

October 27, 2017

Volume 23, Issue 34

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

Editor in Chief

David D. Waddell, Esq.
Phone: 517.507.3859
waddell@rmclegal.com

*Senior Gaming Analyst
& Editor*

Robert R. Russell, II
Phone: 517.507.3858
russell@rmclegal.com

Reporter and Associate Editor

J.J. Burchman
Phone: 517.999.5414
burchman@rmclegal.com

Distribution Coordinator

Julie Williams
Phone: 517.507.3861
jwilliams@rmclegal.com

Subscription information:
info@michigangaming.com

A publication of
RMC Ventures, LLC

Asher Court
321 W. Lake Lansing Rd.
East Lansing, MI 48823
Phone: 517.507.3860
Fax: 517.908.0235
www.rmclegal.com

The _____ MICHIGAN GAMING _____ Newsletter



MICHIGAN GAMING CONTROL BOARD RELEASES NOTICE OF PUBLIC MEETING FOR MONDAY, OCTOBER 30, 2017

The Michigan Gaming Control Board ("MGCB") will hold its regular public meeting on Monday, October 30, 2017 at the MGCB Detroit office, Cadillac Place, 3062 West Grand Blvd., Suite L- 700, in Detroit.

The meeting will begin at 9:30 a.m. with the staff briefing, followed immediately by the agenda items. The Cadillac Place is in Detroit's New Center Area near the John Lodge Freeway (M-10), between Second Avenue and Cass Avenue. The Fisher Building and the Albert Kahn Building are nearby landmarks.

For a complete agenda for the public meeting on October 30th, please see http://www.michigan.gov/documents/mgcb/2017_October_Agenda_604183_7.pdf.

For more information regarding the MGCB, please visit its website at www.michigan.gov/mgcb.

MICHIGAN ILOTTERY REVENUE UP 103% TO \$97 MILLION IN 2016-2017

The Michigan Lottery's fiscal year ended September 30, 2017 and they have released preliminary revenue figures. Revenues for the Lottery in the 2016-2017 year totaled roughly \$3.3471 billion, up from \$3.1181 billion in fiscal year 2015-2016, or 7.4%. The 2016-2017 numbers are still subject to any year-end audit adjustments.

The Lottery has focused increasing attention and advertising relating to its continued expansion of its iLottery products. iLottery products are offered on the Michigan Lottery website and through mobile phone apps. In 2015-2016, iLottery revenue totaled \$48 million, or roughly 1.4% of total revenue. That number increased significantly in 2016-2017, with revenues increasing 103% to \$97 million. Likewise, the percentage of revenues derived from iLottery sales also skyrocketed, increasing to 2.9% of total revenue according to data obtained from the Michigan Lottery via a Freedom of Information Act request submitted by the Michigan Gaming Newsletter. This follows an increase in iLottery sales from 2015 of 160%.

At his Advice and Consent hearing before the Senate Regulatory Reform Committee hearing on March 29, 2017, Aric Nesbitt, the commissioner of the Michigan Lottery, noted that there was: "Good growth and continuing growth with iLottery ...[we're] continuing to look at new ways whether it's through new opportunities for people to play and have fun and have the opportunity to win." It seems clear that the Lottery is focusing on iLottery as one of the areas to focus on to achieve further growth.

SAULT TRIBE TO LITIGATE DENIAL OF LAND IN TRUST FOR LANSING CASINO

On Wednesday of this week, the Lansing State Journal reported that the governing Board of the Sault Saint Marie Tribe of Chippewa Indians has adopted a resolution to challenge the denial of its land in trust acquisition by the Secretary of the Interior. The Resolution provides, in part, as follows:

BE IT RESOLVED, that the Board of Directors hereby authorizes and directs that the Tribe, through its Chairperson and General Counsel, take whatever action is necessary and appropriate to challenge and overturn the denial of its June 10, 2014 mandatory trust requests including but not limited to initiating litigation in the

appropriate federal court seeking an order requiring the Secretary of the Interior to take the affected parcels of land into mandatory trust status as provided by MILCSA [Michigan Indian Land Claims Settlement Act] § 108 and seeking such other relief as may be just and proper.

