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The MICHIGAN GAMING Newsletter



MICHIGAN GAMING CONTROL BOARD RELEASES DETROIT CASINO REVENUES FOR JANUARY 2017

On February 14, 2017, the Michigan Gaming Control Board (“MGCB” or “Board”) released the January 2017 total adjusted revenue figures for the three Detroit casinos – MGM Grand Detroit Casino, MotorCity Casino and Greektown Casino. Overall, the revenue for the Detroit market was up 2.7% when compared to the same reporting period last year.

Month in 2017	Total Adjusted Revenue 2017		
	MGM Grand Detroit	MotorCity Casino	Greektown Casino
	Total Adjusted Revenue	Total Adjusted Revenue	Total Adjusted Revenue
January	\$47,122,785.88	\$38,437,983.01	\$26,444,022.40
Total	\$47,122,785.88	\$38,437,983.01	\$26,444,022.40

Month in 2017	Total Adjusted Revenue and Taxes 2017		
	All Detroit Casinos		
	Total Adjusted Gross Receipts	Total State Wagering Tax	Total Detroit Wagering Tax*
January	\$112,004,791.29	\$9,072,388.09	\$13,328,570.16
Total	\$112,004,791.29	\$9,072,388.09	\$13,328,570.16

*Total includes wagering tax and development agreement payments to the city of Detroit as reported by the casinos

Specifically, MGM Grand Detroit's revenue increased by 0.9%, MotorCity's rose 3.5%, and Greektown's went up 4.9% during January 2017 when compared to the same month last year.

All three casinos are subject to a wagering tax of 19%, with 10.9% of this levy payable to the City of Detroit and 8.1% payable to the State of Michigan.

The January 2017 market shares for MGM Grand Detroit, MotorCity Casino, and Greektown Casino for 2016 were 42%, 34%, and 24%, respectively.

The figures released by the Board are the gross receipts less winnings paid to wagerers. The figures do not include: 1) any fees or other relevant city, state or federal taxes; 2) wages and benefits paid to casino employees; 3) payments to suppliers, services providers or vendors; nor 4) other normal business expenses.

SNYDER NAMES NEXT LOTTERY COMMISSIONER

On February 17, 2017, Governor Rick Snyder announced that former Michigan House Representative Aric Nesbitt of Lawton will succeed M. Scott Bowen as Michigan's Lottery Commissioner. Governor Snyder accepted Bowen's resignation in October, 2016 which is effective February 18, 2017. Nesbitt's term becomes effective February 19, 2017 and is subject to Michigan Senate approval.

"I thank Aric for his continued service to the great state of Michigan. He has served many years in public service and I am confident that experience will suit him well in this role," said Snyder.

Nesbitt is a graduate of Hillsdale College, where he earned a bachelor's degree in economics, and also attended the Norwegian School of Economics, earning his master's degree in economics and business administration. He has served three terms in the Michigan House of Representatives, from 2011 to 2016, and has previously served as Legislative Director for Congressman Tim Murphy (R-Upper St. Clair) and

Congressman Tim Walberg (R-Jackson).

UNLV'S CENTER FOR GAMING REGULATION TO HOLD SPORTS BETTING SEMINAR IN APRIL

On February 14, 2017, the American Gaming Association ("AGA") announced that it will be hosting a seminar "Understanding Sports Betting" which will be held on Thursday, April 6 and Friday, April 7. The seminar will take place at UNLV International Gaming Institute in Las Vegas, Nevada. The program is limited to 30 participants, although any industry leader is encouraged to apply. Some topics covered include a history of sports betting, federal sports betting laws and the impact of off-shore betting. Participants will also visit a Las Vegas sports book. The program curriculum is as follows:

Day 1: Overview of Sports Wagering (Thursday, April 6, 2017)

- History of Sports Wagering
- Sports Wagering in America
- Federal Sports Wagering Laws
- Types of Sports Wagers
- Sports Wagering Participants
- How Nevada Does Sports Wagering
- Account Wagering
- Visit to a Las Vegas Sports Book

Day 2: Sports Wagering in Operation (Friday, April 7th, 2017)

- Risk Management and Layoff Wagering
- The Impact of Off-Shore Sports Wagering & Technology
- Sports Integrity Issues
- Daily Fantasy Sports (DFS)
- Compliance Issues

To learn more about the seminar and to register, click [here](#).

GLOBAL GAMING WOMEN SCHOLARSHIP DEADLINE EXTENDED

On February 16, 2017, Global Gaming Women (“GGW”) announced that scholarship applications for the Eastern Front Line Leaders Conference will now be accepted through Friday, March 3. The Eastern Front Line Leaders Conference will be held from May 9-10, 2017 at the Tropicana Casino in Atlantic City, New Jersey.

For women who want to broaden their leadership skills, the conference will cover a variety of topics including promulgating constructive feedback and positive recognition as well as navigating conflict management. Attendees will also engage in an exclusive mentoring event with a female gaming leader. To view the conference agenda, [click here](#).

To apply for a scholarship:

- Visit the GGW Scholarship and Application website and create a user account by following the link located on the right side of the page.
- Once you’ve created an account and have logged in, select the link for your chosen conference and follow the prompts to complete your application.
- Leadership Development scholarship recipients will be notified via email by March 10.

If you have any questions about the conference and/or scholarship opportunities, please contact Phyllis A. Gilland, GGW VP and Education Committee Co-Chair at Phyllis.Gilland@ACEPLLC.com.