Gaming Law Section

“Update on Gaming Law”
Thursday - July 9, 2015
10 AM to Noon
Meeting Agenda

1. Call to Order.
2. Section Financials and Projects completed during the 2014-2015 year.
3. Section Chair Award presented to Chair by Vice Chair or other Officer Present.
5. Section Officers Nominated to Begin Serving August 1, 2015.
   **ANNOUNCEMENT**: Any section member who is interested in being nominated to serve on the section leadership committee of your section, please contact René Garner at the MS Bar. Section nominations will be made in December 2015 for the 2016-2017 bar year.
6. Pass around the Attendance Roster for all meeting attendees to sign.
   **ANNOUNCEMENT**: Registrants, please make sure you leave your CLE attendance form on the table as you leave this meeting room or turn in your forms at the Bar’s registration desk if you wish to get CLE credit.
7. Introduction of the Speaker(s).
8. Speaker Begins Program.
9. Hand out drink tickets for the reception.
10. Adjourn for Bloody Mary reception sponsored by the Sections of The MS Bar.
# Section Financials

<table>
<thead>
<tr>
<th>Gaming Law Section Financials as of 6-15-15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Beginning Balance as of 8/1/14</strong></td>
</tr>
<tr>
<td><strong>Income</strong></td>
</tr>
<tr>
<td>Dues (56 @ $15)</td>
</tr>
<tr>
<td>Seminar Income</td>
</tr>
<tr>
<td><strong>Total Beginning Balance plus Income</strong></td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
</tr>
<tr>
<td>Lunch for Section Orientation Meeting</td>
</tr>
<tr>
<td>August List Serve</td>
</tr>
<tr>
<td>September List Serve</td>
</tr>
<tr>
<td>October List Serve</td>
</tr>
<tr>
<td>December List Serve</td>
</tr>
<tr>
<td>Section Chair Award</td>
</tr>
<tr>
<td>Seminar Expense</td>
</tr>
<tr>
<td>Admin. Fees</td>
</tr>
<tr>
<td><strong>Total Expenses to Date</strong></td>
</tr>
<tr>
<td><strong>Balance as of 6-15-15</strong></td>
</tr>
</tbody>
</table>
2015 – 2016
Executive Committee

Chair
Scott Hollis

Vice Chair
Jay McDaniel

Secretary
Tara Ellis

Past Chair
Mike Bruffey

Member at Large (8/2014-7/2016)
Cathy MacKenzie

Member at Large (8/2014-7/2017)
Ryan O'Beirne

Member at Large (8/2015-7/2018)
Anthony Del Vescovo

APPROVE
ANNOUNCEMENT: Any section member who is interested in being nominated to serve on the section leadership committee of your section, please contact René Garner at the MS Bar. Section nominations will be made in December 2015 for the 2016-2017 bar year.
ANNOUNCEMENT: Registrants, please make sure you leave your CLE attendance form on the table as you leave this meeting room or turn in your forms at the Bar’s registration desk if you wish to get CLE credit.
Gaming Law Section

“Update on Gaming Law”
Thursday - July 9, 2015
10 AM to Noon
Introductions

Representative Richard Bennett,
Gaming Committee Chairman,
Mississippi House of Representatives

Representative Scott DeLano,
Mississippi House of Representatives

Senator Josh Harkins
Mississippi State Senate

Senator Sean J. Tindell
Mississippi State Senate

Jay McDaniel, Deputy Director,
Mississippi Gaming Commission
40 States Have Authorized Gaming

The Proliferation of Gaming Continues as Plain Ridge Slot Parlor opens Making Massachusetts 40th state to operate gaming facilities.


