

**Maryland SB 470\_ Fantasy Competitions 12Feb2025.pd**

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Position: FAV

**Maryland SB 470: Fantasy Competitions - Alterations  
and Voluntary Exclusion Requirements**

**SUPPORTING TESTIMONY**

February 12, 2025

Maryland General Assembly  
Budget and Taxation Committee

Subject: Support for SB 470: Fantasy Competitions

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

NetChoice<sup>1</sup> is a trade association of leading e-commerce and online companies promoting the value, convenience, and choice of internet business models. Our mission is to make the internet safe for free enterprise and for free expression.

We work to promote the integrity and availability of the global internet and are significantly engaged in issues in the states, in Washington, DC, and in international internet governance organizations.

I want to thank the Chair, and the committee, for allowing NetChoice to provide our point of view on fantasy competitions and address the current ambiguity in Maryland law. NetChoice supports SB 470 and respectfully asks that you support the legislation, because it:

- Clarifies that daily fantasy sports (DFS) is distinct from sports betting.
- Supports consumer choice and innovation..
- Enhances consumer protections.

**Daily fantasy sports (DFS) is not the same as sports betting**

Fantasy sports is an industry that's growing like almost no other. The industry in 2023 was \$28 billion and will grow to more than \$50 billion by 2028. Nearly 20% of Americans aged 18+ currently participate in fantasy sports. That's 1 of every 5 American adults.

As with all growing industries, innovation is vital to continued success. But with innovation and growth comes the concern of misguided regulation. Wise regulation brings certainty while providing

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<sup>1</sup> NetChoice is a trade association of e-Commerce and online businesses, at [www.netchoice.org](http://www.netchoice.org). The views expressed here do not necessarily represent the views of every NetChoice member company.

a means for continued value to consumers. Of course, innovation is the lifeblood of the Maryland and U.S. economy. A thriving state economy depends on a healthy and pervasive innovation ecology across all industries.

Computing and sports gaming have a long history of intertwined innovation, with computers being used beginning in the early 1960s. More recently, fantasy sports have become increasingly mobile as the computing power that used to take up an entire room can now fit in the palm of our hand. The entire industry has evolved to become one oriented around ease of use, intuition, and convenience.

Sports gambling has grown enormously over the last few decades as, again, technology and innovation have made it more accessible and easier to bet on your favorite team or coin toss. Advertisements for these games of chance, depending predominantly on randomness and luck, are ubiquitous. The gamblers have little to do with the outcome. That uncertainty is the thrill and the appeal. In its simplest form, think of betting lunch with a colleague on the outcome of Monday Night Football.

Such gambling at first blush may seem similar, but is inherently different from DFS.

Fantasy sports require skill, insight, assessment, research, knowledge, and strategy on the player's part. The skill of the player directly affects the outcome. Spotting factors that others do not is the thrill of this game, not randomness or luck. The industry's growth, the continuation of innovation, and the build out of new companies with new ideas has led to an explosion of new players in this space who want to get in on the action.

To protect this innovation, and this form of entertainment, the appropriate regulations should apply. This legislation ensures that fantasy sports in Maryland does have the correct oversight, making clear that regulations on other similar sounding or looking products are not incorrectly imposed.

### **Support Single-Player DFS**

The intertwining of sports, entertainment and communications continues on a path begun decades ago. Over that time consumer preferences have changed, with modern players appreciating the freedom of choice and often preferring single player gaming. For example, second screening, watching television while also using a phone or laptop, has become commonplace. Various online platforms now enable a fan to interact with dozens or even hundreds of others during the game, enhancing the experience even while they compete in their own personal contests.

The contests at issue represent a cultural shift in how Americans enjoy sports. The rise of fantasy play and cutting-edge data analytics has transformed passive viewers into engaged fans. Individuals are attracted by its knowledge-based skills and social connections. The model centers on building fan expertise through steady play, not risky bets. Users gain a deeper appreciation of athletes, teams, and sports strategy by picking optimal player lineups over an entire season. In fact, this individual, passion-driven engagement is why major sports leagues once embraced fantasy providers as partners.

