

PA GAMING CONTROL BOARD

# ANNUAL REPORT

2020 - 2021





### **VISION STATEMENT**

The goal of the Pennsylvania Gaming Control Board is to be the premier gaming regulator in the United States, maintaining and enhancing public trust with honesty, integrity and credibility.

### MISSION STATEMENT

The Pennsylvania Gaming Control Board, guided by the Gaming Act and supported by a dedicated professional staff, will protect the interest of the public by ensuring the integrity of legalized gaming through the strict enforcement of the law and regulations, the licensing of qualified individuals and entities, and fulfilling the objectives of legalized gaming in the Commonwealth to deliver a significant source of revenue, assist the horse racing industry, provide broad economic opportunities and enhance tourism.

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### **BOARD MEMBERS**



Nedia Ralston
Board Member
Designated by the Governor



Denise J. Smyler
Chair
Designated by the Governor



Obra S. Kernodle IV **Board Member**Designated by the Governor



Frank Dermody
Board Member
Designated by the
Minority Leader of the
House of Representatives



T. Mark Mustio

Board Member

Designated by the

Speaker of the

House of Representatives



Frances J. Regan
Board Member
Designated by the
President Pro Tempore
of the Senate



Sean Logan
Board Member
Designated by the
Minority Leader
of the Senate



The Honorable
C. Daniel Hassell
Ex-Officio Member
Secretary of Revenue



The Honorable Stacy Garrity **Ex-Officio Member** Secretary Treasurer



The Honorable
Russell C. Redding
Ex-Officio Member
Secretary of Agriculture

### MESSAGES FROM THE CHAIR & EXECUTIVE DIRECTOR



Denise J. Smyler Chair

My appointment to serve as Chair for the Pennsylvania Gaming Control Board is an honor, and I want to thank Governor Tom Wolf for his faith in placing me in this position. I also want to laud my predecessor, David Barasch, for his six years of excellent leadership as Chair.

It is also important to mention the unprecedented

diversity of the Board as we enter Fiscal Year 2021-2022. Today, the seven-member Board, consisting of three persons of color and three women, is the most diverse since its creation in 2004.

There are many spokes in the wheel of the PCGB. First and foremost are the outstanding and dedicated staff which tackled a second consecutive year of challenges due to Covid-19 restrictions. Yet, the agency spearheaded continued growth in Pennsylvania gaming industry including the opening of two new casinos, additional iGaming and sports wagering sites, and nearly doubling the number of truck stop facilities offering video gaming terminals.

What does this mean to the citizens of Pennsylvania? The economic benefits continue to grow. Total revenue from gaming regulated by the PGCB hit a record high during the 2020-2021 Fiscal Year, and that means the amount of tax dollars being generated and returned to Pennsylvanians also increased from \$1.4 billion to \$1.7 billion in the past three years.

Expansion is continuing. In the next couple of years, expectations are for three additional mini-casinos to open in the Commonwealth and more online gaming site options. All of this will occur under the watchful eye of the PGCB which is dedicated to ensuring that legalized gaming is fair and safe for everyone.

Denise J. Smyler Chair



Kevin O'Toole

Executive Director

The 2020/2021 Fiscal Year again proved both challenging and rewarding for the Pennsylvania Gaming Control Board. The required measures to help mitigate the effects of the Covid-19 virus led to additional closures and year-long safety precautions at Pennsylvania casinos, thus affecting revenue generation for the Commonwealth. At the

same time, as the fiscal year ended, the casinos were emerging from this trying period strong with revenue reaching pre-pandemic levels.

The staff of the Gaming Control Board, while still operating under their own safety measures, not only carried out its mission of oversight of the casino industry, but deftly continued the roll-out of the new forms of gaming envisioned in the 2017 Gaming Expansion Act. During Fiscal Year 2020/2021, this included the opening of the first "mini-casino" located in Westmoreland County along with the start of operations of the long-awaited second stand-alone casino in the City of Philadelphia. Additionally, growth in the number of internet sites for casino-type games (10 to 19) and sports wagering (9 to 13) continued, as did the opening of three additional retail sportsbook sites and a nearly two-fold increase in the number of establishments hosting video gaming terminals (VGTs) which rose from 27 to 48 as the fiscal year ended. All of this occurred under the watchful eyes of our dedicated staff.

I thank you for taking the time to review this annual report which will provide more details on the important regulatory work of this agency. Should you have any additional questions or concerns beyond what you find in these pages, please do not hesitate to contact us by e-mail at pgcb@pa.gov.

**Kevin O'Toole**Executive Director

### THE WORK OF THE PENNSYLVANIA GAMING CONTROL BOARD

The Pennsylvania Gaming Control Board (PGCB) is an independent state agency that regulates certain types of legalized gaming in the Commonwealth of Pennsylvania. This includes casinos and retail and online sports wagering, online casino-type gaming and video gaming terminals at truck stops and fantasy sports contests.

Created by the Pennsylvania Race Horse Development and Gaming Act of 2004, over the years the duties of the Gaming Control Board have expanded but its mission has always remained the same – to protect the interests and safety of the non-gaming and gaming public.

