



Testimony of Adam Suliman
to Senate General Government and Agency Review Committee
on Senate Bill 111

November 18, 2020

Good afternoon Chairman Schuring and members of the General Government and Agency Review Committee. My name is Adam Suliman. I am the Vice President of Sports & Digital Gaming at JACK Entertainment and have been a part of the JACK team since we began development of our Ohio gaming facilities ten years ago. JACK Entertainment has a deep history here in Ohio. Our gaming properties, JACK Cleveland and JACK Thistledown, attract over 5 million guests every year and our 1,400 team members are incredibly proud to contribute to the growth and success of our host communities. In just the last few years JACK team members have dedicated over 1500 volunteer hours and donated more than \$4.6 million to local charitable organizations here in Ohio.

Thank you for the opportunity to appear before you today to discuss Senate Bill 111, the legislation to legalize sports wagering in Ohio. It has been just over a year since the last time I was in front of you all. It has been a heck of a year to say the least. We certainly appreciate the hard work Senators Eklund and O'Brien, along with Representatives Greenspan and Kelly, have put in to bring legal sports wagering to Ohio. Our customers appreciate it as well.

Senate Bill 111, once the substitute is accepted, will incorporate best practices from many of the twenty plus states that have legalized sports betting to date. This legislation will put Ohio on firm footing to be a substantial player in the sports wagering marketplace. Perhaps more importantly, legalized sports wagering in Ohio will be able to compete effectively against illegal, black market, sports betting operations. The regulatory framework laid out in this bill will allow the parties involved in sports wagering to accomplish many of the goals we discussed when I was here late last year: such as eliminating the thriving illegal sports wagering market, protecting the integrity of both sports wagering and sporting competitions, and protecting consumers. In short, Ohio's legislation is firmly in line with the other legal markets around the country and we are fully supportive.

Finally, we are excited about the prospect of adding physical sports books and related amenities at our properties here in Ohio. We are preparing to make significant capital investments and create new jobs at our facilities. Although the sports wagering business is an incredibly low margin

business, we feel it's a crucial amenity that that will, when done properly, drive significant visitation and generate incremental gaming and food and beverage revenue. Our customers tell me regularly that they are looking forward to a day in the near future when they can wager legally on their favorite sporting event. It feels like we are very close to providing them with that opportunity and for that, we are appreciative.

Again, we fully support well-regulated and legal sports wagering in Ohio. This is an option that our patrons and your constituents eagerly anticipate being offered in our state.

Thank you again for your efforts on this important piece of legislation. I would be happy to answer any questions you might have.