



STAFF AGENDA MEMORANDUM

DATE OF MEETING: April 27, 2023

AGENDA ITEM: 2022 Promotional Play Report – Sports Wagering

PRESENTER: James Nielsen, Deputy Director / COO

ISSUE SUMMARY: In accordance with COMAR 36.10.13.39G, each sports wagering licensee is required to submit a report of its use of free promotional play during the prior fiscal year and recommend any adjustment to the limitation on free promotional play established in regulation. Current regulation COMAR 36.10.13.39F states that through the first full fiscal year of each sports wagering licensee’s operations, a licensee’s proceeds exclude all free promotional play issued by the licensee and used by bettors to make a sports wager. After the first full fiscal year of a sports wagering licensee’s operations, free promotional play issued by the licensee and used by bettors to make sports wagers may not exceed a percentage of the licensee’s proceeds received in the prior fiscal year that equates to 20% of total sports wagering proceeds that the sports wagering licensee generated in the prior fiscal year. The promotional play reports can be found on the MLGCA shared drive under commission reports (Nielsen Confidential).

The reports submitted by the sports wagering licensees provide the following:

<u>Sports Wagering Facility Licensees</u>	<u>Recommendation</u>
MGM National Harbor Casino	No change
Live! Casino	No change
Hollywood Casino	No change
Horseshoe Casino	No change
Ocean Downs Casino	No change
Bingo World	No change
Greenmount Station OTB	No change
Long Shot’s	No change
Riverboat on the Potomac	No change

<u>Mobile Sports Wagering Licensees</u>	<u>Recommendation</u>
BetMGM	No change
Live! Casino	No change
DraftKings	No change
Hollywood Casino	No change
Caesars	No change
Bingo World	No change
Riverboat on the Potomac	No change

COMMISSION ACTION REQUIRED/REQUESTED: The Commission may direct staff to adjust in regulation the amount of free promotional play that is excluded from taxable proceeds or take no action and leave the rate at 20%.

STAFF RECOMMENDATIONS: Staff recommends the Commission take no action and leave the rate at 20%.