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# The **MICHIGAN GAMING** Newsletter



## **Michigan Internet Gaming and Sports Betting Operators Report Combined \$190.2 Million October Total Gross Receipts**

As [reported](#) by the Michigan Gaming Control Board ("MGCB"), Michigan commercial and tribal internet casino gaming and sports betting operators reported a combined \$190.2 million total gross receipts in October. October receipts increased 7.7% when compared to last month's results of \$176.5 million.

October internet gaming gross receipts were \$141 million, an increase of 9.5% from \$128.7 million reported in September 2022. Gross sports receipts totaled \$49.2 million, increasing 2.3% when compared with September's 2022's total of \$47.8 million.

Combined total adjusted gross receipts of \$158.5 million were reported for October, including \$126.7 million from internet gaming and \$31.8 million for internet sports betting. Total monthly internet gaming adjusted gross receipts increased by \$10.9 million or 9.4% and internet sports betting adjusted gross receipts increased by \$ 4.6 million or 16.9% when compared to September 2022.

Compared with October 2021, this month's internet gaming adjusted gross receipts increased 28% or \$27.7 million, and internet sports betting adjusted gross sports betting receipts increased by 577.9% or \$27.1 million.

Total internet sports betting handle was \$480.8 million and rose 31.9% compared with September 2022 results of \$364.5 million.

The operators delivered \$28.2 million in taxes and payments to the State of Michigan during October, with internet gaming taxes and fees contributing

\$26.3 million and internet sports betting taxes and fees contributing \$1.9 million.

The three Detroit Casinos – MotorCity Casino, MGM Grand Detroit, and Greektown Casino – reported city wagering taxes and municipal service fees of \$7.8 million, with internet gaming taxes and fees contributing \$6.9 million and internet sports betting taxes and fees contributing \$852,875 for the month of October.

Tribal operators reported making total payments of \$3 million of wagering payments to the tribes' governing bodies according to the MGCB.

For the first ten months of 2022, aggregate internet gaming adjusted gross receipts totaled \$1.2 billion, and aggregate internet sports betting adjusted gross receipts were \$163.2 million.

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

During September, one of the tribal operators ceased offering internet gaming, reducing the number of internet gaming operators to 14. A total of 15 commercial and tribal operators offered internet sports betting. Details for each operator's internet gaming and internet sports betting [results](#) are available and published on the MGCB website.

## **Detroit Casinos Report \$102.8 Million October Aggregate Revenue**

According to the October [revenues](#) released by the Michigan Gaming Control Board (MGCB), the three Detroit casinos reported \$102.8 million in monthly aggregate revenue in October. Table games and slots generated \$100.7 million in revenue, and retail sports betting generated \$2.1 million in revenue.

The October market shares were:

- MGM, 46%
- MotorCity, 32%

- Hollywood Casino at Greektown, 22%

Monthly revenue for table games and slots declined 9.6% when compared to October 2021 results. October revenue also fell a fraction of 0.1% from September 2022 results. Through October 31, 2022, table games and slot revenue fell 0.3% when compared with the same ten-month period last year.

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

- MGM, \$46.4 million, down 11.9%
- MotorCity, \$32.4 million, down 12.3%
- Hollywood Casino at Greektown, \$21.9 million, up 0.3%

The three Detroit casinos paid \$8.2 million in gaming taxes to the State of Michigan, compared to \$9 million for the same period last year. The casinos also reported submitting \$12.4 million in wagering taxes and development agreement payments to the City of Detroit in October.

Retail sports betting qualified adjusted gross receipts (QAGR) for October declined 20.8% when compared with October 2021 results. Monthly QAGR was also down 19.4% from September 2022 results. The Detroit casinos reported total retail sports betting handle of \$23,543,464, and total gross receipts were \$2.1 million.

October QAGR by casino was:

- MGM, \$711,959
- MotorCity, \$680,649
- Hollywood Casino at Greektown, \$702,147

The three Detroit casinos reported submitting taxes on retail sports betting in the amounts of \$79,182 to the State of Michigan and \$96,778 to the City of Detroit during for October 2022.

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

- MGM, \$4.7 million
- MotorCity, \$4.3 million

- Hollywood Casino at Greektown, \$6.4 million

Fantasy contest operators reported total adjusted revenues of \$1.5 million and paid taxes of \$126,719 during September 2022.

