

# Long Shot's

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**Madam Chair, Madam Vice Chair, and members of the committee, thank you for your time.**

My name is Alyse Cohen, and I am the owner of Long Shot's OTB and Sports book in Frederick County. I am here today in an effort to save my business.

It is well known that OTBs across our state—including Long Shot's—are down nearly 40% over the past several years. We are on the brink of collapse. Yet, we do not want to shutter. We want to continue to operate—and more importantly, to thrive.

Historical Horse Racing, or HHR, is the best proven solution to preserving not only the OTB framework, but also Maryland's horse racing industry—just as it has done in eight other states. Virginia's HHR market (operated by Churchill Downs) generated in 2024: 1400 jobs, \$30M in salaries, 180% increase in the purse accounts for racing, and over \$86.2M in economic impact.

I grew up on a farm in Frederick. My family has been a part of Maryland horse racing for three generations. Some of my earliest memories are of going to our local OTB, the Cracked Claw, to eat chocolate sundaes and watch our horses run.

Horse racing is not just what we do- it is who we are.

We do not want Maryland to lose an essential part of its agricultural identity due to a lack of innovation.

OTBs want to be part of the solution. Historic Horse Racing (per the fiscal note) has the potential—with 4000 machines across the state—to generate \$100 million or more in new state tax revenue. The adoption of HHR would help address shortfalls in racing purses, the Blueprint for Maryland's Future Fund, declining lottery revenues, and many other critical initiatives—without raising taxes and without asking the state for one additional dollar.

We want to save our businesses and contribute meaningfully to our great state at the same time.

Maryland has not significantly diversified its gaming landscape since the advent of the casinos. HHR will be not only geographically diversify gaming, but create a democratizing

agent as it provides small businesses with the ability to compete. We know for a fact the casinos will not close and will continue to generate billions in revenue for their stakeholders with or without HHR. But, as a longtime horse woman and OTB owner, we cannot say the same for our businesses.

Thank you for your consideration.