Senate Bill 470, specifically in Section 1(d)(3), meets that growing trend by overtly clarifying that a single participant may compete against a statistical measurement established by a fantasy sports competition operator. Such an option allows those who may not have the time or desire to participate in a season-long, intensely monitored fantasy team setting to play smaller, more individualized games that provide greater entertainment value to them.

### **Enhanced Consumer Protections**

As important as it is for Maryland to allow for innovation to flourish and Marylanders to enjoy their chosen entertainment, consumer protections in this space are also warranted. SB 470 appropriately enhances consumer protections.

The legislation requires the State Lottery and Gaming Control Commission to create a voluntary exclusion list to empower individuals who wish to self-exclude from participating in fantasy competitions. That would mean that operators of fantasy competitions would be prohibited from allowing self-excluded individuals to open accounts, participate in contests, or claim prizes. Fantasy competition operators would also be required to develop programs to mitigate compulsive play and prominently display resources for individuals seeking help with gaming-related issues.

This legislation benefits Maryland by allowing innovation and competition to flourish and customers to enjoy sports in a more modern way, even while providing additional consumer protections. Fantasy competition operators gain needed clarity, responsible gaming programs are supported and Maryland's regulatory framework will align with evolving industry standards.

NetChoice respectfully urges the committee to support this important legislation. Thank you again for the opportunity to share our perspective on this critical issue. We look forward to continuing this important dialogue. As always we offer ourselves as a resource to discuss any of these issues with you in further detail, and we appreciate the opportunity to provide the committee with our thoughts on this important matter.

Sincerely,

Bartlett D. Cleland  
General Counsel and Director of Strategic Initiatives  
NetChoice

# **SB 470 Unfavorable**

Uploaded by: Jennifer Beskid

Position: FAV

# Maryland Lottery and Gaming Control Agency

Wes Moore, Governor • John Martin, Director



Montgomery Park Business Center  
1800 Washington Blvd., Ste. 330  
Baltimore, Maryland 21230

Tel: 410-230-8800  
TTY users call Maryland Relay  
www.mdlottery.com

**DATE:** February 10, 2025  
**BILL NO:** Senate Bill 470  
**BILL TITLE:** Fantasy Competitions - Alterations and Voluntary Exclusion Requirements  
**COMMITTEE:** Budget and Taxation  
**POSITION:** Opposition

The Maryland Lottery and Gaming Control Agency (“MLGCA” or “Agency”) provides the following Letter of Opposition regarding Senate Bill 470, Fantasy Competitions - Alterations and Voluntary Exclusion Requirements

## **Bill Summary:**

SB 470 is sports wagering being presented under the guise of fantasy competition and as such is attempting to bypass licensing requirements, fees, background checks for employees, bond requirements, and applicable tax rates while also allowing 18 year olds to engage in sports wagering.

## **Background:**

SB 470 proposes changes to the definition of “Fantasy Competition” that would specify that a participant owns, manages, or coaches an imaginary team or teams, where participants compete against other participants (more commonly known as head-to-head), or where a single participant competes against a statistical measurement established by the fantasy competition operator (more commonly known as over/under or wagering against the house). These two new types of “competitions” are nearly identical to two definitions of sports wagers in COMAR 36.10.01.02 - sports wagering regulations.

Allowing a participant to play against a statistical measurement set by the operator changes the current structure of fantasy competitions significantly, blurring the lines between fantasy competitions and sports wagering.

The application fee for a mobile sports wagering license is \$500,000 under State Government (SG) Article §9-1E-06 and the license is valid for five years. The registration fee for fantasy competition is just \$100 annually. The Maryland Lottery and Gaming Control Agency (Agency) has proposed regulations that would increase this to \$1,000.

Sports wagering was an expansion of commercial gaming in the State, so it was subject to approval by referendum. Sports wagering is authorized under SG Title 9, Subtitle 1E and regulated under COMAR 36.10 and 36.11, and is subject to regulatory oversight, licensing requirements, and fee structures that are separate and quite different from the requirements for fantasy competitions authorized under SG Title 9, Subtitle 1D.

