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For more information on Michigan's gaming industry, please visit www.michigangaming.com

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The _____ MICHIGAN GAMING _____ Newsletter



MICHIGAN TRIBES HAVE NOW RE-OPENED SEVERAL CASINOS— MORE TO FOLLOW

Several Michigan Tribes have announced that they have already re-opened their casinos, and additional tribal casinos are opening within the next two weeks. As of today, the following Michigan tribal casinos are open:

- Island Casino Resort
- Lac Vieux Desert's Northern Waters Casino Resort
- Odawa Casino Mackinaw and Odawa Casino Petoskey
- Leelanau Sands Casino and Turtle Creek Casino & Hotel, both operated by the Grand Traverse Band, opened May 29;
- Soaring Eagle Casino, Soaring Eagles Landing Casino, and Soaring Eagle Slot Palace Casino, all operated by the Saginaw Chippewa, opened to select guests May 29 and to the public on June 1;
- FireKeepers Casino, operated by the Potawatomi, opened June 1;
- Little River Casino, operated by Little River, opening June 1;

Additionally, several other tribal casino operations have announced reopening dates:

- Gun Lake Casino will reopen June 8th;
- Bay Mills Casino will reopen June 12th;
- Kewadin Casinos will reopen on June 12th (all five casinos in Sault Ste Marie, Hessel, St. Ignace, Christmas, and Manistique);
- Four Winds Casino will reopen on June 15th (subject to approval by the Pokagon Tribal Gaming Commission and in consultation with the National Indian Gaming Commission);

The Ojibwa Casinos in Baraga and Marquette Michigan have not yet announced dates for reopening.

All of the tribal casinos have implemented or are implementing safety measures

such as temperature checks for guests and employees, requirements for face masks, increased spacing between slot machines and gaming positions, and enhanced cleaning plans.

Michigan's commercial casinos have not yet announced any projected opening dates.

DRAFTKINGS PARTNERS WITH BAY MILLS RESORT & CASINO TO PROVIDE SPORTS BETTING ONLINE

Yesterday, DraftKings Inc. announced it is partnering with Bay Mills Resort & Casino to enter into a new market access deal, subject to the receipt of all applicable licenses and approvals, that will bring its mobile sportsbook to sports fans across the State of Michigan. The DraftKings Sportsbook mobile app is currently available in Colorado, Indiana, Iowa, New Jersey, New Hampshire, Pennsylvania and West Virginia. Headquartered in Boston, and launched in 2012 by Jason Robins, Matt Kalish and Paul Liberman, according to its press release, DraftKings is the only U.S.-based vertically integrated sports betting operator. DraftKings is a multi-channel provider of sports betting and gaming technologies, powering sports and gaming entertainment for 50+ operators across more than 15 regulated U.S. and global markets.

"Through a commitment to provide customers with a premier sports betting experience, DraftKings is happy to partner with Bay Mills Resort & Casino," said Ezra Kucharz, DraftKings' Chief Business Officer. "The Great Lakes State presents a number of gaming opportunities and we look forward to collaborating with Bay Mills to provide residents with the best-in-class experience DraftKings is known for."

In a DraftKings-led consumer study of Michiganders who expressed interest in online sports betting, over a third had already actively placed a legal bet via mobile by traveling either to another state or internationally where permitted. Another 55 percent had never made an online wager before, demonstrating potential among

casual bettors upon market entry. As sports across the United States return, DraftKings Sportsbook will provide consumers with an innovative, immersive, and entertaining gaming experience.

In addition to mobile and online sportsbook access, the partnership will also allow Michigan sports fans to place sports bets in person at a retail betting location at Bay Mills Resort & Casino. Michigan is the seventh state to announce a DraftKings-branded retail sportsbook, joining Colorado, Iowa, Mississippi, New Hampshire, New Jersey and New York. The retail sportsbook partnership is subject to adoption of applicable regulations and both parties securing necessary gaming licenses and other requisite approvals.

"We are excited about our new partnership with DraftKings," said Bryan Newland, Tribal Chairman for the Bay Mills Indian Community. "Expanding on what entertainment options we can offer at Michigan's longest operating gaming facility is always our goal. Our new on-site DraftKings Sportsbook will be one more great reason for Michiganders to vacation with us in the Upper Peninsula."

More information on DraftKings Sportsbook and its daily fantasy products are available at www.draftkings.com.

More information on Bay Mills Resort & Casino is available at www.baymillscasinos.com.

