

Good Afternoon, Vice Chair Manning, Senator Antani, Senator Schuring, and the entire Senate select Committee. I am Anthony Teresi, a Chardon Ohio taxpaying citizen and I appreciate the opportunity to speak to the committee on Senate Bill 176, regarding sports gaming.

I am here representing one of North Americas largest and innovative electronic gaming manufacturers of table games, I-Gaming & E-bingo Equipment. The Technology and platform we offer are such; **live-in-person** games like Poker, Blackjack, Baccarat, Video Poker, Horse Betting, Sports betting, and many I-gaming, E-Bingo games offered from your **desktop or mobile device.**

Since the initial inception of Ohio gaming which started in 2012, operators and Gaming leaders; Jack entertainment, MGM Resorts International, Boyd Gaming, Miami Valley Gaming, Hard Rock International, Penn National Gaming and Caesars Entertainment, have brought roughly 7 billion dollars in gross revenue to Ohio.

This revenue is impressive, but operators have paid lofty licensing and investment requirements as they entered the gaming world of Ohio back in 2012. In 2019 these OH operators were on track to have the best revenue year ever.

Unfortunately, due to the COVID-19 pandemic while maintaining their work force, these current OH Operators saw revenues decline by 105 million in 2020 from the normal 750-million-dollar annual average these operators have been accustomed to over the past 9 years.

I respectfully commend this committee for amending the two most recent changes to senate bill 176, pertaining to “first come first serve and granting, Class A licenses the ability to operate an onsite sports book within their current facilities,” Not only does this open new avenue for new qualified Class B license holders, but provides peace of mind to our existing operators and pioneers of Ohio’s gaming since the beginning.

Sharing the same mentality for innovation, player experience and integrity of such gaming activities, Jackpot Digital & The Teresi Group Specialize in electronic gaming technology, innovation, operations, management, sales, and marketing solutions in many states and countries outside of Ohio.

An important aspect of our equipment is that all our electronic gaming hardware and software is certified (GLI) by Global Laboratories International. These standards, to name a few, include certifications such as.

- (GLI:12) Progressive Bonuses
- (GLI:13) On-Line Monitoring & Control Systems
- (GLI:16) Cashless Systems
- (GLI:21) Client-Server Systems
- (GLI:24) & Electronic tables game systems

These certifications reflect the highest integrity of gaming. We would ask that with the approval of Senate Bill 176, this committee take into consideration of the significance of setting the same standards, where applicable. As Senate Bill 176 reaches culmination for a vote, the importance of this standardization supports the protection of customers and the integrity of each bet that is placed at every Class B License holder brick-and-mortar location.

We share the same stance as many of these existing operators in OH and stand with them and the taxpayers of Ohio to see our money stay in the buckeye state for entertainment and charitable use.

Addressing the free market approach specifically for Class B License holders. I will refer to former AG Mike DeWine's opinion in 2013, opinion #2013-030.

There have been conversations on regional and centralized facilities for Class B Licenses, my suggestion to this committee in acceptance of senate bill 176, would be to consider this model for some or all, of these class B licenses.

Although, senate bill 176 is specific to sports gaming, this business model can work the same way in offering Horse, Sports, and charitable gaming to many 501C3 Holders in OH.

In 2013 "Buckeye Charity Poker," was operating roughly 15 electronic Poker and Blackjack table games at their facility in Willoughby Hills OH. This Business Model housed all betting and gaming in one centralized location where current 501C3 holders could "Rent," the facilities, equipment, operations, and management for their allotted (4) day annual casino night fundraisers.

Buckeye Charity Poker was open daily at 10am, and with limited marketing after 11 months later started gaining attention from the nearby casino and representatives in NE Ohio. Towards the end of their hot streak, Buckeye was seeing daily customer turn outs of anywhere from 30-120 customers playing in such, Poker cash games, tournaments, and Electronic blackjack play. The tables used at this facility were later found to be "Slot machines," under AG Mike DeWine's opinion and were ordered to shut their doors or receive further legal action.

Hypothetically speaking, if (5) of the (20) Class B licenses shared the same business model as Buckeye Charity Poker, this bill would be able to directly aid roughly 500 different 501C3 holders per year in Ohio, with conservative revenue potential around 2.5 Million per year, which I am confident can be accomplished through horse betting, sports betting and other approved charitable gaming equipment set forth in senate bill 176.

These types of licenses would be best served in Ohio cities like Findlay, Mansfield, Marietta, Conneaut, Steubenville and/or Athens Ohio, to be far enough away from existing brick and mortar locations while still being able to produce appealing revenues to a 501C3 holder headquartered anywhere in OH.

In closing, Senate bill 176, is complex, detailed and positions every gaming attribute within Ohio minus "Poker." With such a detailed 252-page bill like senate bill 176, the question of abandoning poker altogether arises.

I am confident most current OH casino operators would agree that "Poker," is the most underperforming game offered in OH casinos today regarding revenue. I would ask in acceptance of Senate Bill 176, this committee consider "Electronic Poker," for some or all Class B licensees. In addition, I would strongly suggest this committee consider the potential of Poker revenue within senate bill 176.

Regardless of the finalization, resolution, and outcome of senate bill 176, Jackpot Digital and The Teresi Group, would like to commend this select senate committee, all witnesses, testimonies and most importantly, the taxpayers of OH for the hard work dedicated to senate bill 176 thus far and for the opportunity to keep our hard-earned money within these boards of this Great State of OH.

Thank you again, to this senate select committee for the opportunity to speak today and I am happy to answer any questions you may have?