In furtherance of the Board's mission to secure the integrity of gaming and the safety of patrons, the PGCB built an effective regulatory system to make sure that all aspects of gaming are operated appropriately and legally through the development of regulations and licensing processes that assures a high level of oversight.

To fulfill the mission and these responsibilities, the PGCB consists of 9 Bureaus and Offices with approximately 300 employees and a budget of \$43 million (see page 16). These employees interact with the public, the gaming industry, public officials and various other constituencies from within Pennsylvania and outside the Commonwealth. Safety efforts related to Covid-19 continued to alter where and how staff worked during the fiscal year, but did not hinder carrying out its mission of oversight of the casino industry including deftly rolling out new forms of gaming envisioned in the 2017 Gaming Expansion Act. Many of the staff continued to telework throughout the entire fiscal year, though much of the staff whose work must be performed in person did so under significant precautions.

Employees by Bureau/Office	June 30, 2021
Commissioners	7
Executive Offices	8
Investigations & Enforcement	74
Casino Compliance	126
Licensing	19
Office of Chief Counsel	12
Hearings and Appeals	4
Gaming Operations	17
Administration	31
Total	298

#### **Public Contact**

PGCB staff interact with the public in many ways with most contact occurring through interaction at casinos with PGCB Casino Compliance Representatives who monitor the gaming floors of all Pennsylvania casinos.

PGCB staff also monitor sports wagering, internet casino-type games and VGT establishments. The increase in online gaming brought a growth in online casino patron questions and concerns. These are brought to our staff's attention either by phone or email with each complaint being investigated and the outcome of the complaint provided to the patron. In Fiscal Year 2020/2021, PGCB staff assessed, reviewed and investigated more than 850 patron complaints.

Also, staff scrutinized all aspects of the gaming floor and back-of-house operations for any regulatory violations and monitored online activity from each iGaming certificate holder and iGaming operator. Additionally, server locations for all online providers were approved to ensure the location meets security and regulation standards.

Casino Compliance	FY 20/21
Daily Shift Reports	12,460
Office of Enforcement Counsel Referrals	1,143
Responsible Gaming Reports	2,686
Slot-Tables Reports	16,282
Patron Complaints	877
Technical Field Representative Reports	5,905
Slot/Table Games Delivery	390
Live Studio Gaming Reports	89

Due to Covid-19, the 15 public Board meetings where were held via video conferencing and live streaming. Two public input hearings, in May and June of 2021, were also held in-person or by video conferencing or by watching a live stream of the meeting (see Page 17).

#### **Licensing Work**

The Board continued its efforts to identify means of working smarter while protecting the integrity of gaming through the licensure of the people and entities participating in Pennsylvania's Gaming Industry.

The fiscal year saw a tremendous amount of activity with respect to licensing applicants and investigations which resulted in the approval of over 7,000 licensure applications.

Number of Applications	FY 20/21
Received	8,563
Approved	7,694
Denied	20
Surrendered	121
Withdrawn	581
Revoked	29
Suspended	37

Due to the pandemic, the Board transitioned to an electronic application filing process which allowed applicants to transmit documents in a paperless format. This provided significant mail and printing cost savings for the industry and faster document processing time. Significantly, the Board extended electronic payment options to the industry to allow for a more efficient method of fund transfers which resulted in collection of \$6.9 million in application and licensure fees.

A key highlight during the fiscal year was the work of licensing staff with representatives of Live! Casino Pittsburgh and Live! Casino Philadelphia to get each of those facilities' employees licensed in time to meet their November and January opening schedules.

Throughout the fiscal year, the PGCB investigated and issued 5 full iGaming and 9 full Sports Wagering Operator Licenses to companies offering interactive websites for casino-type gaming and sports wagering. To do so, staff analyzed and investigated more than 160 iGaming and Sports Wagering Gaming Service Provider applications and notifications to support interactive gaming and sports wagering activities.

The PGCB also granted full or conditional approval to seven VGT Terminal Operators and 25 VGT Establishments, while authorizing 21 Establishments to begin offering live play at truck stops. To support VGT gaming, more than 470 VGT Establishment employees were licensed by the PGCB.

In total, the PGCB issued more than 8,000 credentials to individuals working in varying aspects of the casino industry after each was investigated, to ensure they meet the requirements of the Gaming Act.

Applications by Type	FY 20/21
Slot Machine Manufacturer	2
Table Game Manufacturer	1
Affiliate	74
Key Employee	147
Principal	288
Principal Entity	38
Gaming Level 2	656
Gaming Employee	4,197
Non-Gaming Employee	1,874
Certified/Registered Vendor, Vendor Affiliate, Employee, Gaming Related GSPs, VGTs	385
Slot Machine Manufacturer Designee	1
iGaming Manufacturer	10
iGaming Operator	5
Sports Wagering Manufacturer	5
Sports Wagering Operator	9
Fantasy Operator	2
Total	7,694

The Bureau of Investigations and Enforcement (BIE), in its work to provide investigations for licensing and enforcement, adapted to working 100% remotely as necessitated by the pandemic. BIE did so by utilizing tools such as Skype and FaceTime to conduct background investigations and enforcement investigations in an efficient and cost-saving manner.

