



**STAFF AGENDA MEMORANDUM**

**DATE OF MEETING:** April 25, 2024

**AGENDA ITEM:** 2023 Promotional Play Report - Sports Wagering

**PRESENTER:** James Nielsen, Deputy Director / Chief Operating Officer

**ISSUE SUMMARY:** In accordance with COMAR 36.10.13.39.G, 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 36.10.13.39.F states that through the first full fiscal year of a sports wagering licensee’s operations, a licensee’s proceeds exclude money given away by the licensee as free promotional play and used by bettors to make a sports wager. After the first full fiscal year of a sports wagering licensee’s operations, the amount of money given away as free promotional play in a fiscal year 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 recommendations:

<u>Retail Sports Wagering Licensees</u>	<u>Recommendation</u>
MGM National Harbor Casino	No change
Live! Casino	No change
Hollywood Casino	No change
Horseshoe Casino	0%
Ocean Downs Casino	No change
Bingo World	No change
Greenmount OTB	No change
Long Shot’s	No change
Riverboat on the Potomac	No change
Maryland Stadium Sub	No change
Canton Gaming – Towson	No change
Canton Gaming	No change
Whitman Gaming	No change

<u>Mobile Sports Wagering Licensees</u>	<u>Recommendation</u>
BetMGM	No change
Live! Casino	No change
DraftKings	100%
Hollywood Casino	No change
Caesars	30%
Bingo World	100%
Riverboat on the Potomac	No change
Long Shot’s	20%
Superbook	No change
Maryland Stadium Sub	No change
Crab Sports	No change
Greenmount OTB	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%.