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The MICHIGAN GAMING Newsletter



MICHIGAN GAMING CONTROL BOARD RELEASES DETROIT CASINO REVENUES FOR JUNE 2017

The Michigan Gaming Control Board (“MGCB” or “Board”) released the June 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 4.1% 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
February	\$48,090,071.92	\$40,560,815.83	\$28,590,936.09
March	\$54,150,615.38	\$45,102,231.26	\$31,950,728.99
April	\$49,596,029.88	\$42,121,055.77	\$29,280,455.10
May	\$50,523,650.08	\$40,664,492.10	\$28,757,824.72
June	\$48,614,446.33	\$37,943,849.44	\$26,515,591.39
Total	\$298,097,599.47	\$244,830,427.41	\$171,539,558.69

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
February	\$117,241,823.84	\$9,496,587.73	\$13,951,777.04
March	\$131,203,575.63	\$10,627,489.63	\$15,613,225.50
April	\$120,997,540.75	\$9,800,800.80	\$14,398,707.35
May	\$119,945,966.90	\$9,715,623.32	\$14,273,570.06
June	\$113,073,887.16	\$9,158,984.86	\$13,455,792.57
Total	\$714,467,585.57	\$57,871,874.43	\$85,021,642.68
*Total includes wagering tax and development agreement payments to the city of Detroit as reported by the casinos			

Revenue increased at MGM Grand Detroit, MotorCity and Greektown casinos, compared with June 2016. Specifically, MGM Grand Detroit revenue increased 2.2 percent to \$48.6 million, MotorCity revenue increased 5.7 percent to \$37.9 million, and Greektown was up 5.4 percent to \$26.5 million.

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 June 2017 market shares for MGM Grand Detroit, MotorCity Casino, and Greektown Casino 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.

MICHIGAN LOTTERY ANNOUNCES NEW GAME OFFERINGS INCLUDING A POTENTIAL \$1 BILLION PRIZE

Over the past two weeks, the Michigan Lottery has introduced several new game offerings including the new instant “Golden Ticket” that offers players a chance to win up to \$1 billion and “fast cash games” available at Lottery retailers.

The \$10 Golden Ticket game will offer players 20 chances to win prizes ranging from \$10 up to \$1 million. Players also may enter codes from non-winning tickets for a chance to win one of 15 trips for two to Las Vegas and for the opportunity to play the “Billion Dollar Challenge” for a chance to win up to

\$1 billion.

New Instant-Win Terminal Games

The new Lottery Instant-Win terminals are offering instant winnings coupled with progressive jackpots. The new tickets will print from terminals at Lottery retailers. Fast Cash tickets will range in price from \$1 per play up to \$10 per play, and include:

- **Bowling Bucks** – Each \$1 ticket offers players a chance to win prizes ranging from \$1 up to \$100 and 10 percent of the Fast Cash progressive jackpot.
- **Cashword Progressive** – Each \$2 ticket offers players a chance to win prizes ranging from \$2 up to \$500 and 20 percent of the Fast Cash progressive jackpot.
- **Wild Time Progressive** – Each \$2 ticket offers players a chance to win prizes ranging from \$2 up to \$500 and 20 percent of the Fast Cash progressive jackpot.
- **20X The Cash** – Each \$5 ticket offers players a chance to win prizes ranging from \$5 up to \$2,500 and 50 percent of the Fast Cash progressive jackpot.
- **Jackpot Slots** – Each \$10 ticket offers players a chance to win prizes ranging from \$10 up to \$5,000 and 100 percent of the Fast Cash progressive jackpot.

Fast Cash games also offer a progressive jackpot that can be won instantly. Every Fast Cash ticket gives players a chance to win all or part of the progressive jackpot.

FOUR WINDS SOUTH BEND CASINO HOLDS STEEL TOPPING CEREMONY; ANNOUNCES JOB FAIRS

On July 11, 2017, the Pokagon Band of Potawatomi Indians' ("Pokagon Band") Four Winds Casinos announced that it held a steel topping ceremony at the Four Winds Casino South Bend property which is expected to be completed in early 2018.

According to the Pokagon Band, Four Winds Casino South Bend will have 175,000 square feet and include 1,800 slot machines, five restaurants, three bars, a player's lounge, a retail outlet, and approximately 4,500 parking spaces including an enclosed parking structure, said Frank Freedman, Chief Operating Officer of Four Winds Casinos. The entertainment complex will employ approximately 1,200 people. So far, 300 jobs have been created during construction.

Live camera streams displaying the construction progress can be accessed by [clicking here](#).

In connection with the anticipated opening, the *Associated Press* reports that the Pokagon Band has announced four job fairs planned to fill approximately 1,200 positions at the casino. The job fair details are below.

- July 22 and Sept. 9 at Jackson Middle School in South Bend, Indiana;
- August 5 at Four Winds Field at Coveleski Stadium in South Bend, Indiana; and
- October 3 at the Century Center Convention Center located in South Bend, Indiana.

REGISTRATION OPEN: 2017 GLOBAL GAMING EXPO

Registration for the 2017 Global Gaming Expo is now open. For Pricing Packages and Registration visit:

www.GlobalGamingExpo.com

The Global Gaming Expo ("G2E"), which is presented by the American Gaming Association (AGA), will be held in Las Vegas from October 2-5 at the Sands Expo and Convention Center.

G2E 2017 will offer the next generation of casino innovations with the official introduction of skill-based slot machines. This year saw skill-based slots launching in casinos across the nation, and G2E 2017 attendees will experience the next iteration of these game-changing products before

they are made available to the public.

“As the legalization of sports betting continues to grab national headlines, G2E 2017 will bring in the nation’s top experts to address what a legal, regulated sports betting market will look like for our industry,” said Geoff Freeman, AGA president and CEO.

Registration for the 2017 G2E exhibit hall and G2E seminars is now open for Registration, Pricing Packages and Overview please visit: www.globalgamingexpo.com.