community; neighborhood groups in the Inlet Community; and public and private institutions required for a balanced residential community; and to do so in ways that support the integrity, autonomy and authority of these various interests and bodies and which do not duplicate, diminish or in any way encroach upon the duties and powers of these public agencies and private groups;

(f) To employ appropriate staff necessary to carry out the professional and technical tasks relating to the redevelopment of the Inlet Community;

(g) To establish a budget necessary for the corporation to effectively assist the redevelopment of the Inlet

Community and to take all steps reasonable and necessary to fund such budget;

(h) To assist to whatever extent is necessary in planning, financing, constructing, marketing and management of specific development projects deemed necessary by the Board of Directors for the realization of the adopted overall plan for the revitalization of the Inlet Community;

(i) To receive, accept, borrow, hold and acquire any gifts, bequests, donations, monies, funds and properties of any type or nature whatsoever, including personal and real, from any public or private source, in furtherance of the purposes of the corporation set forth in this Certificate;

(j) To pay, purchase, spend, invest, loan and otherwise disburse any monies and funds, and to purchase, sell, transfer, convey, lease, or grant any personal or real property of any nature whatsoever, in furtherance of the purposes of the corporation set forth in this Certificate;

(k) To apply for and obtain, and to assist others in the private and public sector in applying for and obtaining, any financial or other form of assistance from any Federal, state or local government or any agency thereof;

(l) To manage and operate the corporation in the best interests of the Inlet Community and in such a manner that no part of the net earnings of the corporation shall inure to the benefit of any private individual, firm or corporation; and

(m) To do any other act or thing lawfully permitted to be done by corporations formed under [applicable New Jersey statute], incidental to, connected with, or in advancement of the purposes of the corporation set forth in this Certificate.

3. Unless otherwise provided by the Bylaws of the Corporation, the members of the corporation shall be its Board of Directors which shall consist of nine (9) members. The names and addresses of the initial Directors of the corporation are set forth below:

<u>Name</u>	<u>Address</u>
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Each of the initial Directors and all successor Directors shall serve for the terms prescribed in the Bylaws of the Corporation. The Board of Directors may, at any time, vary the number of directors by resolution adopted by a majority vote of the entire board.

4. The rights and privileges of the members of the corporation shall be as set forth in the Bylaws of the corporation.

5. The corporation shall have no capital stock.

6. Upon either the voluntary or involuntary liquidation or dissolution of the corporation, all of its funds and property shall be transferred to one or more organizations, trusts, corporations or funds having purposes similar to the purposes of the corporation, as shall be approved by a vote of the members of the corporation and approved by the Court, if any, exercising jurisdiction over such liquidation or dissolution; provided, however, that no funds or

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property of the corporation shall inure to the benefit of any member of the corporation upon its liquidation or dissolution.

7. Except as otherwise provided by law, any provision of this Certificate of Incorporation, except those set forth in paragraph 6 above, may be amended in the manner prescribed by [applicable New Jersey statute]. Proceedings for the liquidation or dissolution of the corporation may be authorized by an affirmative vote of the majority of the members of the corporation.

8. The effective date of organization of the corporation shall be the date of the filing of this Certificate of Incorporation with the [appropriate New Jersey public agency].

9. The following information shall not for any purpose be treated as a permanent part of the Certificate of Incorporation of the corporation:

(a) The Post Office address of the initial principal office of the corporation in New Jersey is _____
_____;

(b) The date initially adopted on which the corporation's fiscal year ends is December 31.

(c) The date initially fixed in the Bylaws for the annual meeting of the members of the corporation is _____.

IN WITNESS WHEREOF, under the penalties of perjury, the incorporators execute this Certificate of Incorporation this _____ day of _____, 19__.

[Signature block for incorporators]

5/6/83

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[Furnished as example only.
Actual document must be
prepared by Counsel for the
Organizing Committee.]

BY-LAWS

OF

INLET COMMUNITY DEVELOPMENT CORPORATION

ARTICLE I

OFFICES

SECTION 1.01 - Principal Office. The principal office of the corporation in the State of New Jersey shall be located in Atlantic City.

SECTION 1.02 - Other Offices. The corporation may have such other offices, either within or without Atlantic City, within the State of New Jersey, as the Board of Directors may determine or as the affairs of the corporation may require from time to time.

