



Good morning Chairman Guzzone and Committee Members,

I am Joe Tyrrell, Regional Vice President for Government Relations for Caesars Entertainment which owns the Horseshoe Baltimore. In August, the Horseshoe celebrates its 10th anniversary. In that time, the Horseshoe has contributed over \$1 Billion in gaming tax revenues. We continue to be one of Baltimore City's largest economic engines, generating tens of millions of dollars every year for City coffers, and employing predominantly City and Baltimore County team members.

I Gaming appeals to a new demographic of casino gamers, and a new revenue source for the State. On behalf of the 750 team members at the Horseshoe, I am supportive of SB 603 but with the following suggested amendments:

First, all I-gaming licenses should be tethered to the existing six Maryland casinos with two additional skins per casino. The existing casinos have proven experience in administering casino gaming, including strict adherence to all gaming regulations such as anti-money laundering, Know Your Customer, Responsible Gaming, and Underage protections. Moreover, Maryland casinos have the unique ability to cross marketing i-gaming with brick and mortar businesses. We can run a promotion online with fulfillment at the Horseshoe. This would result in more traffic at the Horseshoe, more jobs at the Horseshoe, and more tax revenues from the Horseshoe.

Second, I gaming should have a reasonable tax rate of 15%. You should demand the best i-gaming experience in the country, which will require significant technologic investments by the operators. I-gaming is a fast-changing landscape with a different expense structure than traditional casinos like the Horseshoe. A reasonable tax rate ensures Maryland i-gaming patrons will have a demonstrably better experience than illegal, or even nearby State operators.

Thanks for permitting me to testify today – I am happy to answer any questions you may have.