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Tuesday, February 25, 2025

Dear Chair Guzzone, Vice-Chair Rosapepe, and members of the Senate Budget and Taxation Committee,

My name is Antonio (Tony) Jones, and I am a Managing Partner of Riverboat on the Potomac, a 100% Minority Business Enterprise (MBE) gaming and entertainment facility that has proudly served Maryland and the surrounding region for three decades. I submit this testimony in strong support of Senate Bill 725, which would allow for the awarding of a video lottery operation license in Charles County.

As a full minority ethnicity-owned business, Riverboat on the Potomac represents the kind of economic inclusion that Maryland has long sought to support and promote. Expanding gaming operations at our facility through the addition of video lottery terminals would further strengthen an already thriving minority-owned business, creating new jobs, increasing investment in the local economy, and generating significant new tax revenue for the state.

A critical component of this opportunity is the unique geographical positioning of our facility. Riverboat on the Potomac attracts a substantial number of visitors from Virginia, making it a key source of out-of-state revenue for Maryland. While many gaming facilities primarily capture in-state dollars, our location gives Maryland the rare advantage of drawing Virginia residents—who are already a significant portion of our customer base—into our gaming economy. This means that the tax revenue generated from SB 725 would not just be recycling existing Maryland gaming dollars but would bring in fresh revenue from outside the state, benefiting Maryland's economy without increasing the tax burden on residents.

By approving SB 725, Maryland has the opportunity to support a successful, long-standing MBE while also strengthening its competitive edge in the regional gaming industry. Neighboring states have already expanded their gaming options, and Maryland should not lose out on this opportunity to keep pace while benefiting from new revenue sources.

Additionally, Riverboat on the Potomac has a proven track record of responsible gaming regulatory compliance. The addition of video lottery terminals would be a natural and strategic expansion within an already well-regulated and well-established facility. We are committed to maintaining the highest standards of integrity, and this legislation provides a structured, responsible way to grow Maryland's gaming sector.

This bill is not just about gaming—it is about economic development, supporting minority-owned businesses, and capitalizing on a revenue stream that largely comes from out-of-state visitors. I urge the committee to give SB 725 a favorable report and allow Maryland to benefit from this unique and valuable opportunity.

Thank you for your time and consideration.

Sincerely,



Antonio Jones, Managing Partner
Riverboat on-the Potomac, LLC

If you have any questions, please contact:

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