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ajc.com	[ The Atlanta Journal-Constitution: 11/7/0		moorrore		00000		100	
Nation/World Metro	GUEST COLUMN							Click
Business		maka	e casinos' o	260				Enter C
Sports	Detroit's experience	llane	s casinos c	ase				
Living	By JACOB L. MIKLOJCIK							×
Home & Garden	In November 1006, Detroit bac		sion to make. Hur	adrada	of			
Opinion Travel	In November 1996, Detroit had a decision to make. Hundreds of millions of casino gaming dollars were leaving for venues in							
Health	Canada, at Native American reservations or distant travel sites							
Shopping	such as Las Vegas.					5	3	60
Weather	Detroit was losing by failing to				ssed a	1	1	c
Jobs	statewide referendum allowing three casinos downtown. The Jacob L.							S
Homes	have not had the detrimental in					Miklojcil presider	nt of	$\tilde{c}$
Cars Classifieds						Michiga Consult		
accessAtlanta	At present, there are approxim at Detroit casinos. The position							Nev
Entertainment								with
Events	residents of Detroit.							Se
<u>Music</u>	Approximately 7,000 additiona	l jobs a	re created in the r	netrop	olitan ar	ea by		
<u>Movies</u>	suppliers providing services to the casinos, off-site spending by casino visitors							Te
Restaurants	and through the ripple effects of	of empl	oyee spending.					
<u>Arts</u> Recreation	A variety of requirements dema	and mii	nority representati	on in t	he contr	acting		par
Personals	process. Detroit casinos were responsible for generating well over \$200 million in public revenues for city, county and state governments during 2000. The facilities							
ajc services	will represent well over \$1 billio			uunng	j 2000. I	ne laci	iilies	CLI
Archives								
<u>Obituaries</u>	The overwhelming majority of t of the city. Approximately 30 p							
<u>Tickets</u> Subscribe	are not residents of Michigan.	oroont			olo atti		100	
<u>Reprints</u>							!	S.L.
Teacher aid	Opponents warned that the car Detroit and would scare off big							
<u>Sitemap</u>	Ŭ		•					N.
ajc store	Downtown Detroit has been se their world headquarters, both							
<u>Gifts</u>	construction has increased. De							
Photos/pages	League Baseball All-Star Gam						4	- <b>3</b> /
Print edition	basketball game, Michigan Sta that has the goal of breaking th				n uownto	JWILDE	uoit,	
<u>Today</u> <u>This week</u>								aiciol
A1 image	Opponents sometimes claim the counties with casinos in Michig							ajcjok
E-mail News	no evidence of this. In my care	er of w	orking with both s	ocial p	orograms	and	-	
	economic development, it is clo	ear tha	t there is only one	genui	ne corre	lation v	vith	

Sign up for our FREE newsletters: • News	quality of life jobs. People who warn of the "ills" of casinos rarely have practical economic development alternatives.						
<ul> <li>Sports</li> <li>Business</li> <li>Travel Deals</li> <li>Restaurants</li> <li>Logged in?</li> </ul>	Casinos do not ask for government loans, subsidies or any other special incentives, only a chance to compete. This is in contrast to other developments, regardless of how laudable, that typically require financial assistance or abatements.						
Browser tip Make ajc.com your homepage: • <u>Heres how</u>	The Detroit process has been far from perfect. From what we have learned in Michigan and other states, there are a few common threads that Atlanta area officials should consider if, as Fulton County Commissioner Robb Pitts has proposed, casinos are legalized:						
ajc guides <u>Schools</u> <u>Visitors</u>	<ul> <li>First, decide on the number of casinos. I tend to prefer more than one, simply to encourage the benefits of competition.</li> </ul>						
	<ul> <li>Second, at least one (maybe all) should be located downtown. This is essential to maximizing overall benefits.</li> </ul>						
	• Third, install a company selection process that is fair, and based on the economic strength and marketing ability of the companies, not idle promises. An auction system, with the franchises going to the qualified firms that bid the highest (cash), may be best. A minimum level of local ownership can also be required.						
	• Fourth, and most important, implement a fair gaming tax system. The rate must balance the desire to assure significant payments to government with the need to assure that casinos are competitive with other gaming options, thus ensuring incentive and optimizing the number of jobs.						
	<b>Jacob L. Miklojcik</b> is president of Michigan Consultants. The firm has been involved with over 25 gaming sites in several states, with services provided to government, private casino operators, and Native American tribes.						
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