ARTICLE II

MEMBERS

SECTION 2.01 - Membership. The corporation shall be a membership corporation as that term is generally understood and membership in the corporation shall be limited to the members of the Board of Directors, during their term on the Board. Accordingly, if any acts are required by law to be taken by the "members" of the

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corporation, the same shall be taken by the Board of Directors, acting as the members of the corporation. For that purpose, every duly called Board of Directors meeting may, to the extent required, be considered a meeting of the members of the corporation. Acts of the Board, acting as the members of the corporation, shall be subject to all by-laws and rules relating to meetings of Board of Directors including quorum, number of votes required, notices, waivers, and action by unanimous consent without a meeting.

ARTICLE III

PURPOSES

SECTION 3.01 - The corporation shall have all powers granted to corporations not for profit by the laws of the State of New Jersey and is formed to accomplish the purposes set forth in the Certificate of Incorporation.

ARTICLE IV

BOARD OF DIRECTORS

SECTION 4.01 - Powers. The activities and affairs of the corporation shall be managed by the Board of Directors. The Board of Directors shall exercise all the powers of the corporation and shall keep full and fair accounts of all its transactions.

SECTION 4.02 - The Board of Directors shall consist of nine (9) members who shall be divided into two classes in respect of term of office, each class to contain as near as may be one-half of the whole number of the Board. At its initial meeting, the first Board of Directors shall, by resolution, classify the members into the two

classes, one class to serve until the 1984 annual meeting of the Board and the second class to serve until the 1985 annual meeting of the Board. All terms subsequent to the initial term shall be two years. Upon expiration of the term of members of each class of directors, their successors shall be elected by a two-thirds vote of the entire Board, including those directors whose terms are expiring. Members of the Board may succeed themselves.

The number of directors may be increased or decreased by amendment to these By-laws, but the tenure office of a director shall not be affected by any decrease in the number of directors so made by the Board.

SECTION 4.03 - Vacancies. Any vacancy occurring in the Board of Directors for any cause other than by reason of an increase in the number of Directors may be filled by a two-thirds vote of the remaining members of the Board of Directors, even if such remaining members do not constitute a quorum. Any vacancy occurring by reason of an increase in the number of Directors shall be filled by action of two-thirds of the entire Board of Directors. A Director elected by the Board of Directors to fill a vacancy shall be elected to hold office for the balance of his predecessor's term.

SECTION 4.04 - Annual Meetings. An annual meeting of the Board of Directors shall be held during the month of _____ in each calendar year at such place as may be designated by either the Chairman of the Board or the Vice-Chairman of the Board.

SECTION 4.05 - Regular Meetings. Meetings of the Board of Directors shall be held regularly at such place and time as may be

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designated by the Board of Directors or, in default of such designation, at such place as may be designated by either the Chairman of the Board or the Vice-Chairman of the Board for such meeting.

SECTION 4.06 - Special Meetings. Special meetings of the Board of Directors may be called at any time by the Chairman of the Board or the Vice-Chairman of the Board, or by the Board of Directors by vote at a meeting, or by a majority of the Directors in writing with or without a meeting. Such special meetings shall be held at such place and time as may be designated from time to time by the Board of Directors.

SECTION 4.07 - Removal of Directors. At any meeting of the Directors, duly called and at which a quorum is present, the Directors may, by a two-thirds vote of the entire Board, remove with or without cause any elected Director from office and may elect a successor to serve for the balance of the term of such removed Director. The Board shall act as the membership in removing a Director.

SECTION 4.08 - Notice of Meetings. Notice of the place, day and hour of every meeting shall be given to each Director at least five (5) days before the meeting, by delivering the same to him personally, or by sending the same to him by telegraph, or by leaving the same at his residence or usual place of business, or, in the alternative, by mailing such notice at least six (6) days before the meeting, postage prepaid, and addressed to him at his last known post office address, according to the records of the corporation. Unless required by statute, these by-laws or by resolution of the Board of

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Directors, no notice of any meeting of the Board of Directors need state the business to be transacted thereat. No notice of any meeting of the Board of Directors need be given to any Director who attends or to any Director who, in writing executed and filed with the records of the meeting either before or after the holding thereof, waives such notice. Any meeting of the Board of Directors may adjourn from time to time to reconvene at the same or some other place, and no notice need be given of any such adjourned meeting other than by announcement.

SECTION 4.09 - Quorum. At all meetings of the Board of Directors a majority of the entire Board of Directors shall constitute a quorum for the transaction of business. Except in cases in which it is by statute, by the Certificate of Incorporation or by the by-laws otherwise provided, the vote of a majority of such quorum at a duly constituted meeting shall be sufficient to elect and pass any measure. In the absence of a quorum, the Directors present by majority vote and without notice other than by announcement may adjourn the meeting from time to time until a quorum shall attend. At any such adjourned meeting at which a quorum shall be present, any business may be transacted which might have been transacted at the meeting as originally notified. Directors shall not vote by proxy.

