

iDEA Priority States in Legislative Phase 2021

State	Current Status	Key Dates	iDEA Engagement / Opportunities
Florida (sports and iGaming)	<p>On August 6, the Seminole compact with the state of Florida was deemed approved by the US Dept of Interior.</p> <p>There has already been a legal challenge filed on the Seminole Compact. It has been reported that at least 2 more legal challenges expected soon. This has potential to delay Oct launch of sports betting by Seminole tribe.</p> <p>Recently, several political action committees established that seek to get language on ballot. One led by DraftKings and FanDuel to allow for statewide mobile sports betting (not controlled by the Seminole) another sponsored by Las Vegas Sands to help them secure a land-based casino and a 3rd is being supported by a local Pari-Mutuel, but its purpose is not clearly defined.</p>	<p>Per the compact, sports betting could not commence until Oct 15, 2021.</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>iDEA organized meeting with Senator Jon Ford at the NCLGS conference. Senator Ford is the lead iGaming in the Indiana legislature.</p> <p>The Senator wants iDEA to continue briefing lawmakers and producing info/research to argue support of iGaming legislation for the 2022 session.</p> <p>The chief fiscal analyst for the Speaker of the House has outlined key areas where they are seeking iGaming data:</p> <ul style="list-style-type: none"> • Optimal tax rates; if different than land-based, why? • Tax revenue projections based on various tax rates • Data on cannibalization 	<p>August 23 – Senate iGaming Briefing</p> <p>Make determination on study in coming weeks.</p>	<p>iDEA will be helping to lead (along with the state casino association) an iGaming briefing for key Senators later this month that will correspond with a Senate fundraising event.</p> <p>We have spoken to a firm about providing an analysis along the lines of what the Speaker has asked for and are connecting with the Casino Association of Indiana about sharing in the cost.</p>
Ohio (Sports)	<p>iDEA organized briefing with Ohio Casino Control Commission at NCLGS. During hour-long session we discussed regulatory process and how iDEA can be a resource to them.</p> <p>Should a law pass in the early Fall, OCCC anticipates 4 month (best case) to 8 month (worst case) regulatory process until market launch.</p> <p>They're already creating framework for regulation and have promised to share details with iDEA and will want our members input.</p>	<p>September – Ohio legislature returns to work.</p>	<p>iDEA will spend the summer recess engaging with House lawmakers and discuss possible changes to improve the bill before they return to session.</p> <p>We are coordinating our efforts with other industry lobbyists.</p>

Virginia (iGaming 2022)	<p>Virginia will be issuing 6-7 more sports betting licenses, per recently-enacted technical corrections legislation.</p> <p>The application period for those licenses will be May 15-31; however, companies should consult with VA Lottery in advance of applying. More info here: https://www.valottery.com/aboutus/casinosandsportsbetting</p> <p>Minority participation will be a factor as VA Lottery considers applications.</p>	<p>May 15-31 operator application process</p>	<p>iDEA will continue to monitor for any other regulatory updates related to this new law and will communicate directly with the VA Lottery.</p> <p>iDEA (Dan Walsh) recently met with staff for Del. Sickles, the lead sponsor of the sports betting bill, to ask about Sickles' sponsoring iGaming legislation in the next Congress. Sickles is considering it.</p> <p>We are developing a "next steps" approach to provide Sickles with more information about the benefits of iGaming regulation.</p>
Illinois (iGaming & Sports Amendments)	<p>In May the House passed an omnibus gaming bill that sought to address issues related to the existing sports wagering law. The Senate did not take action on that bill.</p> <p>The next opportunity for the Senate to consider gaming legislation will be in the Fall veto session.</p>	<p>October – Veto Session</p>	<p>John Pappas met with Rep. Zalewski at NCLGS and he is encouraging iDEA to engage this Fall on iGaming.</p> <p>iDEA has retained a local lobbyist to guide our efforts on iGaming education as well as pushing for legislative fixes to the sports wagering law related to suppliers and collegiate betting.</p> <p>John Pappas will be meeting with key lawmakers at a fundraising event in September.</p>