Image of Casino Floor Plan
Mississippi Gaming Numbers
Year End 2014
# MGC General Conclusions and Specifics for 2014

<table>
<thead>
<tr>
<th>Region</th>
<th>Year End 2014</th>
<th>Year End 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>North River Region</td>
<td>$687,683,015</td>
<td>$748,905,815</td>
</tr>
<tr>
<td>South River Region</td>
<td>$307,866,406</td>
<td>$326,594,658</td>
</tr>
<tr>
<td>Gulf Coast Region</td>
<td>$1,078,635,757</td>
<td>$1,066,855,458</td>
</tr>
<tr>
<td>Total</td>
<td>$2,074,185,178</td>
<td>$2,142,355,931</td>
</tr>
</tbody>
</table>
Mississippi Gaming Numbers
1st Quarter 2015
# MGC Report Results

## 1st Quarter 2015

<table>
<thead>
<tr>
<th>Region</th>
<th>1st Quarter GGR</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North River Region</td>
<td>$168,540,642</td>
<td>-11%</td>
</tr>
<tr>
<td>South River Region</td>
<td>$86,464,499</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Coastal Region</td>
<td>$290,321,914</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$545,327,055</strong></td>
<td></td>
</tr>
</tbody>
</table>
Numbers through May 2015
The State Revenue Department figures show casinos statewide won $185 million in May up 8% from $172 million in May 2014. The 11 coastal casinos’ revenue jumped 19% to $100 million in May. Along the Gulf Coast, revenues have risen more than 6% during the last 12 months.

<table>
<thead>
<tr>
<th></th>
<th>Gulf Coast</th>
<th>River Counties</th>
<th>Overall</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 2015</td>
<td>99,969,407</td>
<td>84,998,593</td>
<td>184,968,000</td>
</tr>
<tr>
<td>May 2014</td>
<td>84,257,936</td>
<td>87,532,553</td>
<td>171,790,489</td>
</tr>
<tr>
<td>May 2013</td>
<td>94,690,116</td>
<td>97,484,451</td>
<td>192,174,567</td>
</tr>
<tr>
<td>May 2012</td>
<td>90,993,625</td>
<td>96,050,227</td>
<td>187,043,852</td>
</tr>
<tr>
<td>May 2011</td>
<td>95,992,957</td>
<td>40,846,649</td>
<td>136,839,607</td>
</tr>
<tr>
<td>2015 vs. 2014</td>
<td>18.6%</td>
<td>-2.9%</td>
<td>7.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Gulf Coast</th>
<th>River Counties</th>
<th>Overall</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD 2015</td>
<td>484,129,202</td>
<td>422,126,834</td>
<td>906,256,035</td>
</tr>
<tr>
<td>YTD 2014</td>
<td>444,454,292</td>
<td>441,712,784</td>
<td>886,167,076</td>
</tr>
<tr>
<td>YTD 2013</td>
<td>453,967,822</td>
<td>476,724,196</td>
<td>930,692,018</td>
</tr>
<tr>
<td>YTD 2012</td>
<td>472,156,259</td>
<td>513,531,057</td>
<td>985,687,316</td>
</tr>
<tr>
<td>YTD 2011</td>
<td>471,755,026</td>
<td>465,068,282</td>
<td>936,823,308</td>
</tr>
<tr>
<td>2015 vs. 2014</td>
<td>8.9%</td>
<td>-4.4%</td>
<td>2.3%</td>
</tr>
</tbody>
</table>
Estimated Gulf Coast Gaming Revenue - 2015

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$1,100,000,000</td>
</tr>
<tr>
<td>2012</td>
<td>$1,090,000,000</td>
</tr>
<tr>
<td>2013</td>
<td>$1,060,000,000</td>
</tr>
<tr>
<td>2014</td>
<td>$1,074,000,000</td>
</tr>
<tr>
<td>2015</td>
<td>$1,160,000,000</td>
</tr>
</tbody>
</table>
Tunica Today

Images of Tunica as of June 2015
(by Scott Hollis)
Turning the Tide
Through Collaboration
Mississippi Total Visitation

<table>
<thead>
<tr>
<th>Year</th>
<th>Visitation</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>19,500,000</td>
</tr>
<tr>
<td>2011</td>
<td>20,800,000</td>
</tr>
<tr>
<td>2012</td>
<td>21,300,000</td>
</tr>
<tr>
<td>2013</td>
<td>21,600,000</td>
</tr>
<tr>
<td>2014</td>
<td>22,000,000</td>
</tr>
</tbody>
</table>
Mississippi Total Casino Visitation

