

# iGaming is Wrong for Maryland Workers and Communities



UNITE HERE Local 7 and UNITE HERE Local 25 proudly represent 2,400 members who work at the Horseshoe Casino, Ocean Downs Casino, and MGM National Harbor. Through collective bargaining, workers at those casinos have achieved family supporting wages and benefits. Legalizing online casino gambling in Maryland will put these jobs at risk.

## Maryland Jobs with \$65 Million in Income Could Be Eliminated by iGaming

Legalizing iGaming will reduce Maryland’s brick-and-mortar casino revenue by 10.2%, according to a report produced by The Innovation Group for the Maryland Lottery. It based its projection on a comparison of in-person gaming revenues in states with and without iGaming.<sup>i</sup> From 2019 to 2022, states with iGaming saw in-person revenues decline 8.2%, while states without iGaming saw in-person revenues grow 2%, implying a “cannibalization rate” of 10.2%. Maryland’s six brick and mortar casinos directly employ 6,678 people.<sup>ii</sup> According to the American Gaming Association, Maryland’s gaming industry supports 27,380 jobs.<sup>iii</sup> If a 10.2% reduction in brick-and-mortar revenue creates a 10.2% reduction in employment, it would mean a loss of over 680 direct jobs and over 2,700 total jobs. The Sage Policy Group projected a loss of 685 direct jobs with \$33.6 million in lost annual income and a total loss of approximately 1,215 jobs with over \$65 million in lost annual income through direct and secondary effects.<sup>iv</sup>

## Online Sports Betting Slashed In-Person Sports Betting by 42%

Since Maryland legalized online sports betting, in-person sports betting wagers have fallen 42% in the state. In-person sports betting handle peaked in October 2022 at \$39.7 million. Online sports betting launched the following month on November 22. In December, the first full month of online sports betting, in-person handle plummeted to \$18.8 million.

Months	Maryland Average Monthly In-Person Sports Betting Handle
Jan 2022 – Oct 2022 (Online Sports Betting Not Legal in MD)	\$26,339,181
Jan 2023 – Oct 2023 (Online Sports Betting Legal in MD)	\$15,401,425

The impact of online sports betting is already harming Marylanders who work at in-person sportsbooks as attendants, bartenders, servers, and cleaners. Many rely on tips from customers. The impact of legalizing online casino games would harm even more casino workers.

## In-Person Casino Gaming Fosters Economic Development

In-person casino gaming drives investment in hotels, restaurants, retail, and entertainment venues both within and around casino properties. For example, the Horseshoe Casino in Baltimore has been a catalyst for the development of The Walk @ Warner Street that now includes a Top Golf and could include a new music venue, hotel, and retail space in the future.<sup>v</sup> Online gaming will endanger economic development opportunities at casinos throughout the state, undermining the purpose of casino legalization in Maryland.

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<sup>i</sup> The Innovation Group, “iGaming in Maryland,” November 2023

<sup>ii</sup> Maryland Lottery and Gaming Commission, Data Dashboard, January 2024, Retrieved from:  
[https://www.mdgaming.com/wp-content/uploads/2024/02/Dashboard\\_January2024\\_2\\_14\\_24.pdf](https://www.mdgaming.com/wp-content/uploads/2024/02/Dashboard_January2024_2_14_24.pdf)

<sup>iii</sup> American Gaming Association, “Gaming by the Numbers: Maryland,” as of December 31, 2023. Retrieved from:  
<https://www.americangaming.org/wp-content/uploads/2019/07/AGA-2021-State-Economic-One-Page-Maryland.pdf>

<sup>iv</sup> Anirban Basu, Sage Policy Group, Inc., Memo to Anne Arundel County Chamber of Commerce Re: iGaming in Maryland, January 4, 2024. Retrieved from: <https://annearundelchamber.org/wp-content/uploads/2024/01/igamingreport.pdf>

<sup>v</sup> WBAL 11, “TopGolf to open Friday as part of newly named entertainment district,” October 25, 2022, Retrieved from: <https://www.wbaltv.com/article/topgolf-open-fridaythe-walk-at-warner-street-baltimore/41767204>

Caves Valley Partners, “Horseshoe Casino/Warner Street Entertainment District,” Retrieved from:  
<https://cavesvalleypartners.com/project/horseshoe-casino/>