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# The \_\_\_\_\_ MICHIGAN GAMING \_\_\_\_\_ Newsletter



## Michigan Internet Gaming and Sports Betting Operators Report Combined \$154.9 Million August Total Gross Receipts

As [announced](#) by the Michigan Gaming Control Board ("MGCB"), Michigan commercial and tribal internet casino gaming and sports betting operators reported a combined \$154.9 million total gross receipts in August. August receipts increased 4.5% when compared to last month.

August internet gaming gross receipts were \$130.9 million, raising up 3.4% from \$126.6 million reported in July 2022. Gross sports receipts totaled \$24 million, increasing 11% when compared with July 2022.

Combined total adjusted gross receipts of \$133.6 million were reported for August, including \$117.5 million from internet gaming and \$16.1 million for internet sports betting. Total monthly internet gaming adjusted gross receipts rose by \$307,000 and internet sports betting adjusted gross receipts increased by \$2.1 million when compared to July 2022.

Compared with August 2021, this month's internet gaming adjusted gross receipts increased 34.2%, and internet sports betting adjusted gross sports betting receipts were up by 113% or \$8.5 million.

Total internet sports betting handle at \$218.8 million and rose 6.2% compared with July 2022 results of \$206.1 million.

The operators delivered \$25.3 million in taxes and payments to the State of Michigan during August, with internet gaming taxes and fees contributing \$24.3 million and internet sports betting taxes and fees contributing \$989,621.

The three Detroit Casinos – MotorCity Casino, MGM Grand Detroit, and

Greektown Casino – reported city wagering taxes and municipal service fees of \$6.7 million, with internet gaming taxes and fees contributing \$6.3 million and internet sports betting taxes and fees contributing \$360,923 for the month of August.

Tribal operators reported making total payments of \$2.9 million of wagering payments to the tribes’ governing bodies according to the MGCB.

For the first eight months of 2022, aggregate internet gaming adjusted gross receipts totaled \$916.4 million, and aggregate internet sports betting adjusted gross receipts were \$104.2 million.

An online gaming and sports betting revenue distribution [table](#) is available on the agency’s website.

During August, 15 operators were authorized for one or both forms of online wagering. Details for each operator’s internet gaming and internet sports betting [results](#) are available and published on the MGCB website.

## **Detroit Casinos Report \$106.14 Million Monthly Aggregate Revenue in August**

According to the August [revenues](#) released by the Michigan Gaming Control Board (“MGCB”), the three Detroit casinos reported \$106.14 million in monthly aggregate revenue in August. Table games and slots generated \$104.48 million in revenue, and retail sports betting generated \$1.66 million in revenue.

The August market shares were:

- MGM, 48%
- MotorCity, 31%
- Hollywood Casino at Greektown, 21%

Monthly revenue for table games and slots declined 6.9% when compared to August 2021 results and down 1.4% when compared to July

2022 results. Through August 31, 2022, table games and slot revenue rose 1.7% when compared with the same eight-month period last year.

When compared with August 2021, monthly gaming revenue results were:

- MGM, \$50.31 million, down 3.7%
- MotorCity, \$32.33 million, down 11.5%
- Hollywood Casino at Greektown, \$21.84 million, down 6.7%

The three Detroit casinos paid \$8.5 million in gaming taxes to the State of Michigan, compared to \$9.1 million for the same period last year. The casinos also reported submitting \$16.5 million in wagering taxes and development agreement payments to the City of Detroit in August.

Retail sports betting qualified adjusted gross receipts (QAGR) for August rose 0.8% when compared with August 2021 results. Monthly QAGR was up by 32.2% from July 2022 results. The Detroit casinos reported total retail sports betting handle of \$11,003,753, and total gross receipts were \$1.66 million.

August QAGR by casino was:

- MGM, \$701,876
- MotorCity, \$382,147
- Hollywood Casino at Greektown, \$578,830

The three Detroit casinos reported submitting taxes on retail sports betting in the amounts of \$62,856 to the State of Michigan and \$76,824 to the City of Detroit during for August 2022.

