

MD iGaming Report Overview

Revenue/Economic Impact

- Predicts an annual stabilized revenue (GGR) \$900+ million after year 3 of launch.
- Suggests a potential of 10% of cannibalization of land-based casinos, which would amount to approximately \$200 to \$220 million loss. However, that would be more than offset by the estimated \$900 million in expected iGaming revenue.
- Suggests that iGaming will create jobs, but that there could be an overall reduction in casino jobs due to overall cannibalization of retail casino gaming.
- Suggests a potential of 10% cannibalization rate on electronic bingo, which are indistinguishable from a slot machine. Bingo Halls are likely to ask for their own iGaming license.
- iGaming would have a minimal to no impact on Lottery and OTB in Maryland.
- Estimates that the illegal market is making nearly \$200 million annually from Marylanders.

Other Key Recommendations from the Report

- Maryland follow NJ and MI as models which would:
 - Tether licenses to land casinos
 - Set reasonable tax rates
 - Give broad oversight to the gaming/lottery commission
 - Impose reasonable RG measures
- 2 skins per licensed entity (casinos) totaling 12 potential iGaming brands in the Maryland market.
- Taxes should be set lower than land-based casinos and the tax rate for slots and table games should be the same, not split.
- Recommends a tax rate between 15% and 30% for iGaming to bolster overall state gaming revenues.
- Law should have provisions to allow entry into the MSIGA for both poker and casino games (i.e. progressive slots)
- MD should increase its investment into problem gambling funding with the legalization of iGaming.