Authorizing fantasy competitions to conduct sports wagering under this bill would have both a fiscal and operational impact on the Agency, and on sports wagering licensees, and would cause confusion for both fantasy competition players and sports wagering bettors.

If enacted, fantasy competition would ultimately mirror sports wagering, so it would allow individuals under 21 to actually participate in sports wagering.

SB 470 would remove the provisions of Title 12 of the Criminal Law Article from SG §9-1D-02 and would specify that a fantasy competition would not constitute betting, wagering, or gambling for any purpose provided a person does not operate a kiosk or machine that offers fantasy competition to the public in a place of business physically located in the State. This significantly broadens the types of permissible fantasy competitions.

SB 470 repeals and reenacts with amendments §9-1D-05 of the State Government Article. This section would require each fantasy competition operator to develop and maintain a program to mitigate and curtail compulsive play and provide language about obtaining assistance with real-money gaming problems.

**Rationale:**

As stated, SB 470 is a thinly veiled attempt to create a sports wagering option under the fantasy competition regulations. Allowing this change would result in:

1. Significant financial losses to the State. The cost of a sports wagering license is \$500,000 and the cost of a fantasy competition registration is \$100. The Maryland Lottery and Gaming Control Agency (Agency) has proposed regulations that would increase the registration fee to \$1,000, but this is still de minimis.
2. There are myriad differences between how sports wagering employees are backgrounded and licensed, as opposed to fantasy competitions, which have no employee licensing requirements.
3. Operators of fantasy competitions are simply required to register with the Agency and are subject to a fee as described in State Government Article § 9-1D.
4. Sports wagering licensees are required to pay an application fee, submit to background checks, employ a minimum number of employees, submit to inspection of any system, kiosk or machine, submit audited financial statements, provide bonds, etc. Below is a breakdown of some of the requirements and timelines.

<b>Permit, License, or Certificate Title</b>	<b>License or Registration</b>	<b>Description of the application process</b>	<b>Estimated time to process (approval/denial)</b>	<b>Fees and bond requirements</b>
Fantasy Competition	Under SG, Title 1, Subtitle 1D, before offering services in connection with a fantasy competition to players	Fantasy competition operators register with the Gaming Division and submit required documentation via	2 weeks or longer depending on responsiveness to request for information and	\$100 annual registration fee.  Tax rate - 15%

	physically located in Maryland, a fantasy competition operator shall register with the Commission.	email	number and types of contest being offered.	No bond requirement
Mobile Sports Wagering Licensee	Under SG Title 1, Subtitle 1E, an applicant for a Mobile Sports Wagering License must be found qualified by MLGCC, awarded a license by the Sports Wagering Application Review Commission (SWARC), and then issued the mobile sports wagering license by MLGCC; only then is it authorized to conduct and operate mobile/online sports wagering in conformance with Maryland's Sports Wagering Law and COMAR Title 36, Subtitles 10 and 11.	Must submit 2 separate applications: To MLGCC, for background investigations and licensing requirements for the applicant and all employees involved in sports wagering approval. To SWARC, for review and approval of business plans, ownership interests, etc.	3-6 months	\$500,000 application fee for a mobile sports wagering license..  \$1,500,000 bond.  Tax rate - 15%

Fantasy competition and sports wagering are currently subject to the same tax rate. However, the tax structures for fantasy competition and sports wagering differ significantly in the methods used to calculate and apply taxes on revenue.

- Fantasy competition tax is paid quarterly and calculated by allocating the state's share of total entry fees to the adjusted revenue (entry fees minus prizes) and applying the State's tax rate to that proportion.
- As a result, the State's share is contingent upon the operations and revenue generated in other jurisdictions that authorize a fantasy competition.
- Sports wagering tax is paid monthly and calculated by subtracting total payouts to bettors from total wagers placed in the State, and then applying the State's tax rate to the resulting gross gaming revenue.
- The Agency is not able to project what the change to revenues would be without knowing the number of fantasy competition operators that would take advantage of this change, any fees that may be authorized if the licensing structure were to change, as well as any changes that may be made by sports wagering operators who may choose to focus solely on the hybrid being proposed.