AGA RELEASES 2020 STATE OF THE STATES REPORT: MICHIGAN GAMING INDUSTRY ACCOUNTS FOR OVER 37,000 JOBS

Yesterday, the American Gaming Association ("AGA") issued its annual State of the States Report. On its website, the AGA provides a detailed state by state analysis of the positive impact the gaming industry has on communities. For Michigan, the AGA reported that the commercial and tribal casinos had an economic impact totaling \$6.8 Billion and

supported 37,911 jobs in the state. The casinos generated tax and revenue sharing payments totaling over \$1.3 Billion with gross gaming revenue of \$2.87 Billion.

On a national perspective, it is clear that the gaming industry has become a major economic contributor in our country. The AGA noted “Not only did annual commercial casino revenue hit a new high in 2019, but direct commercial gaming tax revenue generated more than \$10 billion for state and local governments for the first time ever. This is a 4.1 percent increase from 2018 and does not account for the billions more in sales, income, and other taxes from gaming. The \$10.2 billion in taxes benefit the states and communities in which casinos operate by funding education initiatives, health insurance programs, infrastructure and economic development projects, responsible gaming programs, and more. State-by-state breakdowns of the distribution of gaming taxes can be found in the report.”

According to the AGA announcement the “*State of the States 2020* is the definitive economic analysis of the U.S. commercial casino industry and its significant economic impact in the 25 U.S. states with commercial gaming operations. For each of the 25 jurisdictions, the report analyzes gaming revenue and gaming taxes generated by commercial casino locations for the calendar year 2019. The report provides a breakdown of the legality of types of gaming and the number of casinos by state, summarizes major gaming policy discussions, and previews opportunities and challenges for the industry. AGA’s [State of Play map](#) provides the report findings in an easy-to-use, interactive tool.”

Copies of the Report are available at the following link: <https://www.americangaming.org/resources/state-of-the-states-2020/>

GUN LAKE REVENUE SHARING TOPS \$7.9 MILLION

This week, the Match-E-Be-Nash-She-Wish Band of Pottawatomis Indians (“Gun Lake Tribe”) issued

a press release and announced details of its spring revenue sharing payments. The State of Michigan received \$4,419,006 and the local revenue sharing board received \$2,209,503. GLIMI, an economic development entity, received \$1,325,702. The figures are calculated from electronic gaming revenues reported from October 1, 2019 to March 31, 2020.

The Gun Lake Tribe has now shared \$144,291,552 with state and local governments over nineteen (19) distributions. Of this total, more than \$95 million has been shared with the State of Michigan, which directs the payments to the Michigan Economic Development Corporation. The MEDC in turn awards grants to businesses to invest in Michigan and create jobs.

The Local Revenue Sharing Board receives and administers the semi-annual payments. The gaming compact prescribes mandatory funding to local municipalities for: costs incurred due to the operation of the casino; public safety services; and replacement of tax revenue. The Board established by-laws to govern the distribution process. The local payments are made under terms of the gaming compact independent of gaming exclusivity.

“This is the most important revenue sharing distribution we have ever made because it comes at a time when all units of government are dealing with terrible financial impacts due to the global pandemic,” said Bob Peters, Chairman of the Gun Lake Tribe. “The next revenue sharing distribution will suffer a dramatic loss due to the casino closure, followed by limited operations upon reopening.”

The Gun Lake Casino announced that it will reopen to the public on June 8, 2020. The Casino closed on March 16, and when it reopens there will be limited slot machines and table games to adhere to social distancing and other safety plans. Non-gaming amenities such as the Harvest Buffet will remain closed until further notice. The loss of revenue has negatively impacted the Tribe, its employees, and many local municipalities.

The Tribe recently commissioned an economic

impact study that revealed the tribal government, Gun Lake Casino and other subsidiaries contributed \$1.5 billion to Michigan's economy in the first seven years of gaming operations. In total, the Tribe employs nearly 1,300 individuals within the government, gaming and investment operations. The Tribe's annual direct payroll is over \$48 million. Another \$36 million is spent by the Tribe annually on goods and services that are purchased from Michigan-based companies.

The Tribe's construction of the Gun Lake Casino, as well as numerous government facilities, resulted in a total construction budget of \$236 million. This construction activity contributed \$142 million to Michigan's economy and created 1,439 construction jobs.

