# **Maryland Jockey Club**

### Comments on Sports Wagering – SB 4

Handle, Race Days and Purses Percentage increase over 5 years

Tim Ritvo, COO Racing & Gaming Paul Wiilliams, Chief Technology Officer

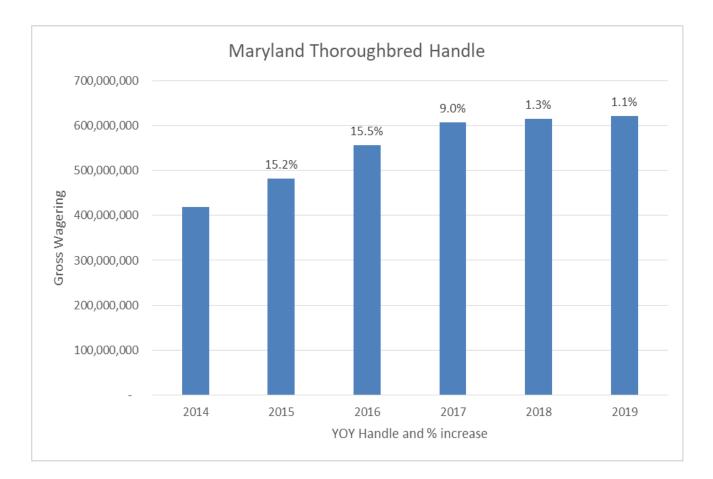


#### Handle, Race Days and Purses – 5 Year Trends

Laurel/Pimlico/Timonium	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
NUMBER OF LIVE DAYS	134	147	160	169	175	181
YOY % change		9.7%	8.8%	5.6%	3.6%	3.4%
5 year % change						35.1%
NUMBER OF LIVE RACES	1,258	1,362	1,482	1,628	1,694	1,671
YOY % change	,	8.3%	8.8%	9.9%	4.1%	-1.4%
5 year % change						32.8%
AVG OVERNIGHT PURSES PER DAY	243,911	234,585	230,945	234,079	237,843	278,524
YOY % change		-3.8%	-1.6%	1.4%	1.6%	17.1%
5 year % change						14.2%
In-state Handle	127,633,208	132,807,273	136,894,866	131,795,781	128,043,555	127,044,632
Export Handle	290,892,167	349,162,808	419,800,079	474,938,161	486,632,541	494,186,853
All Sources Handle	418,525,375	481,970,081	556,694,945	606,733,942	614,676,096	621,231,485
YOY % change		15.2%	15.5%	9.0%	1.3%	1.1%
5 year % change						48.4%
Preakness Day (included above)						
In-state Handle	6,881,473	6,645,342	6,989,038	7,496,271	6,241,480	5,984,644
Export Handle	79,095,006	80,575,408	90,090,963	92,874,609	89,739,455	96,847,532
All Sources Handle	85,976,479	87,220,750	97,080,001	100,370,880	95,980,935	102,832,176
YOY % change		1.4%	11.3%	3.4%	-4.4%	7.1%
5 year % change						19.6%



#### In-State and Export Handle





### Horse Racing is the Original "Legal" Sports Betting

- Maryland racetracks have offered wagering on the sport of horse racing since 1743
- Pari-mutuel wagering on horse racing has been permitted under State law since 1920
- Maryland tracks are subject to strong oversight as gaming entities
  - Licensing process reviews track owners and interest holders
  - Audits and on-site supervision by State officials
  - Compliance with federal and state requirements
- Racing has had 'interstate wagering' and "mobile betting" for many years



### Sports Wagering Does Not Belong to Casinos

- New Jersey is the state initiated the Supreme Court case leading to states' ability to implement sports betting
- New Jersey is a casino state and a racing state
- Monmouth Park a thoroughbred track has sports betting
  - Casinos do not have a monopoly
- Surrounding States
  - Pennsylvania tracks included
  - West Virginia tracks included
  - Delaware tracks included
- If Maryland's racing industry is left out, we will be surrounded by venues with full gaming and now sports betting – a severe competitive disadvantage



## Maryland Racing Will Benefit from Sports Betting

- Tracks need the same tools to attract and retain customers
- Our largest in person crowds, other than main event days, are on Saturdays and Sundays
  - We offer a sports book setting for wagering on racing and watching national and local sporting events
  - If our current customers cannot bet on sports in our venue, we will lose customers – and we will lose the onsite betting handle
- Maryland tracks are ideal locations for sports watching and betting
- An increase in foot traffic will generate more interest in the sport of horseracing

As Maryland considers the proposed revitalization of Pimlico and Laurel, this is the perfect time to ensure the Maryland Racing industry has all the tools it needs to grow