Currently, there are specific delineations between fantasy competitions and sports wagering requirements. Many of the significant controls and regulations on sports wagering licensees are not in place for fantasy competition operators. The controls and regulations that would be avoided by this change include:

- Strict know your customer requirements,



- Stricter controls and monitoring of geolocation tools,
- Advertising restrictions,
- Requirements for RG messaging, and
- Fantasy competitions allow 18 year old players.

For the reasons stated above, the MLGCA asks for an UNFAVORABLE vote on SB 470.

**SB 470 Written Testimony- John A. Pica, Jr..pdf**

Uploaded by: John Pica

Position: FAV

**PICA & ASSOCIATES**  
**14 State Circle**  
**Annapolis, Maryland 21401**

John A. Pica, Jr.  
410 446 4600

Matthew Pica  
410 446 3410

**SB 470- Fantasy Competitions - Alterations and Voluntary Exclusion Requirements By:  
Senators Rosapepe and Corderman- FAVORABLE**

Senator Guzzone and Member of the Budget and Taxation Committee,

Below is a copy of the regulation governing Fantasy Competition Operators. The Legislature enacted HB 940 in the 2021 session- HB 940- Gaming - Regulation of Fantasy Gaming Competitions and Implementation of Sports Wagering - Supplementary Appropriation. Under HB 940, the Lottery and Gaming Control Agency was given authority to adopt regulations to implement the fantasy and gaming provisions of the Act.

We believe the MLGCA exceeded its authority when it adopted Section 36.09.01.02, specifically subsection 3(e). the language in bold letters below was not in the legislation. It was added by the MLGCA. Subsection 3(e) is substantive, not technical.

The language in 3(e) favors Sports Wagering Licensees to the detriment of Fantasy Competition Operators. It is the very language that is prohibiting PrizePicks and many other significant fantasy competition operators from entering the Maryland fantasy arena.

The MLGCA usurped legislative prerogative and unfairly, without legislative authority, added the language which is a subject matter that should be decided by the General Assembly.

**FANTASY SPORTS REGULATION- 36.09.01.02**

**Section 36.09.01.02 - Definitions**

A. In addition to the terms defined in COMAR 36.01.01, in this chapter the following terms have the meanings indicated.

B. Terms Defined.

**(1) "Beginner player"** means any fantasy competition player who:

(a) Has entered fewer than 51 fantasy competitions offered by a single fantasy competition operator; and

(b) Does not meet the definition of highly experienced player.

(2) "Entry fee" has the meaning stated in State Government Article, § 9-1D-01, Annotated Code of Maryland.

(3) "Fantasy competition" has the meaning stated in State Government Article, § 9-1D-01, Annotated Code of Maryland, and includes a competition in which:

(a) A prize is awarded;

(b) One or more players are subject to and may pay an entry fee;

(c) The fantasy competition operator offering the competition receives compensation in connection with the competition regardless of the outcome;

(d) The winning outcome is not based on:

(i) The score, point spread, or any performance of any single actual team;

(ii) The score, point spread, or any performance of any combination of teams; or

(iii) Any single performance of an individual athlete or player in any single actual event; and

(e) **FANTASY COMPETITION PLAYERS COMPETE AGAINST OTHER FANTASY COMPETITION PLAYERS AND NOT THE FANTASY COMPETITION OPERATOR.**

(4) "Fantasy competition operator" has the meaning stated in State Government Article, § 9-1D-01, Annotated Code of Maryland.

The language in (3)(e) was not in the legislation that passed the General Assembly. It was added by the Lottery and Gaming Control Agency without authorization.



John A. Pica, Jr.

# **FINAL 2025 MD SB 470 Testimony - Robert Melvin.pdf**

Uploaded by: Robert Melvin

Position: FAV



1411 K Street N.W.  
Suite 900  
Washington, D.C. 20005  
202-525-5717

*Free Markets. Real Solutions.*  
[www.rstreet.org](http://www.rstreet.org)

Testimony from:  
Robert Melvin, Northeast Region Director, R Street Institute

Testimony in Support SB 470, “Fantasy Competitions – Alterations and Voluntary Exclusion Requirements.”

