



Maryland Senate Budget and Taxation Committee hearing on SB 340

January 29, 2025

Good morning Chairman Guzzone and Committee Members,

I am Joseph Tyrrell, Regional Vice President of Government Relations of Caesars Entertainment and representing the Horseshoe Baltimore. Last August, the Horseshoe celebrated 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.

iGaming primarily appeals to an expanded demographic of casino customers, and would be a significant new revenue source for the State. On behalf of the 750 team members at the Horseshoe, I am supportive of SB 340 but respectfully suggest the following for your consideration:

First, all iGaming licenses should be tethered to the existing six Maryland casinos. The existing casinos have proven experience in operating 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 market iGaming with the existing brick-and-mortar businesses. We can run a promotion online with fulfillment using the many amenities at Horseshoe. This would result in more traffic at the Horseshoe, more jobs at the Horseshoe, and more overall state and local tax revenues from the Horseshoe.

Second, iGaming should have a reasonable tax rate of 15%. You should demand the best iGaming experience in the country, which requires significant technology and infrastructure investments by the operators. iGaming is a fast-evolving landscape with a different expense structure than traditional casinos. A reasonable tax rate ensures Maryland iGaming patrons will have a demonstrably better experience than illegal off-shore operators, or even operators in nearby states.

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