

Testimony from Cesar Fernandez, Head of US State Government Relations at FanDuel  
House Finance Committee  
Tuesday May 27, 2025

Chairman Stewart, members of the House Finance Committee, thank you for the opportunity to testify today. My name is Cesar Fernandez and I am the Head of US State Government Relations at FanDuel. I am here to speak in favor of the legalization of iGaming in Ohio, and I want to demonstrate why this legislation would be a significant win for Ohio, its residents, and its economy.

FanDuel is proud to be the nation's leading sports betting company, and we are especially proud of our leadership in Ohio's sports betting market. Over the past two years, FanDuel has paid more than \$100 million in taxes to the State of Ohio, most of which fund the state's education system. Our continued success here is a testament to the positive economic impact of legal sports betting, and we see iGaming as the next step to further bolster key state priorities the State would like to allocate funding towards.

Like with online sports betting, we believe that FanDuel has a deep and longstanding partnership with Belterra Park in Cincinnati, a relationship that creates a dependable revenue stream for the racetrack, enabling them to invest in their community and create jobs for Ohioans. In addition, we are proud to be partners of the Cleveland Browns and Cincinnati Bengals. These partnerships are an example of how gaming revenues can be reinvested in local communities, contributing to Ohio's overall economic success and entertainment landscape for your residents.

FanDuel currently operates our iGaming product in five states—New Jersey, Connecticut, Pennsylvania, Michigan, and West Virginia. In these states, iGaming has proven to be a major revenue generator. For example, in 2024 alone, New Jersey's iGaming market generated over \$300 million in tax revenue, while Pennsylvania has seen billions of dollars in iGaming revenue since its inception. These funds are crucial to state budgets, supporting important initiatives in education, public health, and community development. With Ohio's large and growing market, we believe that iGaming could contribute more than \$600 million in net new annual revenue.

At FanDuel we understand that generating state revenue is not the only focus of the state. In order to maintain our status as safe entertainment platform, FanDuel must continue being the industry leader in responsible gaming. We offer a suite of responsible gaming tools across our products, including limits on deposits, time spent gaming, and self-exclusion options, allowing players to make informed decisions. In addition, we have recently implemented real-time deposit monitoring to help detect any unusual gaming behaviors and ensure our players are engaging in a healthy and responsible manner. Our responsible gaming practices are at the core of everything we do, and we continue to prioritize consumer protection through innovation and rigorous oversight.

The last point I would like to make is that iGaming is already happening on illegal sites in Ohio. These unregulated platforms provide no consumer protections, no safeguards against problem gambling, and most importantly, generate no tax revenue for the state. Legalizing iGaming will allow Ohio to take control of this market, provide the necessary protections for consumers, and

ensure that tax revenues flow back into the state, benefiting key priorities like education, healthcare, and infrastructure.

In closing, legalizing iGaming is not just an opportunity for FanDuel, but a major win for Ohio. It provides a dependable and significant revenue stream—an estimated \$600 million—that can support essential state priorities, while ensuring that consumers are protected, the illegal market is cracked down on, and responsible gaming practices are upheld. FanDuel is committed to being a partner to Ohio, and we are excited about the potential to work together to bring iGaming to the state in a way that benefits all Ohioans.

Thank you and I am happy to answer any questions you may have.

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