



February 2, 2022

Senator Guy J. Guzzone, Chair
Senate Budget and Taxation Committee
Miller Senate Building
Annapolis, Maryland 21401

Dear Chairman Guzzone:

As the Riverboat on the Potomac, we are writing to voice our support for **SB 297 – Sports Wagering Facilities – Locations**. The establishment of sports betting has been an exceptional opportunity for Maryland to provide equity to organizations that have been historically excluded from participation in multimillion- or even billion-dollar markets. Diversity is a source of pride for the Riverboat team. We have been told we are the first all minority-owned sports wagering licensee in the country, which is an incredible achievement for our team, but more importantly for the State of Maryland. But our team’s search for minority inclusion didn’t end with ownership; we sought the best and brightest in interior design, general contracting and security systems and electrical installation services, and found Lifted Interior, Liberty, and M-TEC, respectively. All three of these companies are African American woman-owned business, two which are also Maryland-based MBEs. I believe it is safe to state here and now that PointsBet, our gaming sports-betting operator, and our Riverboat team could not be happier with the talent we’ve assembled to turn our ownership dream into a reality.

Participating in the sports wagering industry in Maryland is an incredible opportunity for our team, which include MBE equity partner Delmock Entertainment. However, given our unique location across the Potomac River near Colonial Beach, Virginia, the current 1.5mile exclusionary radius mostly covers only water. It is our belief that SB 297 and the proposed 10mile radius would strengthen the value of this license for our team and will allow us to build a strong base in Southern Maryland as we prepare to begin operations. For these reasons, our position on Senate Bill 297 is **FAVORABLE**.

Thank you,
The Riverboat Team