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# The MICHIGAN GAMING Newsletter



## MICHIGAN GAMING CONTROL BOARD RELEASES DETROIT CASINO REVENUES FOR DECEMBER 2016

Month in 2016	Total Adjusted Revenue 2016		
	MGM Grand Detroit	MotorCity Casino	Greektown Casino
	Total Adjusted Revenue	Total Adjusted Revenue	Total Adjusted Revenue
January	\$46,718,389.11	\$37,132,788.69	\$25,215,520.31
February	\$47,193,903.95	\$40,385,060.23	\$28,822,028.76
March	\$51,818,121.13	\$43,700,908.78	\$29,430,087.08
April	\$50,462,057.70	\$42,346,725.48	\$29,548,118.17
May	\$51,903,469.93	\$39,010,274.10	\$27,621,012.43
June	\$47,555,020.17	\$35,895,882.01	\$25,161,438.57
July	\$50,185,322.0	\$40,569,698.06	\$27,707,524.25
August	\$51,333,425.60	\$37,835,364.01	\$26,734,163.06
September	\$48,479,767.93	\$37,034,304.51	\$26,653,491.54
October	\$47,347,683.27	\$37,182,514.06	\$26,207,798.17
November	\$48,191,385.68	\$37,236,626.52	\$26,074,020.01
December	\$50,937,207.43	\$39,526,854.20	\$26,443,809.47
<b>Total</b>	<b>\$592,125,753.96</b>	<b>\$467,857,000.65</b>	<b>\$325,619,011.82</b>

Month in 2016	Total Adjusted Revenue and Taxes 2016		
	All Detroit Casinos		
	Total Adjusted Gross Receipts	Total State Wagering Tax	Total Detroit Wagering Tax*
January	\$109,066,698.11	\$8,834,402.55	\$12,978,937.08
February	\$116,400,992.94	\$9,428,480.43	\$13,851,718.16
March	\$124,949,116.98	\$10,120,878.48	\$14,868,944.92
April	\$122,356,901.35	\$9,910,909.01	\$14,560,471.26
May	\$118,534,756.46	\$9,601,315.27	\$14,105,636.02
June	\$108,612,340.75	\$8,797,599.60	\$12,924,868.55
July	\$118,462,544.37	\$9,595,466.09	\$14,097,042.78
August	\$115,902,952.67	\$9,388,139.17	\$13,792,451.37
September	\$112,167,563.98	\$9,085,572.68	\$17,804,434.90
October	\$110,737,995.50	\$8,969,777.64	\$13,651,298.30
November	\$111,502,032.21	\$9,031,664.61	\$18,033,957.15
December	\$116,907,871.10	\$9,469,537.56	\$14,816,677.28
<b>Total</b>	<b>\$1,385,601,766.42</b>	<b>\$112,233,743.08</b>	<b>\$175,486,437.76</b>
*Total includes wagering tax and development agreement payments to the city of Detroit as reported by the casinos			

On January 10, 2017, the Michigan Gaming Control Board (“MGCB” or “Board”) released the December 2016 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 increased by 0.7% compared to the same reporting period last year.

Specifically, revenue for MGM Grand Detroit decreased by 8.8%, MotorCity was down 3.7%, and Greektown declined 7.5% during December 2016 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 full-year market shares for MGM Grand Detroit, MotorCity Casino, and Greektown Casino for 2016 were 43%, 34%, and 23%, 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.

## AGA REVEALS UPDATED BEST PRACTICES FOR AML COMPLIANCE

On January 11, 2017, the American Gaming Association (“AGA”) released an updated set of [Best Practices for Anti Money Laundering \(“AML”\) Compliance](#). The update includes aspects of new guidance released by the Financial Crimes Network (FinCEN) earlier this month, as well as an enhanced emphasis on implementing a strong culture of compliance and engagement with law enforcement.

“Our updated Best Practices ensure our industry’s commitment to a culture of compliance that prevents illicit activity,” said Geoff Freeman, president and CEO of the AGA. “The casino gaming industry is committed to working with FinCEN, the Treasury Department, law enforcement and other regulators to identify evolving threats and prevent any illegal activity from happening at gaming properties.”

