



## 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.
4. Section Officers for 2015-2016. Ask for approval.
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

**Gaming Law Section  
Financials as of 6-15-15**

<b>Beginning Balance as of 8/1/14</b>	<b>\$549.00</b>
<b>Income</b>	
Dues (56 @ \$15)	\$840.00
Seminar Income	\$1,125.00
<b>Total Beginning Balance plus Income</b>	<b>\$2,514.00</b>
<b>Expenses</b>	
Lunch for Section Orientation Meeting	\$27.87
August List Serve	\$0.16
September List Serve	\$0.18
October List Serve	\$0.15
December List Serve	\$0.01
Section Chair Award	\$77.88
Seminar Expense	\$288.74
Admin. Fees	\$435.43
<b>TBotal Expenses to Date</b>	<b>\$830.42</b>
<b>Balance as of 6-15-15</b>	<b>\$1,683.58</b>





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**





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.



# Attendance Sheet

**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.



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# 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 40<sup>th</sup> state to operate gaming facilities.

<https://www.bostonglobe.com/metro/2015/06/21/casino-era-begins-massachusetts-with-jangle-slot-machines-plainville/oAdx1HoedNPBWL2FK4VuEJ/story.html>

[Image of Casino Floor Plan](#)





# Mississippi Gaming Numbers Year End 2014



# MGC General Conclusions and Specifics for 2014

	Year End 2014	Year End 2013
North River Region	\$687,683,015	\$748,905,815
South River Region	\$307,866,406	\$326,594,658
Gulf Coast Region	\$1,078,635,757	\$1,066,855,458
Total	\$2,074,185,178	\$2,142,355,931



# Mississippi Gaming Numbers 1<sup>st</sup> Quarter 2015



# MGC Report Results

## 1<sup>st</sup> Quarter 2015

Region	1 <sup>st</sup> Quarter GGR	
North River Region	\$168,540,642	-11%
South River Region	\$86,464,499	<1%
Coastal Region	\$290,321,914	6%
Total	\$545,327,055	

# Numbers through May 2015



Table 1: Mississippi Gaming Revenues

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

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

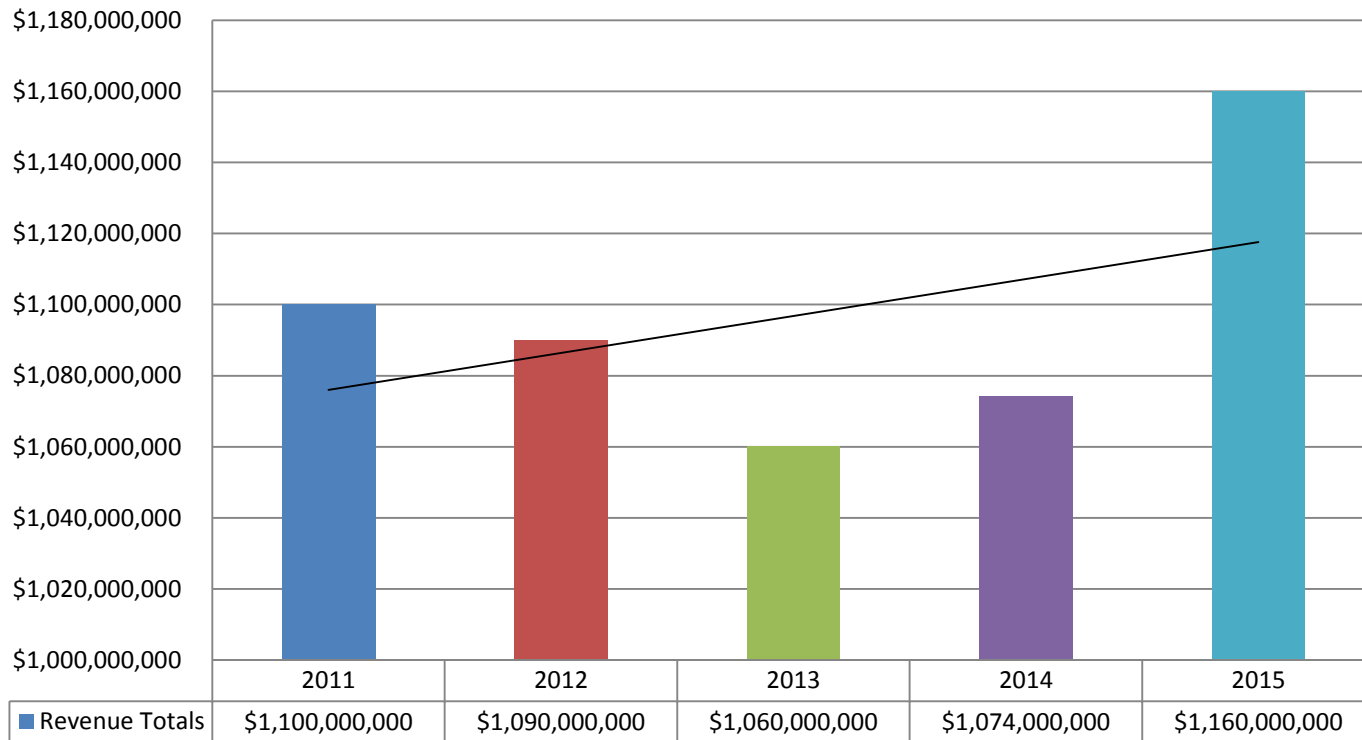
The State Revenue Department figures show casinos statewide won \$185 million in May up 8% from \$172 million in May 2014.