<table>
<thead>
<tr>
<th>Year</th>
<th>Visitation</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>30,000,000</td>
</tr>
<tr>
<td>2011</td>
<td>29,046,941</td>
</tr>
<tr>
<td>2012</td>
<td>26,300,000</td>
</tr>
<tr>
<td>2013</td>
<td>24,776,610</td>
</tr>
<tr>
<td>2014</td>
<td>23,565,378</td>
</tr>
</tbody>
</table>
Since May 2011, when the Mississippi River Casinos closed for an average of 25 days, casino visitation numbers have shown a downward trend.

Arkansas 2011 (1.8 million) → 2014 (1.1 million)

Tennessee 2011 (3.3 million) → 2014 (1.8 million)

42% decline
Gaming Tourism Collaboration

More Visitors to Mississippi = More Casino Visits
Gaming Tourism Collaboration

Branding
Marketing
Co- Sponsoring Events

NV – Prioritizing Tourism Projects

http://msgaming.org/panel-formed-to-prioritize-nv-tourism-projects/
Gaming Tourism Roundtable

Presentation Available at www.msgaming.org
A Strategic Approach

5 Drivers of Visitation

Gaming
Non-Gaming Amenities
Special Events
Marketing
Access
General Government Support

5 Drivers of Visitation

Gaming – No Tax Increase

Non-Gaming Amenities – Investing in Public-Private

Special Events – General Support

Marketing – Funding for MDA, MTA & CVBs

Access – Air Service, Road Maintenance
MSAs with Soundest Economic Strength Indicators

Low Tax Rates
Reasonable Labor Costs
Public Private Investment

Mississippi Follows Sound Principles for Economic Strength

Among the Lowest in US in Gaming Tax Rate

Reasonable Labor Cost

Supports Public Private Investment
Gaming & Government Action

Millennials

Operators Need Tools to Compete for Millennials

Skill Based Games
Online Gaming
Fantasy Sports
Sports Betting
Gaming & Government Action

AGA’s Fight Against Illegal Gaming

http://msgaming.org/aga-convenes-illegal-gambling-advisory-board/

Illegal sports betting
Black market machines
Internet sweepstakes cafes
Illegal online betting
Headlines of Yesterday


Mississippi Rejects Internet Gaming,
May 18, 2015.

Mississippi Considers HB 1630 –
Portion of Bond Sinking Fund to be Used for Tourism & Economic Development

http://billstatus.ls.state.ms.us/2015/pdf/history/HB/HB1630.xml
Headlines of Yesterday

Taking a Bet: Would a Mississippi Lottery be Worth the Gamble?

Headlines of Yesterday

Online Gaming Revenues up 19% in New Jersey, June 2015.

Headlines of Yesterday

Pennsylvania Looks to Legalize Online Gaming, June 2015.

http://msgaming.org/another-state-looks-to-legalize-online-gaming/
Headlines of Yesterday

Millennials –
Marketers Fixation on the Millennial Generation

Headlines of Yesterday


Headlines of Tomorrow

“Mississippi Regulators Follow Nevada’s Lead and Hold Workshop on Skill Based Games”
Headlines of Tomorrow

“Legislature Joins Fight Against Illegal Gambling: Mississippi Legislature Passes Law Deregulating Sports Betting At Licensed Casinos”
Headlines of Tomorrow

Headlines of Tomorrow

“Mississippi Legislature Approves Lottery at Licensed Casinos: All Tax Revenues for Lottery Earmarked for Funding Education”

http://gaming.mdlottery.com/
Headlines of Tomorrow

“Mississippi Legislature Earmarks $7.2 Million Annually from Bond Sinking Fund: Funds to be used for Promoting Visitation & Economic Development”
Discussion

Sports Betting  *(HB 806)*

Electronic Bingo Machines

Lottery – PowerBall

Fantasy Sports

HB 1630

2016 Legislative Agenda
Wrap Up

Hand out drink tickets for the reception.

Adjourn for Bloody Mary reception sponsored by the Sections of The MS Bar.