#### **Legal Matters and Hearings:**

Within the PGCB resides several legal offices that work independently of each other: The Office of Chief Counsel (OCC), the Office of Hearings and Appeals (OHA) and the Office of Enforcement Counsel (OEC).

The Office of Chief Counsel continues to oversee the provision of all legal services to the Board and various bureaus as well as overseeing contracting, litigation, employment matters and miscellaneous administrative functions. The Office advises the Board on all matters coming before the Board for decision in public meetings.

OCC's Licensing function also played a significant role in areas of sports wagering and interactive gaming by preparing suitability reports that lead to the licensure of interactive gaming operators, interactive gaming manufacturers, sports wagering operators and sports wagering manufacturers as well as for the licensure of new types of gaming service providers to support expanded gaming.

Finally, in consultation with other departments within the agency, the Office of Chief Counsel drafted and submitted to the Board for adoption four final-form rulemakings, which make up the complete regulatory scheme for expanded gaming in the Commonwealth. These final-form rulemakings contain all of the regulatory oversight provisions for Casino Simulcasting, Fantasy Contests, Interactive Gaming, Video Gaming Terminals, and Sports Wagering. The Office of Chief Counsel also worked with the Office of Compulsive and Problem Gambling to make amendments to the Board's procedures for self-exclusion to allow for individuals to self-exclude via an online portal as opposed to requiring it to be done in-person, and providing an avenue for individual's on the lifetime casino self-exclusion to request removal after 10 years, upon the completion of certain conditions.

Legal filings with the PGCB are received by OHA from many avenues including through the PGCB's electronic filing system, an important tool that permitted new filings to be accepted in a timely manner during the Covid-19 pandemic. OHA's web-based filing retrieval system was also continually updated to enable the interested public to look up filings and any accompanying documents. As a result, requests for documents have greatly decreased over the past few years because the Board provided direct access to all public filings via our website.



Types of Filings	FY 20/21
Petitions	315
Answers/Motions/Misc.	1,385
Enforcement Actions	181
Requests for Oral Hearing	42
Reports and Recommendations Issued	54
Exceptions	8
Disposed Hearing Files	27
Board Orders	650
OHA Orders	157
Total Orders Processed	807
Hearings Conducted by OHA	86
Records Certified to Courts	0
Requests for Documents	23

OHA continued to provide hearings to applicants, licensees and others seeking Board action throughout the pandemic through the extensive use of technology that permitted hearings to be held remotely. On two occasions, OHA held live public hearings. One, on May 20, 2021, was to collect public input needed for determination of the licensing of GW Cumberland Op Co.'s new proposed location in Shippensburg Township. Then on June 30, 2021, OHA conducted a license renewal public input hearing in the City of Chester to collect information to determine the renewal of the license for Harrah's Philadelphia Casino.

The Office of Enforcement Counsel (OEC) is a statutorily created independent office, whose duties include, but are not limited to: filing recommendations and objections on all licensing matters; providing advice and direction on background investigations, audits, inspections, and investigations of potential violations; initiating, in its sole discretion, proceedings for noncriminal violations; and petitioning the PGCB or Commonwealth Courts for certain relief as needed.

Between July 1, 2020 and June 30, 2021, the following statistics are attributed to OEC's regulatory oversight prosecutorial work:

Pre-Licensing	
Background Investigation Reports	1,842
Gaming & Non-gaming Employee Legal Reviews	300
Recommendations of Application Denials	53
Petition Answers	288
Post-Licensing	
Enforcement Actions	1,038
Petition Answers	358
Financial Fitness Reviews and Institutional Investor Assessments	60
Consent Agreements	13
Consent Agreement Fines	\$529,000

During the fiscal year, the PGCB approved 13 Consent Agreements negotiated by OEC, resulting in \$529,000 in fines. Consent Agreements are the final product of an investigation conducted by PGCB staff into violations of law or regulations.

Investigations include, but are not limited to, review of video surveillance, interviews of those involved, accounting audits, and engineering analysis of machine operations. Investigations can be simple or very complex depending on the situation and may involve different bureaus and can arise from a patron's complaint, audits by PGCB staff or Department of Revenue staff, or through observations by PGCB staff on-site at each casino.

Casinos in Pennsylvania are required to self-report any potential violation. In this scenario, once casino management becomes aware of a violation, they are required to report the violation to the appropriate PGCB staff. For example, if an underage individual gains access to the gaming floor, casino staff informs PGCB staff, typically a Casino Compliance Representative, and a compliance review commences to determine the circumstances of the case.

Additionally, through OEC's work, the PGCB placed 101 individuals on and removed 5 individuals from the Boards Involuntary Exclusion list.