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.



## Estimated Gulf Coast Gaming Revenue - 2015





# Tunica Today

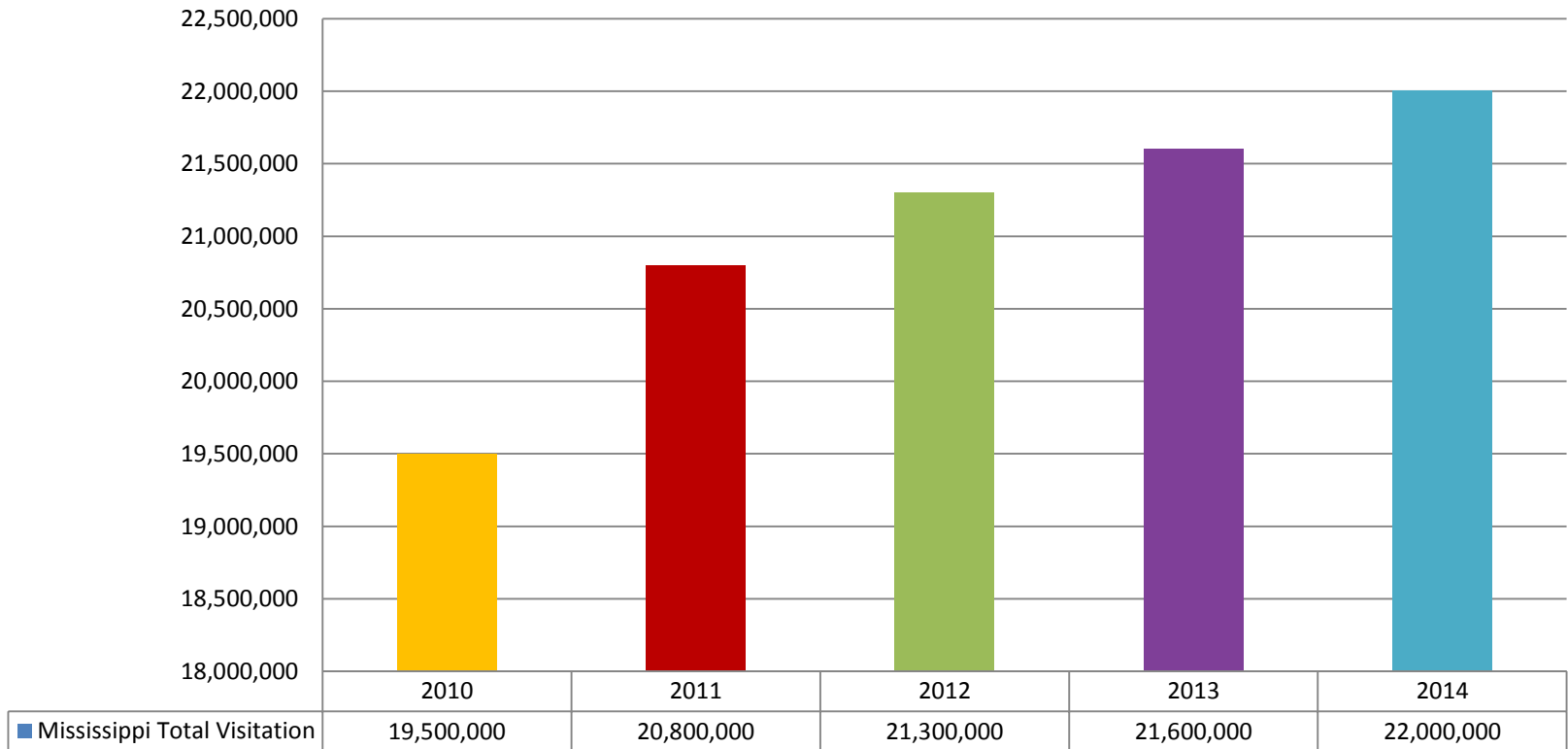
Images of Tunica as of June 2015

(by Scott Hollis)

