



301 Beach Terrace • Colonial Beach, VA 22443 • 804.224.7055  
www.riverboatonthepotomac.com

---

Date: February 15, 2023  
To: Budget & Taxation Committee  
From: Riverboat on the Potomac Managing Partners

Subject: Testimony for Senate Bill 267 Internet Gaming - Authorization and Implementation

Good afternoon, Chairman Guzzone and members of the committee. My name is Antonio Jones, and I am one of the owners of the Gaming license for Riverboat on the Potomac, located in Charles County. We are proud to say that we are now the first 100% minority owned sports betting licensee (retail and mobile) in the country, an accomplishment which speaks to the commitment to inclusion fostered in my home state of Maryland. Sports betting was a clear and definitive step forward to bring small and minority businesses into the gaming industry, and SB 267 presents another opportunity to do so. We request a favorable report on this bill with amendments that would enable qualified OTBs like the Riverboat to apply for an iGaming license. We have proven in our ability to play a role in the sports betting market, having just entered month six of operation. On the mobile side, our partner PointsBet operates iGaming licenses in other states and would be able to bring their expertise to the table here in Maryland.

For those of you who don't know, the Riverboat's building is physically located in the Potomac River in Charles County, but our front door faces Colonial Beach, VA. 90% of our retail guests are from Virginia. Maryland used to have many of these little casinos that dotted the shores of the Potomac, but today, we are the only building remaining. Since becoming an OTB, the Riverboat has been trying to restore and modernize Maryland's historic gaming legacy with a focus on the new face of Maryland. As an MBE ourselves, we contracted with several Maryland-based MBE and other minority-owned businesses to perform the sports betting buildout. Customer reviews of the final construction are, in a word, glowing.

We appreciate the steps Maryland has taken to expand the gaming industry for historically underrepresented groups and we encourage the Committee to make room for that vision in this bill. For these reasons, I respectfully request a favorable report for SB 267 with amendments that would include qualify OTBs for a license.

Respectfully yours,

Antonio Jones,  
Riverboat on the Potomac, Managing Member