Involuntary Exclusions	Additions	Removals
Theft	43	1
Cheating	15	
Child Endangerment	13	
Counterfeit Currency	8	
Harassment	4	
Disorderly conduct	3	2
Assault	3	
Trespass	2	
Forgery	2	
Underage/Aiding	2	
Bookmaking	2	
Threats	1	
False identification	1	
Controlled Substance	1	1
Money Laundering	1	
Underage		1
Total	101	5

## Internal Controls, Equipment Testing and Regulatory Investigations

Each year the PGCB conducts a review of diversity efforts by licensees and provides a public report on these efforts based on guidelines set by the General Assembly to promote and ensure diversity in all aspects of the gaming activities. A separate and detailed report on those efforts is available on the PGCB's website.

One of the primary ways the PGCB protects the public is through the inspection and testing of equipment used in all aspects of gaming through its Gaming Laboratory Operation (GLO). Licensees may not use slot machines, table games, internet-based games, sport wagering technology and other associated gaming equipment until it is approved.

Gaming Laboratory	FY 20/21
Submissions Received	1,526
Paytables Reviewed	7,001
Approval Letters	880
Revocations	49
Interactive Products Reviewed	791
VGT Products Reviewed	10
Sportsbook Products Reviewed	127

With Covid-19 safety measures in place, GLO participated in many weekly calls/meetings with all operators and manufacturers launching interactive sports betting/casino sites within the Commonwealth. Staff worked diligently with the operators and manufacturers to ensure all testing and certifications were completed in a timely manner to meet launch goals and that all submissions complied with the technical requirements set forth in the Gaming Act, PGCB regulations and technical standards.

In conjunction with equipment reviews, all gaming venues must have a written system of internal controls that describe its operating procedures in key departments such as finance, security, surveillance, table games and slots.

The Bureau of Gaming Operations (BGO) works to ensure the integrity of retail gaming, interactive gaming and sports wagering operations of licensed holders and associated entities licensed by the PGCB.

In Fiscal Year 2020/2021, BGO reviewed over 1,000 internal control submissions, conducted 11 compliance audits and oversaw the opening of 9 new iGaming sites. In addition, the BGO ensured that the agency stayed well informed regarding potential risks, challenges, innovations, and best practices in all aspects of gaming as well as ensuring the continued success of the industry as a whole.

In Fiscal Year 2020/2021, the Office of Sports Wagering Operations led the implementation of sports wagering activity through three new retail locations and three new online sites. In addition, 297 submissions were reviewed, evaluated, and approved outlining the types of sporting events and wagering options offered to the general public. Additional areas of oversight included,

but were not limited to, the review of risk and trading errors and integrity monitoring reports outlining potential unusual or suspicious wagering activity. These functions are performed to ensure compliance with the Gaming Act, Board regulations, and each licensee's internal controls while also ensuring the continued success of Pennsylvania's sports wagering industry.

<b>Gaming Operations</b>	FY 20/21
Internal Controls Reviewed	1,144
Table Games Submissions Reviewed	467
Slot Tournaments Reviewed	25
Compliance Audits Conducted	11
I-Gaming Openings	9
Sports Wagering Operations	FY 20/21
Retail Sports Wagering Opening	3
Online Sports Wagering Openings	3
Catalogs of Events and Wagers Reviewed	297
Risk and Trading Reports Reviewed	72
Integrity Monitoring Reports Reviewed	81
Contests, Tournaments, and Pools Reviewed	646
Compliance Reports Completed	57
Promotions Reviewed	5,818



### OFFICE OF COMPULSIVE AND PROBLEM GAMBLING

Gambling disorder, often identified as problem gambling or gambling addiction, includes all gambling behavior patterns that compromise, disrupt or damage personal, family or vocational pursuits. Like other addictions, problem gambling is both treatable and preventable.

Gambling disorder is known as the "hidden addiction", however there are signs and symptoms that may help in detecting the disorder. Signs of problem gambling include increased preoccupation with gambling, a need to bet more money more frequently, restlessness or irritability when attempting to stop, "chasing" losses, and loss of control manifested by continuation of the gambling behavior in spite of mounting, serious, negative consequences.

In 2006, the Board established the Office of Compulsive and Problem Gambling (OCPG). It is the OCPG's mission to develop and adopt responsible gaming regulations and policies in conjunction with educational materials and outreach activities to assist those who are affected by gambling disorder.

### Self-Exclusion Intakes by Calendar Year

2006	2
2007	182
2008	321
2009	589
2010	903
2011	1,263
2012	1,456
2013	1,582
2014	1,474
2015	1,567
2016	1,510
2017	1,446
2018	1,389
2019	1,606
2020	1,499
2021 - As of June 30	1,372

The Board requires gaming licensees and operators in Pennsylvania to develop and comply with an approved compulsive and problem gambling plan. These plans contain operators' responsible gambling policies and procedures including details on the annual responsible gaming employee training program, responsible advertising policies, procedures to provide educational materials to patrons and online players, and the methods used to identify individuals who may be experiencing problem gambling behavior.