Year to date thru August 31, aggregate retail sports betting QAGR results were:

- MGM, \$3 million
- MotorCity, \$2.8 million
- Hollywood Casino at Greektown, \$4.9 million

Fantasy contest operators reported total adjusted revenues of \$1.1 million and paid taxes of \$93,849 during July 2022.

Fantasy contest operators reported aggregated total adjusted revenues of \$8.5 million and paid taxes of \$716,540 to the state through the first seven months of 2022.

## Leading Online Operators Announce Principles for Responsible Gaming

The largest online gaming operators in the country have come together and [announced](#) in the first industry-led responsible gaming standards. The 12-point pledge is a commitment to principles of responsible online gaming and are recommended as the principle for an industry benchmark.

The collaboration of online operators includes Bally's Corporation, BetMGM, DraftKings, Entain, FanDuel, and MGM Resorts International. The announcement coincides with this month's designation of Responsible Gaming Education Month by the American Gaming Association.

The 12 principles are derived from four core attributes, according to the online operators:

- We participate only in legal markets that provide consumer protections.
- We strive to instill responsible gaming culture throughout our respective businesses.
- All forms of online gaming should be a fun activity and enjoyed as a form of entertainment.
- While the vast majority of individuals can enjoy online gaming in a responsible way, some individuals need additional tools and support related to their gaming activities.

The six market-leading operators endorsed the following statement and the 12 principles for responsible online gaming.

*We, the signatories, pledge to observe the following responsible gaming principles across all our online gaming related activities and to*

*encourage all affiliated third parties, including but not be limited to content providers, social media influencers, social media accounts and brand ambassadors, to also adhere to these principles:*

- *We take active steps to prevent underage and excluded individuals from participating in any form of gaming within our products;*
- *We help patrons make informed choices about their gaming. We provide easy to read information about how to play, provide responsible gaming tools including information on how to access and use such tools; and provide other related information, including information about a toll-free helpline, as well as resources for those who are seeking support related to their gaming;*
- *We support the adoption and effective promotion of a unified nationwide responsible gaming toll-free helpline;*
- *We abide by applicable standards of socially responsible advertising, including compliance with all applicable state and federal laws and standards, and we avoid using minors in marketing content. We only use actors and company representatives in advertising and social media relating to gaming who reasonably appear to be above the legal age to gamble;*
- *We provide our customers with tools to play responsibly, including but not limited to self-exclusion tools, financial and other account limits as well as customer betting histories;*
- *We abide by all self-exclusion rules and regulations, and provide resources to individuals who make the choice to self-exclude;*
- *We encourage patrons to set a budget that they can afford to and never play beyond their means, and not view gaming as a means to financial success;*
- *We encourage patrons to set time and financial limits on their gaming and stick to them, not to chase losses;*
- *We believe in a shared responsibility approach to addressing problem gaming and are committed to working with policy makers, academic experts and researchers, problem gaming treatment organizations, advocacy*

*groups, and our partners as well as with our customers to promote responsible gaming and address problem gaming;*

- We support funding for evidence-based problem and responsible gaming research;*
- We provide all applicable employees with responsible gaming training upon hire and regularly thereafter, in order to embed responsible gaming culture in our businesses and*
- We are committed to evaluating and continuously monitoring our respective responsible gaming programs and initiatives.*

Joshua Jessen, Chief Legal Officer at BetMGM, stated: “Responsible gaming is at the forefront of everything we do at BetMGM. While we operate in a highly competitive industry, we are proud to stand together with our colleagues to adopt these important principles. Creating a consistent standard of responsible gaming measures across the board greatly strengthens our collective commitment to our customers, employees, and the communities where we operate. We look forward to building on our work into the future.”

