

IDEA Priority States in Legislative Phase 2021

State	Current Status	Key Dates	IDEA Engagement / Opportunities
FLORIDA (Sports + iGaming)	<p>On 11/05, a federal court hearing challenging the tribal compact occurred but no decision will be rendered by the judge.</p> <p>The judge gave the government attorneys who are defending the compact until 11/09 to file supplemental briefs since they were unable to articulate a defense during the 11/05 hearing.</p> <p>A summary of the govt's arguments can be found here.</p> <p>The judge is expected to issue her decision next week.</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>
INDIANA (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&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>
OHIO (Sports)	<p>Ohio House and Senate lawmakers continue to work out details on the sports betting bill in conference committee, but other legislative priorities have overtaken sports betting. See member portal for a complete Ohio Update.</p>	<p>December – if legislation is to pass it will be post-Thanksgiving break.</p>	<p>iDEA is engaging with House / Senate lawmakers and coordinating our efforts with other industry lobbyists. 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</p>

			sportsbook operators would likely seek market access. (See letter in Member Portal).
VIRGINIA <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 member portal.</p>		iDEA will continue engagement with lawmakers and key stakeholders.
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>	January 4 th --Next legislative session begins.	<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 2022 session.</p>
ARKANSAS	<p>It is being reported that next week the state regulator will vote on a rule change that will permit state-wide mobile sports betting offered through the state's 3 existing casinos.</p> <p>This has the potential to allow for mobile operators to be up and running as soon as February.</p> <p>Details on the rule change, or rules to govern mobile betting have not yet been obtained by iDEA.</p>	<p>November 18 – Arkansas Racing Commission expected to meet.</p>	<p>iDEA has reached out to Arkansas Racing Commission to get more details on this report.</p> <p>Of interest are the details of regulatory requirements for mobile betting and also whether casinos will be able to partner with multiple online operators.</p>

States in Regulatory Process 2021

State	Current Status	Key Dates	iDEA Opportunities
TENNESSEE	<p>The Sports Wagering Advisory Council, which has taken over the regulatory reins for sports betting, met on 11/05 and 11/09.</p> <p>Even though the SWAC has received push back on the 10% hold mandate, they seem unwilling to abandon it all together and have asked for additional input on how it could amend the hold requirement rather than simply eliminate it.</p> <p>The committee discussed three potential solutions going forward:</p>	<p>10/19 – comments were due</p>	<p>iDEA issued substantive comments urging the new regulator to eliminate the 10% hold requirement and will continue to engage to provide recommendations.</p> <p>To read the comments submitted by iDEA, go to the iDEA member portal.</p>

	<ul style="list-style-type: none"> -Keep the rule as it is and impose an annual penalty on any operators that don't meet the Tennessee sports betting minimum 10% hold. -Change the rule to the proposed version which fines operators on a quarterly basis. -Find an alternate solution to the issue, like a biannual review. 		
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>	Early 2022 launch expected	<p>iDEA remains in communications with the regulator.</p> <p>If you have licensing questions, please contact John Pappas.</p>
MARYLAND <i>(Sports)</i>	<p>The MD Lottery will be submitting an updated set of regulations with non-substantive changes either in December or early January.</p> <p>Any substantive changes have to go through the normal regulation approval process which typically takes around 3 months post Commission approval.</p> <p>The Lottery currently accepts requested regulation changes from the casinos once a year for review and we suspect that this will also be the policy for Sports Wagering licensees.</p> <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>December/January – Final regulations expected</p> <p>January 15 – Regs made permanent</p>	<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>Instead, they are asking these entities and the other named entities (17 total) to provide information on their ownership structures. The 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: https://www.mdgaming.com/maryland-sports-wagering/</p>		
NEW YORK <i>(Sports)</i>	<p>The NYSGC announced winning bidders for mobile sports wagering on 11/08. A total of nine operators were selected and the prescribed tax rate is set at 51%.</p> <p>List of approved operators can be found here.</p> <p>Server locations are still being resolved, and will be a critical element for a timely launch. Also, as of right now, the Commission has not announced a “date certain” for launch (soft or full) and it is unclear whether they will.</p> <p>There were technical difficulties for the Commission meeting, therefore only audio is available as an archive.</p> <p>The Commission also finalized the mobile sports wagering rules and regulations. They can be found here.</p>	<p>Super Bowl – Stated goal that mobile sports wagering will be operational.</p>	<p>We will continue to gather information from the Commission and policymakers and share that with you.</p>

<p>Ontario, CAN <i>(iGaming)</i></p>	<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> <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>	<p>Late February – Likely launch date for iGaming/Sports</p>	<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>
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