The Board continues to maintain voluntary self-exclusion programs to assist individuals with gambling disorders on their path to recovery. The Board's voluntary self-exclusion programs provide individuals with the ability to ban themselves from Pennsylvania casinos, interactive gaming sites, fantasy contest sites, and/or video gaming terminal establishments. Since 2006, the Board has received over 18,000 requests for self-exclusion.

All Self-Exclusion enrollments and removals are now accepted online. Visit <u>ResponsiblePlay.pa.gov</u> to learn more about self-exclusion and other information from the Office of Compulsive and Problem Gambling.

## Casino Self-Exclusion by Race as of June 30, 2021

Caucasian	11,328
African American	2,630
Asian	1,348
Hispanic	545
Indian	230
Middle Eastern	193
Multi-Racial	42
Native American	17
Other	186

## Self-Exclusion by Type as of June 30, 2021

Retail Casino & Sports Wagering	16,519
I-Gaming	1,041
Video Gaming Terminals	378
Fantasy Contests	223

### GAMING EXPANSION CONTINUES IN PENNSYLVANIA

Fiscal Year 2020/2021 was another year of both transformation and expansion. The industry continued to adapt and change to the realities of Covid-19 and the growth of new forms of gaming in the Commonwealth.

The pandemic continued to reshape the gaming industry. Required measures to help mitigate the effects of the Covid-19 virus led to reduced operating hours, limits on occupancy, social distancing efforts and in December and January the suspension of gaming operations at casinos. These circumstances had major effects on employment, revenue and general operations. At the same time, as the fiscal year ended, the casinos were emerging from this trying period with a rebound in gaming revenue that reached pre-pandemic levels.

The Gaming Control Board kept a watchful eye on the industry and worked with public health professional to provide casinos with best practices and the guidance they needed to help mitigate the effects of Covid-19 during these trying times.

#### **Retail Casinos**

For the first time since 2013, Pennsylvania saw the opening of multiple casinos in a fiscal year. The first was Live! Casino Pittsburgh located in a shopping mall in Hempfield Township, Westmoreland County in November 2020. It was also notable as the first of the Category 4 "mini-casinos", authorized by the legislature under the gaming expansion in 2017, to begin operations. The second opening occurred in January 2021 when a Category 1 "stand-alone" Live! Casino Philadelphia began operations in the Stadium District of Philadelphia. Both of these new casinos are owned and operated by the Cordish Companies and brought to 14 the total number of casinos operating in Pennsylvania. (See pages 18-32)

#### **iGaming**

Interactive Gaming (iGaming) continued to grow throughout the fiscal year with the addition of 7 new iGaming sites in Pennsylvania, increasing the total number of iGaming sites to 19 under 10 certificate holders. This rise in iGaming sites resulted in a 270% increase in revenue from \$240 million in Fiscal Year 2019/2020 to \$897 million in Fiscal Year 2020/2021. (More information can be found about iGaming on Page 12)

#### **Sports Wagering**

Sports Wagering also ramped up. By the end of the fiscal year, there were now 15 retail locations at casinos or off-track wagering facilities and 12 online sports wagering sites. Following the disruption of major sports leagues and other sporting events due to Covid-19 in the prior fiscal year, the return of most events led to significant revenue growth. In Fiscal Year 2020/2021, \$5.6 billion was wagered on sporting events generating \$309 million in revenue...a 172% increase over revenue in the prior fiscal year. (More information can be found about Sports Wagering on Page 13)



#### **Video Gaming Terminals at Truck Stops**

The number of Video Gaming Terminal (VGT) locations at qualified truck stops nearly doubled during Fiscal Year 2020/2021 with 48 VGT establishments, all with the maximum of 5 machines, operating across the Commonwealth under four VGT operators. This resulted in a revenue increase of 361% over last fiscal year. The Gaming Control Board continues to receive applications for additional establishments and anticipates more VGT establishments to be open in the coming fiscal year. (More information can be found about VGT's at Truck Stops on Page 11)

#### **Fantasy Sports Contests**

Fantasy Sports Contests completed their third fiscal year of regulation by the PGCB and, while seeing opportunities for play greatly reduced due to the Covid-19 shutdown of major U.S. sports, still produced \$28 million in revenue from 9 Fantasy Contest Operators, an increase of \$8 million over the previous fiscal year. (More information can be found about Fantasy Sports Contests on Page 14)

### VIDEO GAMING TERMINALS AT TRUCK STOPS

There was continued growth of Video Gaming Terminals at Truck Stops during Fiscal Year 2020/2021. By the end of the fiscal year, there were a total of 48 facilities in 27 counties offering VGT gaming compared to 28 facilities in 18 counties at the close of the last fiscal year. In kind, VGT machine count increased from 140 to 240 over that period. Also during that period of time, the number of operators who have VGT machines in the truck stop locations increased from two to four.

It is also important to note that collectively over 800 individuals have been licensed/permitted/registered for involvement in some level of operation and oversight of the VGT at these facilities

A Truck Stop Establishment that wishes to offer VGT gaming must meet the following criteria:

- · have a diesel island;
- sell an average of 50,000 gallons of diesel per month;
- · be located on at least 3 acres of property;
- have at least 20 dedicated commercial parking spaces;
- · have a convenience store; and,
- be a PA Lottery sales agent.