DraftKings’ Senior Director of Responsible Gaming Chrissy Thurmond explained, “Essential to promoting safer play is a framework for operators to guide them in responsible gaming. DraftKings is pleased to be a part of this landmark effort that has culminated in the adoption of 12 responsible gaming principles across the participating operators – and that will benefit consumers around the United States.”

Stephen Martino, Senior Vice President and Chief Compliance Officer, MGM Resorts, said, “Responsibility has long been a core value at MGM Resorts and guides our leadership in the industry, and it’s vital for responsible gaming to be reflected in everything that bears the MGM name. Having the industry come together with a unified approach and standards puts the best interests of our guests, customers, and their families at the forefront. It’s the right thing to do for our customers, our industry and our businesses.”

More information can be found in the [press release](#) the operators issued.

## **Global Gaming Expo 2022 Announces Keynote Speakers and Panel**

The Global Gaming Expo (“G2E”) has announced that Wynn Resorts’ Craig Billings, FanDuel’s Amy Howe, Bally Corporation’s Soo Kim, DraftKings Jason Robins, Circa Resort and Casino’s Derek Stevens and Penn Entertainment’s Jay Snowden will be keynote speakers at this year’s conference. This group of industry leaders with experience across national, regional and online markets will provide insights on the current landscape and direction of the gaming industry.

G2E 2022 returns to Las Vegas October 10-13 at the Venetian Expo Center.

“We are excited to bring these innovative leaders to the keynote stage at G2E 2022,” said AGA President and CEO Bill Miller. “This all-star panel will provide invaluable perspective on the future of gaming as we embrace new opportunities to continue our strong recovery from the pandemic-caused disruptions over the past two years.”

The Tuesday keynote, sponsored by Everi, will kick off G2E 2022 as Miller takes the stage on Tuesday, October 11 at 8:30 AM PT with a welcome address on the state of the industry. Following his remarks, CNBC’s Contessa Brewer will host, “Executive Outlook: Leaders Shaping the Future” for three distinct conversations:

- Wynn Resorts CEO Craig Billings and Circa Resort and Casino Owner and CEO Derek Stevens will discuss the trends and future of the Las Vegas and broader Nevada gaming market.
- Bally’s Corporation Chairman Soo Kim and PENN Entertainment CEO and President Jay Snowden will cover regional casino trends and growth.
- FanDuel CEO Amy Howe and DraftKings co-

founder and CEO Jason Robins will dive into the future of iGaming and sports betting.

“We look forward to once again leading important discussions at this year’s show that will drive innovation and propel our industry well after G2E concludes,” said Miller.

Additional keynote sessions will be announced in the coming weeks.

More information on G2E is available on its [website](#).

## **Four Individuals Sentenced for Illegal Gambling Operations at Macomb, Genesee County Locations**

The Michigan Gaming Control Board (“MGCB”) announced that three Macomb County and one Wayne County residents were sentenced in Macomb County’s 16th Circuit Court for their roles in running an illegal gambling operation at Jackpott’s of Sterling Heights. This sentencing comes after a joint investigation by the Michigan Department of Attorney General and MGCB, the Attorney General filed charges on July 15, 2021.

“The Michigan Gaming Control Board works closely with police agencies and the Attorney General’s office to find and eliminate illegal gambling operations and the unwanted crime they bring,” said Henry Williams, Michigan Gaming Control Board executive director. “We encourage citizens to report any suspicious activity or illegal gambling by calling the MGCB’s 24-hour anonymous tip line, 888-314-2682, and help us stop illegal gambling in Michigan.”

The American Gaming Association issued a [report](#) last year highlighting the negative impact of unregulated gambling, and encouraging law enforcement and policy makers to prioritize robust enforcement. Attorneys General offices have been at the forefront in addressing this important topic for many years.

The MGCB publishes a [fact sheet](#) about Michigan

law and a separate fact sheet on unregulated [machines](#) used for illegal gambling.

More information on the sentencing of the individuals is available on the MGCB [press release](#).