February 12, 2025

Senate Budget and Taxation Committee

Chairman Guzzone and members of the committee,

My name is Robert Melvin, and I am the Northeast region director for the R Street Institute. The R Street Institute is a nonprofit, nonpartisan, public-policy research organization engaged in policy analysis and outreach to promote free markets and limited, effective government, including in the areas of technology and innovation policy. This is why we have an interest in Senate Bill 470.

SB 470 will clarify state law related to sports wagering by defining online fantasy sports competitions, such as daily fantasy sports (DFS), as distinct from sports gambling. It also excludes fantasy sports from the definition of a sporting event in the context of sports betting regulations, and creates a robust voluntary exclusion program and safeguards to ensure responsible gaming.

The concept of fantasy sports in the United States dates back to 1871, when a young Woodrow Wilson first conceptualized it, but never effectuated it.<sup>1</sup> The first actual fantasy sports competition occurred in the 1960s when a group of friends formed the “Greater Oakland Professional Pigskin Prognosticators League.”<sup>2</sup> Participants selected National Football League (NFL) players based on the athletes’ previous performance statistics and contests were rooted in the game-day performance of their rosters.<sup>3</sup> These efforts formed the preliminary framework of today’s fantasy sports industry.

Initially, fantasy sports were primarily for “die-hard” sports fans who could commit to assembling detailed player data as well as the season-long tracking, and competed for a cash prize funded by the players or just for bragging rights.<sup>4</sup> As technology advanced, particularly with personal computers and the internet, participation grew easier.<sup>5</sup> Despite the increased accessibility, the time commitment remained a barrier for many.<sup>6</sup>

The rise of DFS, driven by the digital revolution, allowed for shorter, more flexible contests. Unlike traditional fantasy sports, DFS players compete for cash prizes in a daily or short-term format, thereby reducing the commitment required.<sup>7</sup> While some may conflate online fantasy sports with online gambling due to the potential for financial prizes, the two are separate and distinct. In fact, the 2006 Federal Unlawful Internet Gambling Enforcement Act explicitly classified them as games of skill, not

games of chance like gambling.<sup>8</sup> Research from the Massachusetts Institute of Technology has also demonstrated fantasy football rewards skill.<sup>9</sup> Due in large part to federal law, and increases in internet accessibility and innovation of the personal computer, online fantasy sports have grown considerably.

By 2022, the number of fantasy sports players had increased to 50.4 million, up from 42 million in 2015.<sup>10</sup> To better serve Maryland participants, SB 470 would allow single-player DFS, where individuals compete against a statistical benchmark developed by the fantasy competition operator.<sup>11</sup> While expanding consumer choice is important for a healthy and free market, it's equally vital to ensure the public is protected as well.

Safeguarding consumers from potential negative externalities—such as compulsive gaming—is crucial. Fortunately, SB 470 includes proactive measures to protect against these issues, including strengthened exclusion protections. Specifically, the bill directs the Maryland Lottery and Gaming Control Commission to institute a voluntary exclusion program where individuals who engage in compulsive gaming sign up to exclude themselves from DFS. Fantasy competition operators would also be required to implement programs to curtail compulsive play. Moreover, they would be required to conspicuously display responsible gaming information and offer guidance on how individuals can access support for compulsive gaming behaviors. Research supports the effectiveness of voluntary self-exclusion programs as an intervention for gaming disorders.<sup>12</sup> These enhanced consumer protections will help promote responsible gaming and mitigate the risk of addiction.

Senate Bill 470 confers numerous benefits for Maryland consumers, including clarifying the distinction between DFS and sports betting. This important difference will ensure that online fantasy sports competitions are appropriately regulated. Moreover, it democratizes single-player DFS, aligning with participant preferences. This bill carefully balances consumer choice and safety through compulsive gambling prevention measures and a voluntary exclusion program. For these reasons, we strongly urge a favorable report for SB 470.

