

IDEA Priority States in Legislative Phase 2021

State	Current Status	Key Dates	IDEA Engagement / Opportunities
FLORIDA <i>(Sports + iGaming)</i>	<p>The Seminole Tribe has entered into agreements with 5 parimutuels to serve as marketing agents for the Hard Rock sports book.</p> <p>A launch date has yet to be announced, however, these agreements indicate that HRD is nearing a rollout of their mobile betting product.</p> <p>There are still two outstanding legal challenges to the compact, with court hearings set for November 5th.</p> <p>The ballot initiative to bring more competition to the FL sports betting market continues to gather signatures.</p>	<p>Per compact, sports betting may not commence until Oct 15. Launch could come soon.</p> <p>Nov 5: fed court hearing date.</p> <p>Feb 1, '22 – deadline to collect signatures for ballot initiative.</p>	<p>IDEA will continue to monitor developments in Florida regarding the legal challenges to the compact and ballot initiatives.</p>
INDIANA <i>(iGaming 2022)</i>	<p>The Casino Association of Indiana is putting on a two-day iGaming seminar for lawmakers and regulators next month.</p> <p>UNLV's Center for Gaming Regulation will be leading the seminar. IDEA will be attending and providing content and support.</p>	<p>Week of Nov 1: First draft of iGaming study.</p> <p>Nov 3-4: Lawmaker seminar on iGaming.</p>	<p>IDEA Growth and Casino Association of Indiana are jointly funding an iGaming study.</p> <p>IDEA will participate and support upcoming briefing led by UNLV scholars.</p> <p>Our lobbying team continues to meet with lawmakers during the Fall, leading to the 2022 session.</p>
OHIO <i>(Sports)</i>	<p>Ohio House and Senate lawmakers continue to work out details on the sports betting bill in conference committee.</p> <p>One area of concern is the Senate President now pushing to limit market access to 1 skin per eligible entity (25 entities are in current bill).</p> <p>Our team is engaging with key lawmakers to continue advocating for 2 skins per each of the casinos/racinos.</p> <p>The earliest the legislature could fully approve bill would be week of Nov 8.</p>	<p>Early Nov – Expected final votes on sports wagering bill.</p>	<p>IDEA is engaging with House / Senate lawmakers and coordinating our efforts with other industry lobbyists.</p>

VIRGINIA <i>(iGaming 2022)</i>	<p>Dan Walsh had call with Sen. McPike on Tuesday morning to talk about iGaming. McPike was lead Senate sponsor of the sports betting bill. McPike was quite positive on the concept, saying it is more a question of when iGaming will come to VA then whether it will.</p> <p>Like Del. Krizek, he said it was important that the B&M casinos be on board with it, but he definitely seems interested. Dan also spoke with John Maddox at Caesars, who agreed to start the discussion among the casinos.</p>		<p>McPike and Krizek are supposed to meet this week, and McPike promised to bring up iGaming in the discussion. Dan and John Maddox will continue discussion about B&M casinos in VA. Krizek has raised the possibility of holding an informational hearing on iGaming in the ABC/Gaming Subcommittee in January.</p>
ILLINOIS <i>(iGaming + Sports Amendments)</i>	<p>Late on 10/28 the Illinois legislature approved an omnibus gaming bill that addressed issues related to sports wagering. It is expected that the Governor will sign into law in the coming weeks.</p> <p>Notably, the bill removes the in-person registration requirement, setting it to expire on March 5, 2022. iDEA lead advocacy efforts in Illinois to get this change.</p> <p>The bill also amends the Sports Wagering Act to allow for bets (non-player props) on in-state collegiate teams. However, these bets can only be place at retail sports books (for two years) not online. Again, iDEA was critical towards working with lawmakers provided Rep. Zalewski with the framework for this compromise.</p> <p>Unfortunately, the supplier license language was not fully corrected in the bill. While suppliers are now on a 4-year renewal cycle, they still must pay an annual \$150K after the initial 4-year term. Since this issue wont impact supplier licensees until 2024, we have been made assurances that it can be corrected in a future legislative session.</p>	<p>January 4th --Next legislative session begins.</p>	<p>On 10/20 iDEA sent a letter to Rep. Rita and Sen Cunningham urging them to include a date certain expiration for in-person registration.</p> <p>We have also been sharing language to fix the supplier licensing issue.</p> <p>We continue to have meetings with lawmakers who would like to work with us on iGaming and be champions for it in the legislature in 2022.</p>

Other States iDEA is Monitoring

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MASSACHUSETTS	<p>Based on info we've received from key Senators we do not believe that a sports betting bill will move forward this year.</p> <p>The House passed a bill in late summer but the Senate has not made it a priority, and are focused on other legislative matters.</p> <p>There are several areas of dissention between the House / Senate including: collegiate betting; tax rate; credit card ban; official league data; integrity fees, and market access.</p>	<p>3rd Week in Nov – The legislature will end work for the remainder of the year.</p> <p>January 2022 – Legislature returns to work.</p>	<p>iDEA has been speaking to key Senators including Lesser and Rodrigues, and providing our perspective on several of the outstanding issues.</p> <p>We will continue our advocacy efforts over the fall and winter leading into the 20222 session.</p>