The Secretary of Interior denied the Tribe's request that the United States take the land in trust on July 24, 2017, finding that the Tribe had not met the mandatory trust acquisition requirements of the MILCSA. The denial further concluded that the Tribe had not met its "burden of demonstrating that its acquisitions of the parcels in question would effect an 'enhancement' of tribal lands as necessary to trigger the mandatory land-into-trust provision in section 108(f) of the MILCSA."

The Tribe has not indicated any timetable for the challenge at this point, but the action by the Board is the logical first step in the process of bringing such a challenge.

JACK ENTERTAINMENT EXPANDS LEADERSHIP TEAM WITH ADDITIONAL PROMOTIONS

On October 24th 2017, Detroit-based gaming and entertainment company, JACK Entertainment LLC, announced several organizational changes to provide better alignment as Greektown Casino-Hotel rolls out under the JACK Entertainment brand. These changes, which are subject to regulatory approval, also reflect the outstanding contributions from these individuals to the business growth of the company.

JACK Entertainment promoted the following individuals:

- **Van Baltz**, formerly vice president and chief information officer, is now senior vice president and chief information officer. Baltz joined JACK Entertainment in 2015 and has more than 25 years of experience in the gaming and hospitality industry.

- **Alyse Martinelli**, formerly vice president of human resources, is now senior vice president of human resources. Martinelli, an attorney, joined JACK Entertainment in March 2017 from The Reel Health Network, a medical technology company, where she was senior vice president and general counsel.
- **Angela Matthews**, formerly vice president of slot operations, is now senior vice president of gaming and innovation. In the newly created position, Matthews will be the corporate lead for all gaming within the company including slots, table games, poker, iGaming, and racing operations. A 20-year gaming industry veteran, Matthews joined JACK Entertainment in 2016.
- **Jeffery LaFrance**, formerly vice president of marketing at Greektown Casino-Hotel, is now vice president of marketing and public relations for JACK Entertainment. In this newly created position, LaFrance is responsible for public relations, social media strategy, online marketing initiatives, ClubJACK Partner Rewards program, and cross-property promotions. LaFrance brings thirteen years of gaming industry experience to his new role.
- **Randy Awdish**, formerly general counsel of Greektown Casino-Hotel, is now deputy general counsel for JACK Entertainment. Awdish assists in leading all legal activities for the company, including contracts, litigation matters, real estate transactions, corporate governance and regulatory matters. He joined the JACK Entertainment team in 2014.
- **Adam Suliman**, formerly director of gaming operations, is now vice president of ancillary gaming and innovation. In his new role, he is responsible for iGaming, innovation, racing, and the internal process improvements team, Mousetrap. Suliman joined JACK Entertainment in 2010 from Quicken Loans Inc. where he served as the director of business consulting.

“These talented individuals have been instrumental in driving our company’s growth, strategic direction and culture and we’re pleased to be able to recognize those contributions and streamline our branding for continued success,” said Matt Cullen, chief executive officer, JACK Entertainment. “As we look ahead to the future and begin to transition Greektown Casino-Hotel to JACK, we are confident they will enable us to maintain our momentum and achieve our long-term company goals.”

42 WEEKENDS OF LIVE HORSE RACING SCHEDULED AT DETROIT AREA TRACKS IN 2018

Michigan horse racing fans may enjoy 42 weekends of live racing from March through mid-December 2018 at Detroit-area tracks under race meeting orders issued today by the Michigan Gaming Control Board.

Northville Downs was granted 60 days of live standardbred race dates on Fridays and Saturdays split into late winter/spring and autumn sessions. Racing will take place from Friday, March 2, through Saturday, June 9, and resume Friday, Sept. 7, through Saturday, Dec. 15. Post time will be at 7 p.m.

Hazel Park was granted 40 days of thoroughbred horse race dates from Friday, May 4, through Saturday, Sept. 15. Post time will be 7:20 p.m. except on June 29 when it will be at 6:30 p.m.

Live racing will occur concurrently at the tracks on Fridays and Saturdays from May 4 through June 9 and Sept. 7 through 15.

The tracks offer simulcasting throughout the year featuring races held at other tracks.

[2018 Horse Racing Calendar](#)