Thank you,

Robert Melvin  
Northeast Region State Government Affairs Director  
R Street Institute  
[rmelvin@rstreet.org](mailto:rmelvin@rstreet.org)

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<sup>1</sup> Dan Wohl, "Young Woodrow Wilson was playing a form of fantasy baseball in 1871," Major League Baseball, February 24, 2014: <https://www.mlb.com/cut4/young-woodrow-wilson-was-playing-fantasy-baseball-in-1871/c-68280614>

<sup>2</sup> Jon Wilner, "Fantasy football was born in Oakland, original league still thriving," *The Mercury News*, August 12, 2016: <https://www.mercurynews.com/2015/09/13/fantasy-football-was-born-in-oakland-original-league-still-thriving/>

<sup>3</sup> Wayne Brough, "Fantasy Sports and Fantasy Regulation," R Street Institute, Real Solutions, June 13, 2024: <https://www.rstreet.org/commentary/fantasy-sports-and-fantasy-regulation/>

<sup>4</sup> Ibid.

<sup>5</sup> Ibid.

<sup>6</sup> Ibid.

<sup>7</sup> Ibid.

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<sup>8</sup> Legal Betting USA, "The UIGEA Explained And How It Impacts US Online Betting," December 8, 2024: <https://www.bettingusa.com/laws/uigea/>

<sup>9</sup> Jennifer Chu, "Study: There's real skill in fantasy sports," Massachusetts Institute of Technology, News Office, November 7, 2018: <https://news.mit.edu/2018/hosoi-study-skill-fantasy-sports-1107>

<sup>10</sup> Statista Research Department, "Number of fantasy sports players in the U.S. 2015-2022," Statista, January 13, 2025: <https://www.statista.com/statistics/820976/fantasy-sports-players-usa/#:~:text=From%202015%20to%202022%2C%20the,of%20all%20North%20American%20players>

<sup>11</sup> Maryland General Assembly, 2025 Legislative Session, Senate Bill 470, Accessed Feb. 4, 2025: <https://mgaleg.maryland.gov/mgaweb/Legislation/Details/SB0470>

<sup>12</sup> Igor Yakovenko and David C. Hodgins, "Effectiveness of a voluntary casino self-exclusion online self-management program," *Internet Interventions*, Vol. 23, March 2021:

<https://www.sciencedirect.com/science/article/pii/S2214782920301202>

Sally Gainsbury, "Review of Self-exclusion from Gambling Venues as an Intervention for Problem Gambling," *Journal of Gambling Studies*, Vol 30, pp 229-251, 2014: <https://pmc.ncbi.nlm.nih.gov/articles/PMC4016676/>



**PDF-- SB407 - Shane Saum Favorable.pdf**

Uploaded by: Shane Saum

Position: FAV



Senator Guy Guzzone  
Chair, Senate Budget and Taxation  
3 West Miller Senate Office Building  
Annapolis, Maryland 21401

Re: Senate Bill 470- Fantasy Competitions - Alterations and Voluntary Exclusion  
Requirements- FAVORABLE

Senator Guzzone and Members of the Committee,

Thank you for the opportunity to provide testimony on the topic of fantasy sports contests in support of Senate Bill 470. I write to you today on behalf of SidePrize LLC d/b/a PrizePicks (“PrizePicks”), the largest privately-held Daily Fantasy Sports (“DFS”) operator in the country. PrizePicks operates fantasy contests in more than 40 states and the District of Columbia. PrizePicks is currently not a fantasy competition operator under the authority of the Maryland Lottery and Gaming Control Agency (“MLGCA”). However, there are tens of thousands of active Maryland residents who play PrizePicks while they are in neighboring jurisdictions, mostly in D.C., and those revenues are being missed out on in Maryland. We project that if PrizePicks and the other similar fantasy operators were able to enter the Maryland market, the state would generate an additional millions in tax revenue.