Prior to offering VGT play to the public, an operator must complete an onsite inspection and meet minimum opening requirements. All operators must have individuals fully licensed by the PGCB and those individuals must have completed problem gambling training. Also, the VGT area must be separated from the rest of the establishment by a physical barrier with only one point of entry/exit and they must have camera surveillance coverage of the entire gaming area.



All VGT establishments must offer copies of compulsive and problem gaming handouts developed by the Board and have them conspicuously displayed, along with signs containing the phrase, "If you or someone you know has a gambling problem, help is available. Call 1-800-GAMBLER.".

The 48 operating facilities generated \$31 million in revenue while paying \$13 million in state tax and an additional \$3 million in tax to benefit local projects across the state in the fiscal year.

VGT's were not immune to the COVID-19 pandemic during the fiscal year. In December 2020 through the first week of January 2021, facilities were instructed to close their VGT rooms by the Gaming Control Board due to increased cases of Covid-19 throughout Pennsylvania. While total gaming revenue from VGTs still climbed significantly year over year (\$6.8 million in 2019/2020 compared to \$31 million in 2020/2021), the increase would have been greater had closings not occurred.

As we begin Fiscal Year 2021/2022, there are 29 truck stop facilities that have either been licensed but had not opened to the public or have gained a conditional license and are awaiting final license approval.

### VGT Terminal Operators Revenue/Tax Generated in FY 2020/2021

<b>VGT Terminal Operators</b>	Gaming Revenue	State Tax	Local Share Tax
Marquee by Penn	\$23,526,114	\$9,880,968	\$2,352,611
Commonwealth Gaming	\$4,493,687	\$1,887,349	\$449,369
Jango Entertainment	\$1,679,323	\$705,316	\$167,932
Second State Gaming	\$1,635,619	\$686,960	\$163,562
FY 20/21	\$31,334,744	\$13,160,593	\$3,133,474

### INTERNET CASINO GAMES

Fiscal Year 2020/2021 proved to be a tremendous growth year for internet-based simulated slot machine and table games casino gaming (iGaming) with an increase in the number of certificate holders growing from 8 to 10 leading to an increase from 12 to 19 iGaming websites. In kind, Poker also saw an increase in sites, going from 1 to 3 during the fiscal year.

In October 2020, Pennsylvania iGaming operators also introduced live dealer table games operated from a studio which combine the convenience and ease of iGaming on a player's desktop or mobile device with the social aspect of playing in a land-based casino with live dealers. Players can watch dealers shuffle and deal cards via a real time video feed and make in-game decisions such as whether to hit and stand as if they were seated at a blackjack table in a land-based casino. Currently nine certificate holders offer live dealer games including blackjack, roulette, baccarat, Three Card Poker and Ultimate Texas Hold 'Em. By the close of the fiscal year, live dealer table games accounted for approximately 40% of table games iGaming revenue.

Gaming Control Board staff continued the job of opening new sites throughout the fiscal year. Prior to opening, each operator had to demonstrate the ability to offer iGaming in an environment that is secure, offers protection for the consumer, offers games that have passed regulatory standards, and follows internal controls for all aspects of their operations.

Specifically, staff from the PGCB worked with each iGaming provider to insure they met all regulatory requirements through a number of predesigned steps: the licensure of all appropriate organizations and individuals; testing of all computer equipment used in the offering of online games; approval of software used for the games; ensuring that problem gambling tools are in place; and, proper revenue reporting controls are being followed.

Each iGaming site is also checked to ensure it contains all information required per the Board's regulations such as the PGCB licensed and regulated logo, responsible gaming information, and terms and conditions for promotions.

Finally, each provider had to demonstrate to Board staff, through a multi-day soft launch of live internet play, that the site was ready for the public on a 24/7 basis. The testing included the creation of patron accounts

and enabling of a sufficient amount of play by the public in the live environment to ensure all games were functioning properly. Also, operators were required to demonstrate that the public has easy access to problem gambling information, including self-exclusion information. The Board staff also observed both the customer support operations during the testing period and that game play limits are available and working properly and concluding with a daily revenue audit process to ensure proper accounting controls were in place and followed.



With the addition of new sites, revenue from iGaming also saw a substantial increase during the Fiscal Year 2020/2021 with operators generating \$897 million in revenue while paying \$372 million in taxes:

### I-Gaming Revenue/Tax Generated in FY 2020/2021

I-Gaming Revenue Total	\$897,216,020
I-Slot Revenue	\$603,338,626
I-Tables Revenue	\$263,183,498
I-Poker Revenue	\$30,693,897
I-Gaming Tax Total	\$372,716,675

I-Gaming Tax Total	\$372,716,675
I-Slots State Tax (34%)	\$205,135,133
I-Slots CFA County Grants (13%)	\$74,557,966
I-Slots Local Share Assessment (5%)	\$34,042,986
I-Slots Local Share Assessment (2%)	\$12,066,773
I-Tables State Tax	\$36,845,690
I-Tables Local Share Assessment	\$5,263,670
I-Poker State Tax	\$4,203,900
I-Poker Local Share	\$600,557

