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

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The _____ MICHIGAN GAMING _____ Newsletter



GAMING INDUSTRY "G2E" TRADE SHOW KICKS OFF NEXT WEEK IN LAS VEGAS

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The 2012 Global Gaming Expo (G2E) will be held October 1-4, at the at the Sands Expo and Convention Center in Las Vegas, Nevada. This year marks the 12th anniversary of the G2E and the highest number of exhibitors and exhibitor attendees since 2009. To date, more than 413 companies have registered for more than 259,000 square feet of exhibit hall space—an increase of more than 4 percent compared with the 2011 event. These 2012 sales figures include more than 65 international exhibitors with more than 42,000 square feet of exhibit space.

"This is the first time we've seen significant growth year-over-year since 2007, and we are extremely encouraged by the sales numbers and what they mean for the casino gaming industry," said Courtney Muller, senior vice president at Reed. "Additionally, G2E's attendance numbers are tracking ahead of last year's event, indicating a strong interest by industry buyers to discover new products and services that will contribute to the success of their businesses."

The conference is the largest gaming industry trade show, bringing together industry professionals from around the world. G2E provides an in-depth look at new products, technologies, insights and innovations within the gaming industry and is attended by nearly 26,000 industry professionals from around the world.

This year's Global Gaming Expo ("G2E") will feature a number Michigan-area gaming industry members as speakers at the conference's various panel discussions and seminars.

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Below is an overview of the programs that will feature Michigan representatives:

Name/Title	Company Affiliation	Program Title and Time
Matt Cullen, President and COO	Rock Caesars Ohio	How & When: The Legalization of iGaming and its Financial Ramifications (Veronese 2505) – Wednesday, October 3, 2:00-3:00 pm
Jeff LaFrance, Director of Marketing Events	FireKeepers Casino	Social Media Boot Camp (Marco Polo 802) — Monday, October 1, 9:00-4:00 pm
Don McGehee, Division Chief	Michigan Attorney General, Alcohol and Gambling Enforcement Division	Preparing for State Gaming Market Changes: The Potential Loss of Tribal Exclusivity (Veronese 2404) – Tuesday, October 2, 2:00-3:00 pm
Erik Pederson, Deputy Director	Michigan Gaming Control Board	Regulatory Reform: Operators and Manufacturers (Veronese 2503) – Wednesday, Oct. 3, 9:15-10:15 am
David Schugar, Principal Partner	RMC Gaming Management	Stepping Up: Developing Managers into Leaders (Bellini 2104) – Wednesday, October 3, 11:45am-12:45 pm

In addition to the events listed above, the conference will feature keynote addresses on a variety of industry topics. On Tuesday, October 2, Ms. Katty Kay, Anchor for BBC World News America and co-author of *Womenomics: Write Your Own Rules for Success*, will provide the Opening Day Keynote. Ms. Kay will discuss the upcoming presidential election and the current polarization of the media. The address will also explore the relationship between public opinion and policy, as well as the state of the domestic and global economies. The Opening Day Keynote is scheduled for 10:30 am.

On Wednesday, October 3, Mr. Jon Ralston, a respected Las Vegas journalist and freelance columnist, will moderate the State of the Industry Keynote. The keynote will feature several prominent industry executives, including Walter Bugno, President and CEO of Speilo International; Brian R. Gamache, President and CEO of WMS Industries, Inc.; Dick Haddrill, CEO and Director of Bally Technologies, Inc.; Patti Hart, CEO of International Game Technology, Inc.; and Michael Leven, President and COO of Las Vegas Sands Corp. The panel will discuss the current state of the industry and provide their views on future of gaming in the domestic and international markets. The discussion will take place at 10:30 am.

Also on Wednesday will be the Exclusive Conference Keynote featuring Mr. Jim Ryan, co-CEO of bwin.party digital entertainment, plc, the world’s largest listed internet gaming business. Mr. Ryan will discuss the current state of internet gaming and its potential future growth. Mr. Ryan will speak at 3:15 pm.

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On Thursday, October 4, Mr. Donald “Del” Laverdure, Acting Assistant Secretary of Indian Affairs for the U.S. Department of the Interior, will provide the Tribal Gaming Keynote. Mr. Laverdure will share his insight on the federal approval process for tribal gaming, including the land-in-trust process, federal recognition, and other issues affecting tribal gaming. Mr. Laverdure is scheduled to speak at 11:00 am.

