

Maryland HB1240 - Historical Horse Racing

March 2026

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- GGHM is a boutique advisory firm focused exclusively on the global gaming sector. Our senior leadership team has significant CFO, M&A, capital markets, operational, and gaming industry experience with professional backgrounds from industry leading gaming companies (Shufflemaster Gaming, International Game Technology, Anchor Gaming), leading global investment banks (Salomon Brothers & Societe Generale Corporate & Investment Banking), and global public accounting firms (Deloitte & Touche, Coopers & Lybrand). Our team brings world-class gaming industry knowledge and relevant C-suite relationships in order to gather the most relevant information for our clients.
- GGHM has been retained by Long Shot's for advisory and consulting services related to potential rollout of Historical Horse Racing Machines (HHRM's) at select OTB locations in Maryland. In connection with this engagement, GGHM has performed elements of a gaming market study in connection with adding HHRM's to existing OTB facilities located in Maryland as follows: Long Shot's in Frederick, Timonium OTB, Riverboat on the Potomac, Greenmount Bowl in Hempstead, and the town of Boonsboro.

*More information available at www.gghmorowitz.com/aboutus



Commercial Casino Cannibalization Estimates

- The below chart is based on the projected impact of 500 HHR machines at the 5 Maryland OTB locations.
- We estimate HHR net revenue will be generated from the recapture of Maryland gamers currently visiting out of state casinos and market growth.
- Approximately \$97M of the \$151M, or over 64%, of HHR revenue is incremental and not related to the existing revenues of Maryland’s commercial casinos.
- The \$54M of cannibalization is just 2.8% of the \$1.95bn in gross gaming revenue that the Maryland casinos generated in calendar year 2025.

500 Units per Site Scenario	Units	Net Revenue (in millions)
Total HHR Net Revenue	2,500	\$151M
MD Gamer Recapture from Out of State Casinos:		\$28M
Out of State Gamer Capture:		\$34M
New MD Revenue/Demand Created:		\$35M
MD Casino VLT Cannibalization:		\$54M*

**2.8% of Casino Gaming Revenue*

Virginia Casino & HHR Growth

- HHR facilities have been operating in Virginia since 2019, prior to the first temporary casino opening in July 2022.
- Virginia’s total combined revenues (including Slots, Tables, and HHRs) grew 29% year over year in 2025. This is significant but was not the fastest growing market of 2025.
- New Hampshire’s commercial casinos grew at 69% YoY and Nebraska’s grew at 79% YoY.
- Virginia’s growth is largely attributable to the fact that slot and HHR capacity continues to be added year after year.
- The total of slot and HHR units in VA more than tripled from 2021 to 2025.

Slot & HHR Revenues	2019	2020	2021	2022	2023	2024	2025
Rosie's Colonial Downs	\$ 29,424,529	\$ 24,074,124	\$ 44,844,608	\$ 49,938,935	\$ 53,519,089	\$ 59,060,938	\$ 55,131,393
Rosie's Vinton	\$ 12,913,617	\$ 14,800,418	\$ 27,753,946	\$ 41,616,605	\$ 48,782,438	\$ 58,232,632	\$ 56,316,352
Rosie's Richmond	\$ 31,196,140	\$ 48,332,044	\$ 101,300,716	\$ 122,555,520	\$ 124,010,662	\$ 143,257,557	\$ 156,237,431
Rosie's Hampton	\$ 9,686,278	\$ 43,555,953	\$ 86,200,898	\$ 102,626,848	\$ 91,808,223	\$ 103,614,781	\$ 104,974,258
Rosie's Dumfries			\$ 22,493,437	\$ 33,590,080	\$ 40,351,662	\$ 44,348,459	\$ 10,809,816
Rosie's Collinsville			\$ 3,505,555	\$ 6,453,011	\$ 5,723,445	\$ 4,594,270	\$ 4,150,179
Hard Rock Bristol				\$ 66,816,420	\$ 132,217,935	\$ 150,471,167	\$ 208,597,214
Rivers Portsmouth					\$ 169,948,981	\$ 217,294,530	\$ 226,255,247
Caesars Virginia					\$ 108,585,963	\$ 178,811,157	\$ 285,069,683
Emporia Rosie					\$ 4,925,040	\$ 22,503,597	\$ 25,261,132
The Rose						\$ 22,241,176	\$ 147,869,193
Roseshire Henrico							\$ 7,680,699
Norfolk							\$ 2,560,496
State Total	\$ 83,220,564	\$ 130,762,539	\$ 286,099,160	\$ 423,597,419	\$ 779,873,439	\$ 1,004,430,264	\$ 1,290,913,093

Slot & HHR Counts	2019	2020	2021	2022	2023	2024	2025
Rosie's Colonial Downs	571	599	599	560	565	557	487
Rosie's Vinton	146	150	183	487	473	473	472
Rosie's Richmond	632	700	662	700	700	734	959
Rosie's Hampton	595	700	700	698	698	700	700
Rosie's Dumfries			134	150	152	154	99
Rosie's Collinsville			37	37	37	37	37
Hard Rock Bristol				870	904	989	1,412
Rivers Portsmouth					1,345	1,426	1,420
Caesars Virginia					754	847	1,477
Emporia Rosie					150	150	150
The Rose						1,650	1,650
Roseshire Henrico							175
Norfolk							132
State Total	1,945	2,149	2,314	3,502	5,778	7,718	9,171