

# BOYD GAMING

November 17, 2020

*Sent via Electronic Mail*

Senator Kirk Schuring  
Senate Building  
1 Capitol Square  
2<sup>nd</sup> Floor  
Columbus, Ohio 43215

Dear Chairman Schuring and fellow Committee Members,

Boyd Gaming Corporation appreciates your consideration of Senate Bill 111, a bill to legalize and regulate sports wagering in Ohio. We appreciate the work, collaboration and dialogue between Sen. Eklund, Sen. O'Brien, Rep. Greenspan, Rep. Kelly and various stakeholders interested in this important policy issue.

Boyd Gaming Corporation is one of the largest and most diversified casino gaming companies in the United States with 29 properties in 10 states, including Belterra Park Casino in Anderson Township just outside of Cincinnati. We have 40 years' experience operating sports books in Nevada and have seen a very positive response to sports wagering as it has been implemented at our properties in Illinois, Indiana, Iowa, Mississippi and Pennsylvania.

Our experience, however, is not limited only to on-premise ("retail") sports books. We also offer mobile ("online sports pools") wagering through our BConnected platform in Nevada and through our partnership with FanDuel in Illinois, Indiana, Iowa and Pennsylvania. Both of these channels are necessary with the retail books serving as a new entertainment amenity for casinos and racinos while the mobile sports wagering platforms provide safe, regulated alternatives to the unregulated, offshore sites that many Ohioans use to place their bets today.

In our discussions with the sponsors, they have acknowledged that allowing casinos and racinos to partner with multiple mobile sports wagering platforms (often referred to as "skins") is necessary to move much of this unregulated activity to legal, regulated sites. This array of individually branded skins, each with innovative and unique offerings would provide Ohioans compelling, legal alternatives to the untaxed, unregulated offshore sites. Moving this activity to a regulated market subject to robust regulatory oversight will promote consumer protection, enhance wagering integrity and maximize revenue-generation.

We look forward to working with you and your colleagues to add Ohio to the growing roster of states that have legalized sports wagering.

Sincerely,

Ryan Sultz  
Vice President of Governmental Affairs  
Boyd Gaming Corporation