SECTION 4.10 - Informal Action by Directors. Any action required or permitted to be taken at any meeting of the Board of Directors or of any committee thereof may be taken without a meeting if a written consent to such action is signed by all members of the

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Board or of such committee, as the case may be, and such written consent is filed with the minutes of proceedings of the Board or committee.

SECTION 4.11 - Compensation. Directors shall not receive any compensation for their services as such; provided, however, that any director also serving as an officer of the corporation shall not be precluded from receiving compensation for his duties as such officer pursuant to Section 6.06 hereof.

ARTICLE V

COMMITTEES

SECTION 5.01 - Committees Generally. By resolution adopted by a majority of the Board, the Board of Directors may provide for such standing or special committees with such powers and duties as it deems desirable and may discontinue the same at its pleasure. Each such committee shall have such powers and perform such duties, not inconsistent with the law, the Certificate of Incorporation or the by-laws, as may be assigned to it by the Board of Directors. The members of all such committees shall be elected by the Board of Directors to serve during the pleasure of the Board. Unless a chairman shall have been selected by the Board of Directors, each committee shall elect a chairman from its own number. Each committee shall keep full and fair accounts of its transactions. Vacancies on any committee shall be filled by the Board of Directors. In the event that any committee shall have one or more members who are not members of the Board of Directors, such committee shall act only in any advisory capacity to the Board.

SECTION 5.02 - The Board of Directors may provide for a creation of an Executive Committee of not less than two (2) nor more than _____ () members, one of whom shall be the Chairman of the Board, who shall act as Chairman of the Executive Committee. The Board may also designate all or more of its members as alternates to serve as a member or members of the Executive Committee in the absence of a regular member or members. Subject to the limitations which follow, the Executive Committee shall possess and exercise all powers of the Board of Directors during the intervals between meetings. The Executive Committee shall not have the power to:

- A. Amend the Certificate of Incorporation or these By-laws;
- B. Change the membership of any committee or fill vacancies therein;
- C. Fill vacancies on the Board; and
- D. Take any action required by law, the Certificate of Incorporation or these By-laws to be taken by a majority vote of the entire Board.

SECTION 5.03 - All acts by a committee shall be reported to the Board of Directors at its meeting next following such action and shall be subject to revision, alteration and approval by the Board of Directors, provided that no rights or acts of third parties shall be affected by any such revision or alteration.

SECTION 5.04 - Meetings of Committees. Each committee shall fix its own rules of procedures and shall meet as provided by such rules or by resolution of the Board of Directors, and it shall also

committee. Unless otherwise provided by such rules or by such resolution, the provisions of Article IV relating to the place of holding and notice required of meetings of the Board of Directors shall govern the meetings of committees. A majority of each committee shall constitute a quorum. Except in cases in which it is otherwise provided by the rules of the committee or by resolution of the Board of Directors, the vote of a majority of such quorum at a duly constituted meeting shall be sufficient to elect and pass any measure.

ARTICLE VI

OFFICERS

SECTION 6.01 - Executive Officers. The Board of Directors shall choose a Chairman of the Board and a Vice-Chairman of the Board from among the Directors and shall appoint a Secretary and Treasurer who need not be Directors. Any two or more of the above-mentioned offices, except those of Chairman and Secretary, may be held by the same person, but no officer shall execute, acknowledge or verify any instrument in more than one capacity if such instrument be required by statute, by the Certificate of Incorporation, by the By-laws or by resolution of the Board of Directors to be executed, acknowledged or verified by any two or more officers. Each officer shall hold office at the pleasure of the Board.

SECTION 6.02 - Chairman and Vice-Chairman of the Board. The Chairman of the Board shall preside at all meetings of the Board of Directors at which he shall be present. He shall have and may

exercise such powers as are, from time to time, assigned to him by the Board of Directors.

The Vice-Chairman of the Board, at the request of the Chairman or in his absence or during his inability to act, shall perform the duties and exercise the functions of the Chairman of the Board, and when so acting shall have the powers of the Chairman of the Board. The Vice-Chairman shall have such other powers and perform such other duties as may be assigned to him by the Board of Directors.

SECTION 6.03 - Secretary. The Secretary shall keep the minutes of the meetings of the Board of Directors in books provided for that purpose; he shall see that all notices are duly given in accordance with the provisions of the By-laws or as required by law; he shall be custodian of the records of the corporation; he shall see that the corporate seal is affixed to all documents the execution of which, on behalf of the corporation, under its seal, is duly authorized, and when so affixed may attest the same; and, in general, he shall perform all duties incident to the office of a secretary of a corporation and such other duties as, from time to time, may be assigned to him by the Board of Directors or the Chairman.