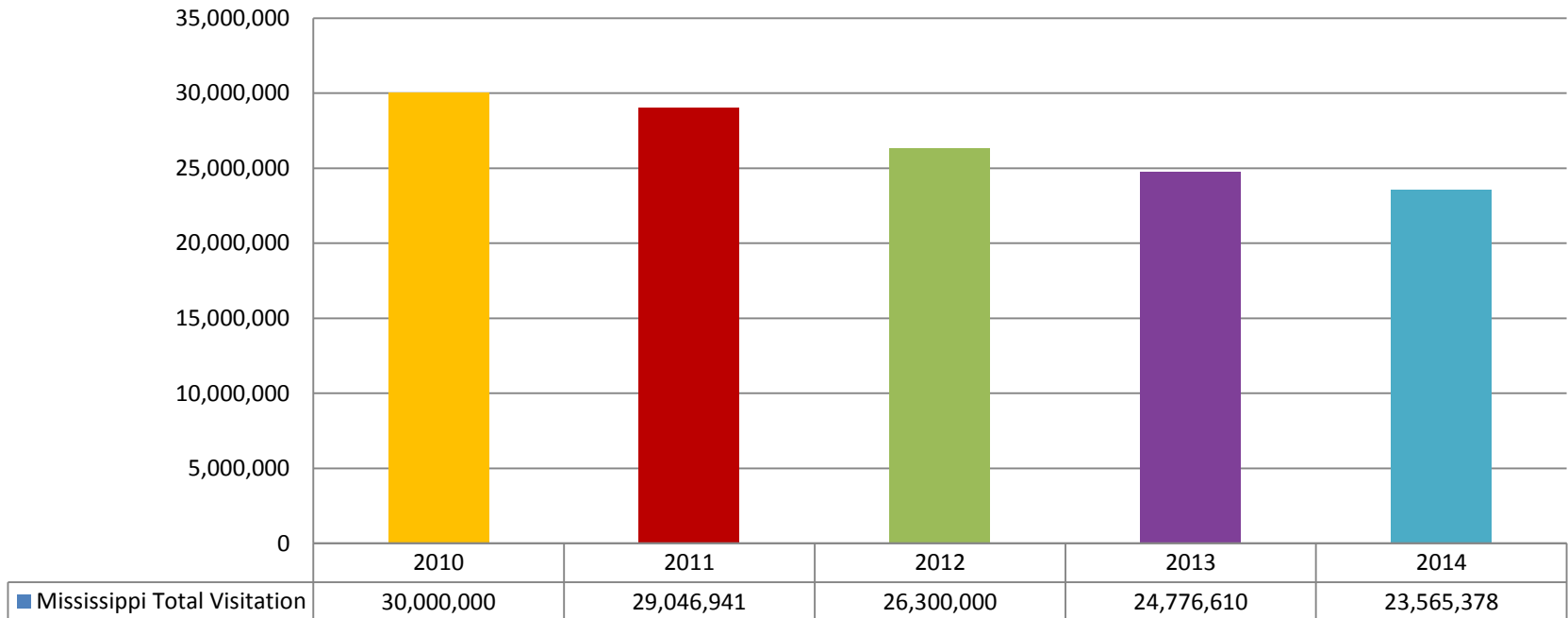


# Turning the Tide Through Collaboration

## Mississippi Total Visitation



## Mississippi Total Casino Visitation



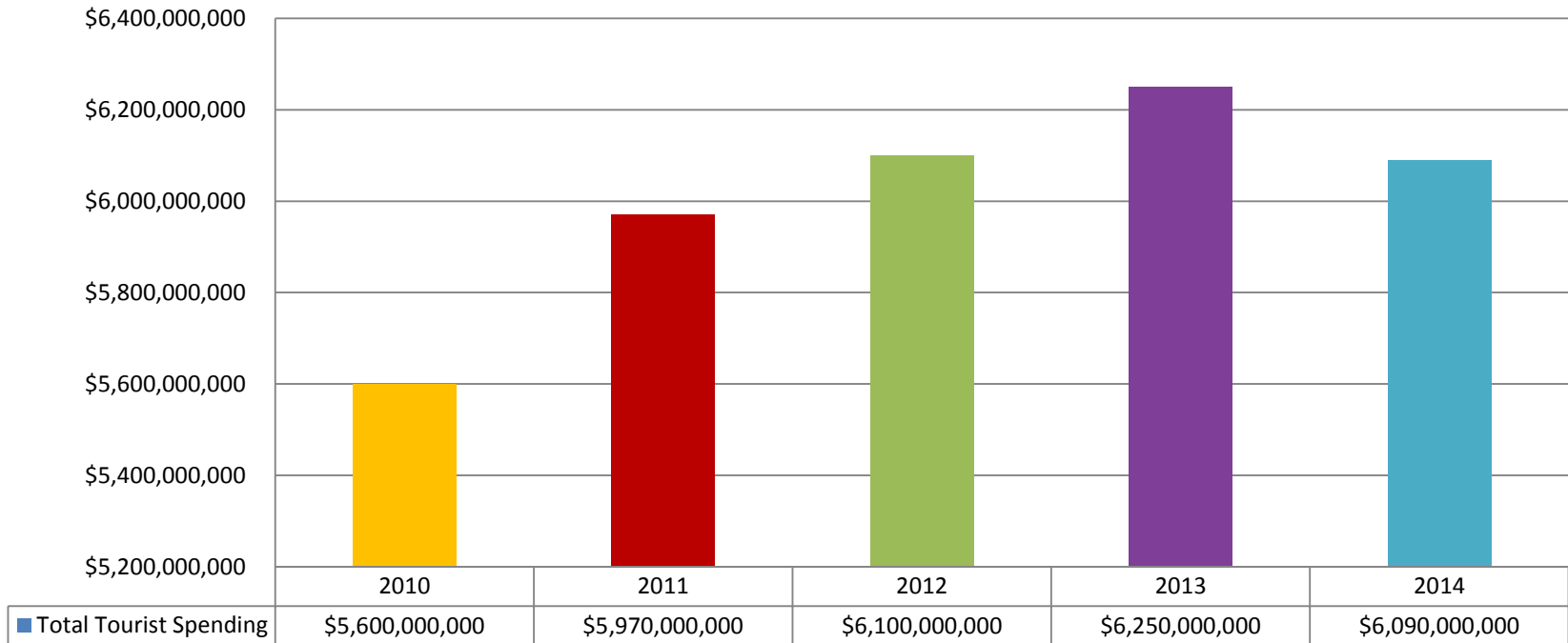
Since May 2011, when the Mississippi River Casinos closed for an average of 25 days, casino visitation numbers have shown a downward trend.

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

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

**42% decline**

## Mississippi Total Visitor Spending





# 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



**MAY 3 – 5, 2016 • BILOXI, MS**  
MISSISSIPPI COAST COLISEUM AND CONVENTION CENTER



**Thank You to our Exhibitors, Sponsors and Attendees for Supporting the 2015 Southern Gaming Summit / BingoWorld**

[Presentation](#)  
[Available at](#)  
[www.msgaming.org](http://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

[http://msgaming.org/leading-locations-for-2015-the-msas-with-soundest-economic-stre-  
indicators-area-development/](http://msgaming.org/leading-locations-for-2015-the-msas-with-soundest-economic-stre-<br/>indicators-area-development/)



# 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 Taskforce: Study of I-Gaming  
and Sports Betting, December 2014.

<http://msgaming.org/wp-content/uploads/2015/05/MGHA-Report-on-Internet-Gaming-and-Sports-Betting.pdf>



# Headlines of Yesterday

Mississippi Rejects Internet Gaming,  
May 18, 2015.

<http://www.pokerupdate.com/news/law-and-legislation/05181-mississippi-rejects-internet-gaming/>

# Headlines of Yesterday

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?

<http://msgaming.org/taking-a-bet-would-a-mississippi-lottery-be-worth-the-gamble/>

# Headlines of Yesterday

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

<http://www.pokernews.com/news/2015/06/nj-online-poker-revenues-down-overall-igaming-up-22021.htm?style=2>



# 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

[http://www.nytimes.com/2015/06/21/business/media/marketers-fixation-on-the-millennial-generation.html?smid=li-share&\\_r=1#story-continues-2](http://www.nytimes.com/2015/06/21/business/media/marketers-fixation-on-the-millennial-generation.html?smid=li-share&_r=1#story-continues-2)



# Headlines of Yesterday

“Three-judge panel hears appeal of N.J sports betting,” John Brennan, March 17, 2015.

<http://www.northjersey.com/news/three-judge-panel-hears-appeal-of-n-j-sports-betting-1.1290631>



# 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

*“Legislature Gives Gaming Industry Tools to Market to Millennials: Mississippi Legislature Passes Online Gaming Law at Licensed Casinos”*

# 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.