Other States iDEA is Monitoring

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Massachusetts	<p>On 07/22 the House passed H 3977 an amended sports wagering bill that adopts provisions from several other bill that have been considered.</p> <p>The bill it creates 3 categories for licenses. Cat 1 (Casinos) would have 3 mobile brands, Cat 2 (OTB/Live Horse Tracks) would have 1 online brand, and then Cat 3 appears to be an untethered mobile license.</p> <p>Other notable items include:</p> <ul style="list-style-type: none"> • Tax: 12.5% retail; 15% mobile; 1% tax paid to MA pro sports team facilities; can deduct promo play and fed excise taxes from AGR • Fees: \$100k application fee; \$5m for 5-year license; Cat 3 licensees pay an additional \$1m annual fee • Official league data requirement is included for tier 2 wagers • Requires a study to look at the feasibility of sports wagering kiosks at retail locations such as bars and restaurants and also a study to evaluate awarding licenses to sports teams. <p>The bill will now be sent to the Senate; however, it is likely that the Senate will pass a different version from the House which will necessitate a Conference Committee to convene and hash out the differences between the bills.</p> <p>The Senate has not given clear guidance on when they will take up the issue, but it probably will not be until September.</p>		<p>iDEA has engaged with lawmakers, but has not formally engaged through a local lobbyist.</p>

States in Regulatory Process 2021

State	Current Status	Key Dates	iDEA Opportunities
Arizona	<p>ADG accepted applications for sports wagering operators on August 9th and they will be awarding provisional licenses by the 16th.</p> <p>Supplier licenses are accepted on a rolling basis; however, it would be advisable to submit applications ASAP to ensure approval ahead of the proposed launch date (Sept 9th).</p> <p>iDEA understands that the “ancillary supplier” (which captures a majority of vendors) is substantial and requires more disclosure than is typical in other jurisdictions.</p> <p>The ADG has announced that they will hold weekly meetings for Sports Wagering Operators where they will address industry questions. Should you be interested in submitting questions, or getting info on how to participate in the sessions please contact John Pappas.</p>	<p>08/16 ADG to awards licenses (provisional)</p> <p>08/18, 08/25, 09/01 dates for Q/A sessions with ADG.</p> <p>Sept 9 – proposed launch date</p>	<p>iDEA will remain engaged in communicating with the ADG and providing information to members on the licensing process.</p>
Maryland (Sports)	<p>The state legislative oversight committee has approved the draft rules. Soon the rules will be published in the Maryland Register and will be subject to 30-day comment period. A timetable has not yet been set.</p> <p>During this period the MD Lottery will hold a stakeholder meeting to receive input from the industry.</p> <p>The DRAFT rules can be accessed via this link: https://www.mdgaming.com/maryland-sports-wagering/sports-wagering-regulations/</p> <p>License applications are not yet available, but the state regulator has useful info about licensing available on this page: https://www.mdgaming.com/maryland-sports-wagering/sports-wagering-licensing/</p>	<p>A 30 day comment window on the regulation will be established soon.</p>	<p>iDEA will share info on the rule making process and be in a position to provide input to regulator.</p>

New York (Sports)	<p>The RFA application deadline closed on August 9th. A list of bidders and redacted applications can be found here: https://www.gaming.ny.gov/pdf/Submission%20Material%208.13.2021.pdf</p> <p>We also understand that the NYSGC has been selectively reaching out to potential sports wagering operators for input on the proposed rules, however, to date, this has been a closed process.</p> <p>The RFA and corresponding regulations can be found here: https://tinyurl.com/6dwu9tcm</p>	<p>NYSCG applicant interviews begin 09/01</p> <p>Selection of Applicants before 12/06</p>	<p>We are seeking clarity on how the NYSGC will be accepting comments on the proposed rules.</p>
Wyoming	<p>State regulator issued rules for public comment. The rule set #5 can be found here: https://gaming.wyo.gov/sports-wagering</p> <p>The rules draw from several states including CO, MI and IA.</p> <p>There is a 45 day comment window.</p>	<p>Rules comments due in late July.</p> <p>Aiming for Sept launch.</p>	<p>iDEA does not intend to issue comments on the rules. We were involved in the stakeholder meetings and also provided input directly to the regulator.</p> <p>Should any iDEA members have an issue you'd like to see the organization raise through formal comment process please contact us.</p> <p>iDEA has spoken with the regulator. He wants to be "a sponge" and welcomes as much info as industry would like to provide. If any members would like to connect, please contact John Pappas.</p> <p>iDEA participated in previous stakeholder meeting and is included in further review of regulations.</p>
Ontario, CAN (iGaming)	<p>The OLG is lobbying the Finance Ministry for higher revenue shares (i.e. tax rates) for sports betting and iGaming – perhaps 25% for iGaming as opposed to the 18% discussed previously.</p> <p>The likely persistence of the gray market beyond the launch of the regulated market remains an ongoing threat to the potential of the regulated market</p>	<p>AGCO is accepting comments on the draft sports betting regulations through August 18th</p>	<p>iDEA will likely send a letter to the Ministry of Finance explaining why a reasonable tax rate will yield a more successful market and ultimately more revenue for the province.</p> <p>iDEA may send a letter to the Attorney General, Finance Minister and AGCO suggesting steps those agencies can take to promote the regulated market and thwart the gray market once the regulated market launches.</p>