Currently, Maryland law recognizes fantasy competitions as distinct from sports wagering, provided that they meet statutory requirements. On November 15, 2024, the MLGCA published proposed changes to COMAR 36.09 in the Maryland Register that would further discourage PrizePicks and similar operators from entering the Maryland market and offering our popular fantasy games to Marylanders.<sup>1</sup> The proposed rulemaking contains a number of prohibitions on features of fantasy competitions that would have the effect of freezing the fantasy sports landscape and making Maryland a difficult place for innovation in the fantasy sports category. The policy goal of a fantasy sports regulatory framework should be to encourage innovation and increase revenue to the state while ensuring appropriate consumer protections.

On December 23, 2024, Senator Jennings submitted a letter to The Joint Committee on Administrative, Executive, and Legislative Review (AELR) to hold the proposed regulations and hold a hearing. On January 23rd, Senators Rosapepe and Corderman

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<sup>1</sup> *Maryland Register*, Volume 51, Issue 23, Pages 1029 - 1074, November 14, 2024



filed SB 470 which provides regulatory certainty to Maryland’s growing fantasy sports market, allowing operators to innovate while maintaining consumer protections and responsible gaming initiatives.

SB 470 strengthens this distinction by explicitly stating that fantasy competitions do not constitute “sports wagering” under Maryland law. This is in line with how numerous other states regulate DFS, acknowledging that fantasy competitions are based on the relative skill of participants rather than games of pure chance. A key component of SB 470 is the clarification that participants may compete against either other players or statistical benchmarks established by the fantasy competition operator.

SB 470 introduces critical consumer protection measures by requiring the Maryland Lottery and Gaming Control Commission to establish a voluntary self-exclusion list. This program will allow individuals to voluntarily exclude themselves from participation in fantasy competitions, a safeguard that aligns with best practices in responsible gaming and is consistent with similar self-exclusion programs in regulated gaming markets.

Additionally, SB 470 mandates that fantasy competition operators develop and maintain programs to mitigate compulsive play. These initiatives include requiring operators to display responsible gaming messages on their platforms and marketing materials. Importantly, the bill ensures that individuals on the voluntary self-exclusion list cannot create accounts, participate in competitions, or collect winnings, with forfeited prizes directed to the Problem Gambling Fund.

These responsible gaming provisions reflect Maryland’s commitment to ensuring a fair, transparent, and consumer-friendly fantasy sports market while reinforcing the distinction between fantasy sports and gambling. These provisions are in line with some of the best practices PrizePicks has been championing in the industry. In fact, in October of 2024, we announced a groundbreaking, first-of-its kind partnership with idPair, a safer gaming firm revolutionizing player health through innovative Responsible Gaming tools. This partnership enables a seamless self-exclusion solution between PrizePicks, Underdog Fantasy, Betr and Dabble - allowing individuals to choose to simultaneously self-exclude across all members’ platforms, regardless of their location. Players will have the choice on whether they self-exclude on one platform, or on all member platforms.

Fantasy sports have evolved significantly since their inception, with modern formats offering new and innovative ways for consumers to engage. As of 2023, an estimated 55.7 million Americans participated in fantasy sports, with the industry projected to grow



from \$29 billion in 2024 to \$67 billion by 2033.<sup>2&3</sup> The demand for fantasy sports in Maryland is undeniable, and SB 470 ensures that Maryland consumers continue to have access to a diverse range of fantasy contest formats.

By updating Maryland's regulatory framework to reflect current industry practices, SB 470 promotes fair market competition, prevents regulatory overreach, and ensures that Marylanders have access to a dynamic and consumer-friendly fantasy sports ecosystem.

For these reasons, I respectfully urge the Committee to issue a favorable report on SB 470.

Thank you for your time and consideration.  
Sincerely,

Shane R. Saum  
Director of Regulatory and Government Affairs  
SidePrize LLC d/b/a PrizePicks  
Shane.Saum@PrizePicks.com

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<sup>2</sup> Fantasy Sports & Gaming Association Winter 2024 Survey.

<sup>3</sup> Research and Markets, "Fantasy Sports Market Report by Sports Type, Platform, Demographics, and Region 2025-2033," January 2025.