### SPORTS WAGERING

Fiscal Year 2020/2021 continued to see growth in both the number of retail and online sports wagering operators and the corresponding growth in sports wagering revenue. With the addition of three new retail outlets that opened during the fiscal year (Live! Pittsburgh, Wind Creek Bethlehem and Live! Philadelphia), as of publication of this report, there are a total of 15 retail sports wagering locations. Additionally, there were three new online sports wagering sites that launched during the fiscal year (Hollywood Casino at Penn National Race Course with Barstool, Hollywood Casino Morgantown with BetMGM, and Wind Creek Bethlehem with BetFred). With the addition of an online sportsbook by Live! Philadelphia that began prior to the publication of this report, sports wagering websites currently total 13 in Pennsylvania.



Live! Casino Pittsburgh Ribbon Cutting

Neither a retail sportsbook or an online sports wagering site can open or launch in Pennsylvania until it has demonstrated to PGCB staff through a soft launch process that it is ready to be offered to the public and in compliance with the Gaming Act and PGCB regulations. For retail sports wagering, this includes ensuring staff were adequately trained, a thorough review and testing of security and surveillance protocols, and ensuring that policies and procedures designed to ensure compliance with internal controls are correctly implemented. For online sports wagering, testing includes such things as proper creation of customer accounts, the review of wagering activity by the public in a live environment, and the implementation of responsible gaming tools in a controlled testing environment. Additionally, PGCB staff

observes customer support activities during the testing periods to monitor patron complaints, then reviewing financial information following the soft launch period to confirm proper accounting controls are in place.

Once a sports wagering operation is open to the public at either a retail outlet or an online operation, staff from the PGCB monitor each operation on a continuous basis to ensure they meet all regulatory requirements. This includes the licensure of all appropriate organizations and individuals; the testing of all technical equipment used in the offering of sports wagering; the review of the types of events and wagers offered to the public; availability and use of responsible gaming tools; and, the routine review of both revenue reporting procedures and all promotional offerings. When appropriate, staff also conduct compliance reviews based upon patron complaints. If it is determined that a regulatory violation may have occurred, matters are investigated and corrected by the sports wagering operators with a subsequent referral of the matter made to the PGCB's Office of Enforcement Counsel.

The expansion of both retail locations and online sites has resulted in an increase in overall sports wagering handle. During Fiscal Year 2020/2021, the amount wagered on sports was \$5,591,029,597 which produced taxable revenue of \$308,849,184. This revenue amount represented a 172% increase when compared to the prior fiscal year.

### Sports Wagering Revenue/Tax Generated in FY 2020/2021

Total Handle	\$5,591,029,597
Handle Retail	\$455,397,315
Handle Online	\$5,135,632,282
Total Revenue	\$308,849,184
Revenue Retail	\$48,225,092
Revenue Online	\$260,624,092
Total Tax	\$111,185,706
State Tax	\$105,008,722
Local Share Tax	\$6,176,984

### **FANTASY SPORTS CONTESTS**

Fantasy sports contests allow individuals to assemble virtual teams of real players in a professional sport. These fantasy sports contests are based on the actual statistical performance of the players. Contests vary from short periods of time, such as daily or weekly or can extend out to season long contests.

The Gaming Control Board established a regulatory framework for the oversight on the play of Fantasy Sports Contests in the Commonwealth. With that oversight, Pennsylvania residents that enter Fantasy Sports Contests are assured that each licensed operator meets standards set out in the law and Board regulations.

In particular, the Pennsylvania law requires licensed Fantasy Sports operators to offer contests to "beginners", thus excluding highly experienced players in this level of contests, while also prohibiting the use of "scripts" by participants which can impart unfairness in the play of fantasy contests.



The licensing and regulation of the Fantasy Sports providers allowed for the calculation of revenue and taxes owed to the Commonwealth based upon entries made while the player is within Pennsylvania. That tax rate is 15% of the adjusted revenue, with the revenue going to the state's General Fund. A chart of operators licensed to conduct Fantasy Sports Contests in Pennsylvania and revenue for the Fiscal Year 2020/2021 is below.

FY20/21	Fantasy Contest Fees	Fantasy Contest Revenue	Fantasy Contest Tax
DraftKings, Inc	\$149,497,947	\$16,153,077	\$2,422,962
FanDuel PA LLC	\$110,839,496	\$11,412,309	\$1,711,846
JDAD, LLC	\$1,689,006	\$333,418	\$50,013
Yahoo Fantasy Sports LLC	\$3,193,181	\$190,572	\$28,586
SportsHub Technologies	\$488,339	\$87,283	\$13,092
FullTime Fantasy Sports LLC	\$52,480	\$4,928	\$739
Underdogs Sports Inc	\$11,646	\$3,930	\$590
Fantasy Draft LLC	\$64,418	\$1,012	\$152
DataForce, LLC	\$11,547	\$0	\$0
Total	\$265,848,059	\$28,186,529	\$4,227,979

### **GAMING DURING A PANDEMIC**

Gaming in Fiscal Year 2020/2021 was unfortunately greatly impacted by the plight of the Covid-19 fight. This resulted in some additional closures and restrictions at all land-based casinos that hampered revenue and necessitated employee furloughs at the facilities.