SECTION 6.04 - Treasurer. The Treasurer shall have charge of and be responsible for all funds, securities, receipts and disbursements of the corporation and shall deposit or cause to be deposited in the name of the corporation all moneys or other valuable effects in such banks, trust companies or other depositories as

shall, from time to time, be selected by the Board of Directors; he shall render to the President and to the Board of Directors, whenever requested, an account of the financial condition of the corporation, and, in general, he shall perform all the duties incident to the office of a treasurer of a corporation and such other duties as may be assigned to him by the Board of Directors or the Chairman.

SECTION 6.05 - Subordinate Officers. The Board of Directors may from time to time appoint such subordinate officers as it may deem desirable. Each such officer shall perform such duties as the Board of Directors or the Chairman may prescribe. The Board of Directors may, from time to time, authorize any committee or officer to appoint and remove subordinate officers and prescribe the duties thereof.

SECTION 6.06 - Compensation. The Board of Directors shall have power to fix the compensation of all officers of the corporation. It may authorize any committee or officer, upon whom the power of appointing subordinate officers may have been conferred, to fix the compensation of such subordinate officers.

ARTICLE VII

CONTRACTS WITH INTERESTED DIRECTORS

SECTION 7.01. In the absence of fraud, no contract or transaction between the corporation and its director or any other corporation or entity in which such director is a director or officer, or is financially interested, shall be void or voidable for this reason alone or by reason that the director was present at a meeting of the board, or of a committee thereof, which approved such

contract or transaction, provided that the fact of such common directorship, officership or financial or other interest is disclosed or known to the board or committee, and that the board or committee approves such transaction or contract by a vote sufficient for such purpose without the vote of such interested director. Such director may, however, be counted in determining the presence of a quorum at such meeting.

ARTICLE VIII

INDEMNIFICATION

SECTION 8.01. It is expressly provided that any and every person made a party to any action, suit, or proceeding by or in the right of the corporation to procure a judgment in its favor by reason of the fact that he, his testator or intestate, is or was a director or officer of this corporation or of any corporation which he served as such at the request of this corporation, may be indemnified by the corporation to the full extent permitted by law, against any and all reasonable expenses, including attorneys' fees, actually and necessarily incurred by him in connection with the defense of such action or in connection with any appeal therein, except in relation to matters as to which it shall be adjudged in such action, suit or proceeding that such officer or director has breached his duty to the corporation.

It is further expressly provided that any and every person made a party to any action, suit, or proceeding other than one by or in the right of the corporation to procure a judgment in its favor, whether civil or criminal, including an action by or in the right of

any other corporation of any type or kind, domestic or foreign, which any director or officer of the corporation served in any capacity at the request of the corporation, by reason of the fact that he, his testator or intestate, was a director or officer of the corporation, or served such other corporation in any capacity, may be indemnified by the corporation, to the full extent permitted by law, against judgments, fines, amounts paid in settlement, and reasonable expenses, including attorneys fees; actually and necessarily incurred as a result of such action, suit or proceeding, or any appeal therein, if such person acted in good faith for a purpose which he reasonably believed to be in the best interests of the corporation and, in criminal actions or proceedings, in addition, had no reasonable cause to believe that his conduct was unlawful.

ARTICLE IX

FINANCE

SECTION 9.01 - Checks, Drafts, Etc. All checks, drafts and orders for the payment of money, notes and other evidences of indebtedness, issued in the name of the corporation, shall be signed by such of the officers and/or Directors as may from time to time be provided by resolution of the Board of Directors.

SECTION 9.02 - Fiscal Year. The fiscal year of the corporation shall be the calendar year, unless otherwise provided by the Board of Directors, by Resolution.

ARTICLE X.

SUNDRY PROVISIONS

SECTION 10.01 - Seal. The Board of Directors shall provide

a suitable seal, bearing the name of the corporation, which shall be in the charge of the Secretary. The Board of Directors may authorize one or more duplicate seals and provide for the custody thereof.

SECTION 10.02 - Bonds. The Board of Directors may require any officer, agent or employee of the corporation to give a bond to the corporation, conditioned upon the faithful discharge of his duties, with one or more sureties and in such amount as may be satisfactory to the Board of Directors.

SECTION 10.03 - Amendments. Any and all provisions of these By-laws may be altered or repealed and new by-laws may be adopted at any meeting of the Board of Directors, provided that, at least ten (10) days prior to such meeting a full statement of the proposed amendment shall have been sent to all Directors and that such amendment be approved by the affirmative vote of a majority of the entire Board of Directors.