Updates to the 2017 Best Practices include:

- Enhanced emphasis on the importance of instilling a strong culture of compliance, aligned with FinCEN’s guidance and as further illustrated in the gaming industry’s [Culture of Compliance video](#);
- Incorporation of key components on new FinCEN guidance, including on cyber events and email compromise schemes; and
- Enhanced focus on the importance and value of industry engagement and partnership with government and law enforcement.

The AGA, in cooperation with FinCen and compliance representatives from various member companies, released its first set of Best Practices in 2014. The Best Practices Report aims to guide casinos in their effort of protecting the U.S. financial system and America’s national security from money laundering and other forms of illicit finance.

## GLOBAL GAMING WOMEN ACCEPTING SCHOLARSHIP APPLICATIONS EDUCATIONAL CONFERENCES

On January 12, 2017, Global Gaming Women (GGW) announced the opening of scholarship applications for both the Eastern Leadership Development and Eastern Front Line Leaders conferences taking place this spring. To be considered, completed applications must be received no later than February 10 for the Eastern Leadership Development Conference and by February 17 for the Eastern Front Line Leaders Conference.

### Eastern Leadership Development Conference

The Eastern Leadership Development Conference will be held from April 3-5, 2017 at the Sugarhouse Casino in Philadelphia, Pennsylvania. This 2.5 day conference is for women who want to dive deeper into topics that will help them expand their leadership and management skills including communication techniques, leadership styles, critical thinking skills and effective decision making in the workplace. Attendees will also have the opportunity to participate in an exclusive mentoring event with a female gaming leader. To view the conference agenda, [click here](#).

### Eastern Front Line Leaders

The Eastern Front Line Leaders, will be held from May 9-10, 2017 at the Tropicana Casino in Atlantic City, New Jersey. This 1.5 day conference is for women who want to broaden their leadership skills by participating in a variety of activities that will tap into their personal impact and influence capabilities. Topics include the importance of providing both constructive feedback and positive recognition. Participants will also learn how to more effectively manage conflict for productive outcomes and will participate in an exclusive mentoring event with a female gaming leader. To view the conference agenda, [click here](#).

To apply for a conference 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 February 17 and February 24 for Front Line Leaders.

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](mailto:Phyllis.Gilland@ACEPLLC.com).

## **FIREKEEPERS CASINO HOTEL ANNOUNCES FEBRUARY JOB FAIR FOR PROPERTY-WIDE OPPORTUNITIES**

On January 12, 2017, FireKeepers Casino Hotel announced its upcoming job fair that will be held on February 6, 2017 from 1 pm to 5 pm in the FireKeepers Casino Hotel Event Center. According to Firekeepers, applicants will be able to apply and interview for positions in Food & Beverage, Security, Hotel, Slots, Bingo, and the Finance and Marketing departments. Applicants must be at least 18 years old although some positions require applicants to be at least 21 years old. Job offers will be made on the spot by Human Resources.

“With the opening of the all new Dacey’s Taphouse and the FireKeepers Pit Stop, our team is growing,” said FireKeepers Casino Hotel President and CEO Brian Decorah. “We are looking for people that are welcoming, engaging, enthusiastic and appreciative, who take great pride in creating a winning experience for every guest. And, this job fair might be the fast way for someone to get their foot in the door.”

Computers will be available throughout the job

fair; however, FireKeepers encourages applicants to [apply prior to the event](#). Additionally, applicants must bring a resume and are required to pass a drug screen as well as a background check in order to qualify for and maintain a gaming license for employment at FireKeepers Casino Hotel.

“We are proud to be able to offer our Team Members comprehensive benefits such as 401(k) with company match and paid time off,” stated FireKeepers Casino Hotel Vice President of Human Resources Frank Tecumseh. “FireKeepers also offers medical, dental, vision and prescription coverage, life insurance, an on-site medical clinic, discounted Team Member cafeteria, employee assistance programs, and so much more.”

For further information, please contact the FireKeepers Human Resources Department at 269.660.5740.