G2E will also feature condensed, intensive one-day conferences on a variety of topics in the industry. These events, occurring on Monday, October 1, include the following:

- **G2E Advanced Gaming Institute** – The Advanced Gaming Institute is designed to offer those who have recently entered the gaming industry an overview of the intricacies of casino management operations. Events will be conducted by prominent higher education professors and will discuss various aspects of hospitality and leadership.
- **Social Media Boot Camp** – The Social Media Boot Camp will provide attendees with sessions focused on harnessing the power of social media to boost marketing initiatives. The events will cover the range of social media outlets and inform attendees of the most effective strategies to establish and operate successful social media outreach programs.
- **Security and Surveillance Institute** – The Security and Surveillance Institute returns with a number of events covering cheating, prostitution prevention, covert investigations, and prominent gaming scams. The institute is designed to address these issues through the application of new technologies and surveillance techniques.
- **iGaming Congress** – Returning as the top conference in North America on Internet-based gaming, the iGaming Congress will discuss a variety of issues facing the Internet-gaming market, including issues facing offshore, domestic, and Native American gaming companies. The conference will also discuss current legalization efforts made by state lotteries and the opportunities for new regulatory structures.

To learn more about G2E, including full conference schedules, please visit <http://www.globalgamingexpo.com/>

MICHIGAN GAMING CONTROL BOARD ISSUES NEW SUPPLIER POLICIES

On August 14, 2012, the Michigan Gaming Control Board (“MGCB” or “Board”) issued Board Resolution 2012-01, which establishes new Board policies for the licensing and exemption processes for non-gaming companies.

Board Resolution 2012-01 reemphasizes several existing Board policies related to non-gaming supplier licensing that were previously established in 2009 through Board Resolution 2009-01. The new resolution, however, makes key changes in the following areas:

Automatic Non-Gaming Supplier Exemption Threshold Increased from \$5,000 to \$15,000

Under prior policies, the Board established an automatic exemption from the licensing process for non-gaming vendors that provided up to \$5,000 worth of goods or services in any 12-month rolling period. Board Resolution 2012-01, however, raises this threshold from \$5,000 to \$15,000. As such, non-gaming vendors who supply up to \$15,000 worth of goods or services to a casino licensee in any 12-month rolling period are now automatically exempt from the non-gaming supplier licensing requirements. The total dollar thresholds for the discretionary exemption from the non-gaming licensing provisions (for companies providing \$15,000-\$299,999) however, remains at \$300,000 for sales to a single licensee and \$600,000 for multiple licensees.

Publicly-Traded Exemption Expanded to Foreign Publicly-Traded Companies

Resolution 2012-01 contains a new provision that allows the Executive Director to grant exemptions for companies that are publicly-traded on another country’s exchange if that country’s regulations are “substantially similar” to those of the SEC and the applicant otherwise meets the requirements for

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domestic publicly-traded companies (i.e., sales to Detroit casinos are less than 5% of total revenue, and revenue documentation requirements). This was not included in Resolution 2009-01, which provided the exemption solely to domestic publicly-traded companies.

Casino Construction Exemptions Removed

Resolution 2009-01 contained an exemption for companies that provide construction-related services for the initial construction of the permanent casinos. This exemption has been removed in Resolution 2012-01 as the construction phases for the Detroit casinos have been completed.

Annual Report Regarding Transactions with Exempted Companies Removed

Resolution 2009-01 requires all casino licensees to submit both a monthly and an annual report that notifies the MGC B of all transactions with companies holding an exemption from the supplier licensing requirements. Resolution 2012-01, however, removes the language requiring an annual report. As such, operators will still be required to submit monthly reports but are no longer required to submit an annual report.

In addition to the above changes to the Board's policies, Resolution 2012-01 rescinds several previous Board resolutions on the matter that are encompassed in the new resolution. For the full text of Board Resolution 2012-01, please visit the MGC B's website at <http://www.michigan.gov/mgcb>.

JOIN RMC AT THE 2012 GLOBAL GAMING EXPO

Regulatory Management Counselors, P.C. (RMC Legal) and RMC Gaming Management (RMC G.M.) would like for you to join us at the 2012 Global Gaming Expo to be held at the Sands Expo and Convention Center in Las Vegas from October 1 through October 4.

Visit our booth and drop off a business card for the chance to win a new Apple iPad. RMC will be centrally located in booth no. 3331. For a show floor map, visit:

<http://www.globalgamingexpo.com/Show-Info/G2E-Exhibitors-Pavilions/>

Also, to set up a meeting contact Blaine DeGracia at (248) 830-0977 or DeGracia@rmclegal.com.

The RMC Network consists of talented professionals across a range of management, legal, regulatory, and staffing disciplines. Each individual entity has the ability to work efficiently alongside other members of the network while offering targeted services and independent solutions, custom tailored to its client's needs.

RMC Legal is a full service law firm that places emphasis on legal and consulting services in the gaming industry. The firm is made up of dedicated legal, business, consulting, and public relations experts who are able to serve the diverse needs of clients in heavily regulated industries.

RMC G.M. is a casino management and consulting firm specializing in assisting casino enterprises with EBITDA ranging from \$10 million to \$100 million. RMC G.M. is composed of casino management and industry consulting personnel who have decades of experience working for Native American and commercial casinos in a wealth of jurisdictions across the United States.

The 2012 G2E will be held from October 1-4 at the Sands Expo and Convention Center in Las Vegas, Nevada. For more information, please visit www.globalgamingexpo.com.