MGCB MEETING AGENDA

The next Michigan Gaming Control Board (MGCB) meeting will be held on June 8, 2020 at 9:30 a.m. MGCB meetings are open to the public and are conducted regarding licensing, regulation, and conduct of casino gaming in the state of Michigan. During the upcoming meeting, topics to be discussed are as follows:

- Recommendations from casino operators regarding level 1 and level 2 occupational license applications
- Decisions for pending supplier applications and renewal requests for licenses
- Considering suitability of new key persons for Ainsworth Game Technology, Inc. and Greektown Propco LLC
- Considering recommendations for decisions for violation of casino and occupational licenses

To read the full agenda, click [here](#). Join the next meeting via Microsoft Teams Live on June 8, 2020 at 9:30 a.m. EST.

MICHIGAN BASED NEOPOLLARD INTERACTIVE NOMINATED FOR E-GAMING REVIEW AWARD

This week, Lansing, Michigan based NeoPollard Interactive, LLC announced that it has been

nominated for the "Lottery Supplier of the Year" award by eGaming Review ("EGR") as part of the upcoming 2020 B2B Awards. NeoPollard noted that it currently is supplying 50% of the online lotteries based in the United States generating an average of 345% higher sales per capita than programs offered by its competitors in other U.S. markets, and accounting for approximately 70% of total iLottery revenues in the country.

"NPi is very pleased with the industry-leading results our lottery customers have achieved," said Liz Siver, General Manager of NeoPollard Interactive. "These lotteries were among the first in the U.S. to demonstrate that iLottery is a sustainable and incremental revenue channel. We're honored to be a partner in their success as we continue to set the benchmark for high performing digital solutions that generate critical state beneficiary funding."

Liz continued, "We are particularly proud to be able to support our iLottery customers in these unprecedented times. At the onset of the current health crisis, some lotteries cited significant losses to their retail sales and player bases. By leveraging NPi's technology and Customer Engagement Marketing services, our customers were able to mitigate shortfalls, as the iLottery channel saw over 200% growth in new players and 80% gains in net gaming revenue. We believe iLottery will continue to transform the industry and we are privileged to be recognized as a leading supplier with this nomination."

The EGR B2B Awards will be made virtually through a digital ceremony occurring from July 21 -23, 2020. A total of 39 awards will be presented over the three-day event, which will also feature a series of live online content that will address challenges the industry is currently facing.

GAMING IN CRISIS: THE PATH BACK WEBINAR SERIES CONTINUES WITH "REOPENING REALITIES: CAUTIOUS CELEBRATION & PLANNING FOR THE FUTURE"

A panel discussion is scheduled for June 11th as

part of the ongoing www.casinowebinar.com "Gaming in Crisis: the Path Back" series that is being presented by RMC, The Innovation Group ("TIG"), and Global Gaming Business Magazine ("GGB"). The next webinar is "Reopening Realities: Cautious Celebration and Planning for the Future" and will be moderated by Robert Russell of RMC and will include the following three speakers:

- Mark Birtha, President, Hard Rock Hotel and Casino Sacramento at Fire Mountain
- Kathy George, Chief Executive Officer, FireKeepers Casino Hotel
- Luann Pappas, Chief Executive Officer, Scarlet Pearl Casino Resort

The focus of the upcoming webinar, the sixth in the series, will be on the next steps now that more than half of the American casinos have reopened or have dates for reopening. The webinar will seek to provide members of the gaming industry with a reality check. "While some local and tribal casinos may have experienced great business and long lines, questions still remain about the long-term recovery and the related tourism amenities that often drive a casino resort. At this session, the speakers who already have reopened will explain how they prepared and what they experienced, along with how they plan to retain and build new business going forward", noted Robert Russell, the moderator of the panel discussion.

Regulatory Management Counselors, The Innovation Group, and *Global Gaming Business Magazine*, have combined their gaming industry expertise and perspective to present the Gaming in Crisis webinar series in a way that is designed to help gaming companies, operators, manufacturers and suppliers, executives, employees, investors and customers navigate the "new normal" as the world struggles through and emerges from the devastating effects of the coronavirus pandemic. Throughout this series, the **Gaming in Crisis** webinars have analyzed and charted the recovery path for each segment of the industry. The webinars are **free and open to all participants** of the industry simply by registering to attend.

The entire "Gaming in Crisis: The Path Back" series of webinars is available for free at www.casinowebinar.com and includes all of the following topics:

- Webinar 1: Beyond CARES: How the Relief Bill Helps the Industry and Employees and Where it May Fall Short;
- Webinar 2: Taking Care of Business: Difficult Decisions Ahead
- Webinar 3: Tribal Troubles: How Indian Gaming Will Rebound
- Webinar 4: Moving Forward: iGaming in the COVID-19 Era
- Webinar 5: Design Changes: What Will a Casino Resort Look Like in the Wake of COVID-19?