States in Regulatory Process 2021

State	Current Status	Key Dates	iDEA Opportunities
TENNESSEE	<p>Tennessee is changing regulators from the TN Education Lottery to the Sports Wagering Advisory Council (which was established when the law passed to serve in an advisory capacity to the Lottery).</p> <p>The new regulator is undergoing a review and update of the existing rules.</p> <p>Over the past few weeks operators have testified and urged the Advisory Council to remove the 10% hold mandate.</p> <p>Public comments were due on 10/19.</p>	10/19 – comments were due	<p>iDEA issued substantive comments urging the new regulator to eliminate the 10% hold requirement.</p> <p>To read the comments submitted by iDEA, go to the iDEA member portal.</p>
CONNECTICUT <i>(Sports & iGaming)</i>	Full launch of iGaming (two operators) and sports wagering (three operators) began on October 19 th .		iDEA maintains contacts with the regulator should members need counsel.
LOUISIANA <i>(Sports)</i>	<p>Good News! The Department of Revenue rule that we shared in the 09/17 update has been rescinded due to considerable pushback from industry.</p> <p>It is likely that the Department of Revenue will issue a new rule that will align with the federal reporting / withholding standards.</p> <p>On Sept 16th the LGCB released updated rules approved by the Board. They can be found here: http://lgcb.dps.louisiana.gov/regulations_proposed.html</p>	Mid-November launch expected	<p>iDEA remains in communications with the regulator.</p> <p>If you have licensing questions, please contact John Pappas.</p>

<p>MARYLAND <i>(Sports)</i></p>	<p>The MD Lottery approved two more retail locations. Gov. Larry Hogan is calling on the SWARC for swift approval. However, the SWARC has not indicated whether they will also approve.</p> <p>There is clear disconnect between the statute and what the AG believes is permissible when it comes to launch of retail and online betting.</p> <p>We understand there is ongoing policy discussions between the SWARC, MD Lottery and the State AGs office about what type of preferential treatment can be given. The head of the MD Lottery still believes that retail can launch before the end of the year.</p> <p>This is adding additional delays to an already slow-moving process.</p> <p>Additional info on the sports wagering rules/comments and process can be found here: https://www.mdgaming.com/maryland-sports-wagering/</p>	<p>Late Oct – Final regulations expected</p> <p>December – Retail launch of sports betting for 17 named locations</p>	<p>iDEA submitted substantive comments covering several areas of shared concern.</p> <p>iDEA has also reached out to SWARC staff to discuss the timeline for the new disparity and how it will impact the roll-out of online betting.</p> <p>iDEA met with MD Lottery staff at G2E and they expressed concern that SWARC could be taking a more expansive role in approving both retail and online operations, but that they still believe retail can launch before the end of the year.</p>
<p>NEW YORK <i>(Sports)</i></p>	<p>The NYGC released a tax matrix providing tax rates depending on number of operators in the market. The rate ranges from 35% to 64%.</p> <p>Bidders are expected to revise their bids to meet this tax criteria.</p> <p>The NYSC issues this statement on the topic: https://tinyurl.com/c27asvu9</p> <p>We understand that decisions about winning bids could be made in the coming weeks, ahead of the December statutory deadline.</p> <p>Still many outstanding regulatory issues (such as server locations, operations requirements, etc) that have yet to be resolved. So even if awards are given soon, we anticipate several months before operations could be live in New York.</p>	<p>Selection of Applicants before 12/06</p>	<p>We will provide updates to ensure members who need to apply for licenses have the appropriate information.</p>

<p>Ontario, CAN <i>(iGaming)</i></p>	<p>The “Final” AGCO iGaming contract elements will be in place within a week, with the “Final Final” being released no later than November 15th, 2021</p> <p>A decision on whether Sportsbook, Poker and Progressive slot games liquidity can be shared between Ontario and other jurisdictions will not be made before the end of May 2022. If a positive decision is made by the Ontario Government regarding liquidity, it is not likely to be implemented before January 2023. The expectation is that if/when liquidity is approved, it is most likely to be between Ontario and selected U.S states and the United Kingdom, and it will not initially include any liquidity between Ontario and other Canadian Provinces. We recommend that any operators entering the Ontario iGaming market should use financial projections / modelling that assumes no 2022 liquidity from outside the province.</p> <p>We now believe that the official launch date for iGaming in Ontario will be after the Super Bowl (between Feb 15 and the Feb 28).</p>		<p>iDEA’s consultant in Ontario will continue to engage policymakers.</p>
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