

## IDEA Priority States in Legislative Phase 2021

State	Current Status	Key Dates	IDEA Engagement / Opportunities
<b>FLORIDA</b> (Sports + iGaming)	<p>The Seminole Tribe, through Hard Rock Digital, launched mobile sports betting on 11/01.</p> <p>Today, a federal court hearing challenging the tribal compact occurred but no decision will be rendered by the judge.</p> <p>The attorney for the government claims they are not prepared to argue the merits of the case, rather, they believed today's hearing will solely address the issue of standing. The Judge is clearly angered by their lack of preparedness.</p> <p>The ballot initiative to bring more competition to the FL sports betting market continues to gather signatures.</p>	<p>Nov 5: fed court hearing date.</p> <p>Nov 9 – deadline for government to file supplemental briefing</p> <p>Nov 15 – Judge intends to issue a ruling.</p>	<p>IDEA will continue to monitor developments in Florida regarding the legal challenges to the compact and ballot initiatives.</p>
<b>INDIANA</b> (iGaming 2022)	<p>This week iDEA participated in a two-day iGaming seminar sponsored by the Casino Association of Indiana. The discussion was led by the UNLV Department of International Gaming Regulation.</p> <p>Other participants (in-person and virtually) included state lawmakers, legislative staff, state regulators and retail and online casino-industry stakeholders.</p>	<p>Week of Nov 8: First draft of iGaming study.</p>	<p>IDEA served as the F&amp;B sponsor for the iGaming seminar and presented arguments to the group on why state lawmakers should act soon to legalize iGaming.</p> <p>We also met separately with several lawmakers to address their questions and provide a greater understanding of the iGaming industry.</p> <p>IDEA Growth and Casino Association of Indiana are jointly funding an iGaming study.</p> <p>Our lobbying team continues to meet with lawmakers during the Fall, leading to the 2022 session.</p>
<b>OHIO</b> (Sports)	<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 a possible limitation on the number of mobile licenses available.</p>	<p>November – 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>

	<p>On 11/02 iDEA sent a letter to the conference committee encouraging them to retain a multiple skin market and presented information to suggest that more than 30 sportsbook operators would likely seek market access. (See letter in Member Portal).</p> <p>Since lawmakers have missed their stated goals of passing bills multiple times, in a recent interview they said they no longer intend to place deadlines on the timing.</p> <p>It is still our view that a deal can be struck before Thanksgiving.</p>		
<b>VIRGINIA</b> <i>(iGaming 2022)</i>	<p>The Virginia elections on 11/02 creates a lot of uncertainty about the future of iGaming expansion. Both the Governor and the Virginia House of Delegates went from Democrat to Republican.</p> <p>Dan Walsh has provided an analysis of the situation which can be accessed via the <a href="#">member portal</a></p>		<p>iDEA will continue engagement with lawmakers and key stakeholders.</p>
<b>ILLINOIS</b> <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 4<sup>th</sup> --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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<b>MASSACHUSETTS</b>	<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>3<sup>rd</sup> 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 2022 session.</p>

## States in Regulatory Process 2021

State	Current Status	Key Dates	iDEA Opportunities
<b>TENNESSEE</b>	<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>
<b>CONNECTICUT</b> <i>(Sports &amp; iGaming)</i>	Full launch of iGaming (two operators) and sports wagering (three operators) began on October 19 <sup>th</sup> .		iDEA maintains contacts with the regulator should members need counsel.
<b>LOUISIANA</b> <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 16<sup>th</sup> the LGCB released updated rules approved by the Board. They can be found here: <a href="http://lgcb.dps.louisiana.gov/regulations_proposed.html">http://lgcb.dps.louisiana.gov/regulations_proposed.html</a></p>	Early December launch expected	<p>iDEA remains in communications with the regulator.</p> <p>If you have licensing questions, please contact John Pappas.</p>
<b>MARYLAND</b> <i>(Sports)</i>	<p>This week the SWARC chose not to approve licensing of the 5 retail sportsbooks that have already received review and approval by the MD Lottery.</p> <p>Instead, they are asking these entities and the other named entities (17 total) to provide information on their ownership structures. The</p>	November – Updated regulations expected	<p>iDEA continues to monitor activity of the SWARC and MD Lottery and also communicates with these bodies as needed.</p> <p>iDEA submitted substantive comments on the proposed regulations covering several areas of shared concern.</p>

	<p>SWARC is pushing to learn whether any of these entities have woman/minority ownership/investors.</p> <p>In reaction to the SWARC decision to delay, the MD Lottery announced that it is now hoping to launch retail betting in early 2022 (ahead of the Super Bowl).</p> <p>There is a disconnect between the Governor's office, which wants to launch retail ASAP and the Attorney General's office, which remains concerned about providing gender/racial equity for the sports betting industry.</p> <p>Additional info on the sports wagering rules/comments and process can be found here: <a href="https://www.mdgaming.com/maryland-sports-wagering/">https://www.mdgaming.com/maryland-sports-wagering/</a></p>		
<b>NEW YORK</b> (Sports)	<p>The NYSGC will hold a meeting on 11/08 when it is expected that they will announce the winning bids for platforms/operators. They will also approve final regulations.</p> <p>Full meeting agenda: <a href="https://www.gaming.ny.gov/pdf/11.8..21%20GCMeetingNotice.pdf">https://www.gaming.ny.gov/pdf/11.8..21%20GCMeetingNotice.pdf</a></p> <p>Many believe that up to 10 operators will be selected which will keep the tax rate near 50%.</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>	11/08 – Announcement of winning bids, approval of rules.	We will provide updates to ensure members who need to apply for licenses have the appropriate information.
<b>Ontario, CAN</b> (iGaming)	<p>The most recent update to the AGCO / IGO terms and conditions for contract are raising a number of concerns by potential applicants for Gaming Licenses.</p> <p>In short, the "light touch" approach to registration is being replaced by some significantly more complicated language terms and conditions.</p>	Late February – Likely launch date for iGaming/Sports	<p>IDEA's consultant in Ontario will continue to engage policymakers.</p> <p>We will create a more detailed update with the relevant sections/comments on the contract for distribution to members soon.</p>

	<p>Some of these terms and conditions may require some operators to in effect create entirely new business entities in which to separate the historical operations of the company from future operations under the AGCO / IGO licensing regime. This will be time consuming and costly.</p> <p>We believe that the official launch date for iGaming in Ontario will be after the Super Bowl (between Feb 15 and the Feb 28).</p>		
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