Fantasy contest operators reported aggregated total adjusted revenues of \$11.2 million and paid taxes of \$944,224 to the state through the first nine months of 2022.

## **Gun Lake Casino Announces New Vice President of Finance and Administration**

Gun Lake Casino [announced](#) the hiring of Brian Johnson as its new Vice President of Finance and Administration. Johnson will bring almost 30 years' worth of financial experience to the casino through his work in several roles at properties across the Midwest.

"After a thorough interview process, there is no doubt in our minds that Brian is the best fit for this job. His extensive work history and experience in the gaming industry will ensure his success as our new Vice President of Finance and Administration. We are thrilled to be adding him to the Gun Lake Casino family," said Gun Lake Casino Vice President and General Manager, Jose Flores.

Johnson received his Bachelor of Arts in Accounting and Business Administration from Augustana College in Illinois and his CPA soon thereafter. Since beginning his career in 1984, Johnson has worn many hats in the financial world before moving into his first CFO role with the Joliet YMCA in 2004. Since then, he has worked in the gaming industry, overseeing casinos financial and administrative operations.

His resume includes positions held for Hyatt Gaming Management, Majestic Star Casino and more. Most recently, he served as the Chief Financial Officer for MotorCity Casino and Hotel in Detroit.

"It's certainly an exciting time to be joining the team at Gun Lake Casino with Phase 5 underway. I am honored to be chosen as the casino's next Vice President of Finance and Administration and am eager to get to work with this exemplary organization," said Johnson about his new role.

Effective immediately, Johnson will oversee multiple teams at the casino, including but not limited to:

- Planning and Analysis
- General Ledger Accounting
- Revenue Audit
- Procurement (Purchasing and Warehouse)
- Inventory Control
- Accounts Payable
- Cage, Credit, and Count teams as well as additional administrative areas.

## **The Pokagon Band and it's Four Winds Casinos Donate Thanksgiving Food Boxes to Those in Need**

According to a Media Alert issued by the Pokagon Band, the Pokagon Band its Four Winds Casino will hand out Thanksgiving food boxes at the Food Bank of Northern Indiana, next week.

The event will take place on Tuesday, November 22 at 10:00 a.m. in the parking lot at the Food Bank of Northern Indiana, located at 702 Chapin Street in South Bend. Team Members will hand out 200 Thanksgiving good boxes. The food boxes are part of larger donation which will be announced the same day.

If you plan to attend, please RSVP by contacting David Gutierrez by phone (847) 533-5082 or email at, [dgutierrez@dresnerco.com](mailto:dgutierrez@dresnerco.com).

## **Gun Lake Casino Highlights Giving Back to the Community**

### **Kick-Off Event for Toys for Tots**

Gun Lake Casino announced a family friendly holiday event, taking place on Saturday, November 26th to celebrate its continued support of the Lakeshore Toys for Tots organization.

“This holiday season Gun Lake Casino is once again proud to partner with Lakeshore Toys for Tots in their mission to bring holiday cheer to area children. We have a fun, family-friendly event coming up to kick-off our season of giving. We’re excited to see our community members and their families for some holiday fun on November 26th” said Gun Lake Casino’s CEO, Salvatore Semola.

To kick off the annual initiative, the casino will be hosting an outdoor fundraising event for all ages. The event will take place from 11:00 am through 3:00 pm on the patio outside of the CBK restaurant. Parents are encouraged to bring the whole family, as a new toy donation will grant you access to get your photo with Santa, pet North Pole reindeer, grab refreshments at a hot cocoa bar and more.

### **Contributes to ACS and Breast Cancer Awareness Month**

For the eighth consecutive year, Gun Lake Casino (“GLC”) continued its support of the American Cancer Society (“ACS”) with onsite recognition of Breast Cancer Awareness month. This past October the casino implemented several ways guests and staff could donate to the organization and raised \$23,255 to help find the cure.

“The donation efforts of our guests and team members have once again helped us in our mission to support those affected by breast cancer. Taking part in Breast Cancer Awareness month is a cause near and dear to Gun Lake Casino and being able to make strides against breast cancer with the help of our community is continuously inspiring,” said Carter Pavey, Assistant General Manager of GLC

Out in the community, Gun Lake Casino team members volunteered at the Making Strides Against Breast Cancer walk in Grand Rapids, where GLC served as the presenting sponsor for the event.