When permitted to be in operation, Pennsylvania casinos met the call by incorporating stringent Covid-19 safety protocols into all aspect of their operation. These included reduced capacity requirements, enhanced cleaning, employee health monitoring and customer education outreach.

In light of the effects of the pandemic, growth in new gaming ventures and a rebound of casino activity still occurred.

Following PGCB-mandated closures of casinos in March 2020 based on the Governor's statewide Covid-19 restrictions, the fiscal year saw a rebirth of casino gaming after limited reopening of in-person gambling at the brick and mortar facilities began on June 9, 2020. Casino business then suffered a brief period in mid-December 2020 when casinos where once again required to close until January 2021 to help stop the spread of the virus.

Even with casinos operating, mitigation efforts continued throughout the entire fiscal year that affected employment in the industry, revenue generation and purchasing by the gaming industry.

At the same time, there was positive news regarding the activity for internet-based casino-type games along with online sports wagering, both of which grew significantly. Activity for internet-based casino-type games along with online sports wagering grew significantly. In fact, at the close of Fiscal Year 2020/2021, these new gaming initiatives, coupled with VGT's and Fantasy Contests, now account for 33% of the gaming revenue generated in Pennsylvania.

Through it all, employees of the Gaming Control Board continued to do their work in regulating the industry by remotely performing their essential work. Additionally, the Board continued to hold all scheduled public meetings via video conference.

zoom





## **PGCB REVENUE & EXPENDITURES**

### Fiscal Year 2020-21

#### Revenues

Beginning Balance	
Operator Assessments	\$37,357,000
Restricted Revenue	\$6,000,000
Available	\$43,357,000

### **Expenditures**

Expenditures	
Personnel Expenditures	
Salaries	\$21,159,710
Overtime	\$56,541
Benefits	\$13,776,798
Unemployment Compensation	\$147,025
Retirement Payouts	<u>\$255,048</u>
Total Personnel Expenditures	\$35,395,122
Operating Expenditures	
Travel	\$22,363
Training	\$7,501
Utilities/Comm	\$186,645
Services	\$1,320,455
Rentals/Leases	\$1,764,005
Supplies	\$33,279
Equipment (NFA)	\$177,882
Inventory Expenses	\$3,161
Other Operating Expenses	<u>\$530,877</u>
Total Operating Expenditures	<u>\$4,046,168</u>
Fixed Assets	
Software Licensing	<u>\$8,883</u>

TOTAL EXPENDITURES	<u>\$39,450,173</u>
Revenues Over (Under) Expenditures	\$3.906.827

Note: Expenditure figures as of August 22, 2021.

### PUBLIC MEETINGS & EXECUTIVE SESSIONS

The Pennsylvania Gaming Control Board (Board) convenes public meetings monthly to conduct its business and render decisions on applications, petitions and reports and recommendations. In order to complete its work timely and efficiently, the Board may convene more than one public meeting during a single month. It is customary for the Board to conduct an executive session the day prior to a public meeting for the purpose of discussing matters confidential under the state's Sunshine Law. An agenda is prepared for these executive sessions and the agenda is posted to

the Board's website prior to that meeting. Additionally, the Board may consider matters that necessitate a hearing and these matters are conducted immediately prior to a scheduled public meeting. When the hearing is concluded, the Board's Chairman may call for an executive session to engage in quasi-judicial deliberations regarding the matters which were the subject of the hearing. A log of executive sessions held by the Board during fiscal year 2020-21, including reference to the agenda posted on the Board's website, is set forth below:

### Pennsylvania Gaming Control Board - Executive Session Log FY 2020/2021

#### 7/7/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 7/8/2020.

#### 8/4/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 8/5/2020.

#### 9/1/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 9/2/2020.

#### 9/29/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 9/30/2020.

#### 10/27/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 10/28/2020.

#### 11/17/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 11/18/2020.

#### 12/15/2020

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 12/16/2020.

#### 1/12/2021

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 1/13/21.

#### 2/9/2021

See Agenda posted on Gaming Control Board Website under "Meetings" Link to 2/10/21.

#### 3/16/2021

See Agenda posted on Gaming Control Board website under "Meetings" Link to 3/17/21.

#### 4/20/2021

See Agenda posted on Gaming Control Board website under "Meetings" Link to 4/21/21.

#### 5/18/2021

See Agenda posted on Gaming Control Board website under "Meetings" Link to 5/19/21.

#### 6/15/2021

See Agenda posted on Gaming Control Board website under "Meetings" Link to 6/16/21.

#### 6/16/2021

Quasi-judicial deliberation regarding a public hearing held on 6/16/21. See Agenda posted on Gaming Control Board website under "Meetings" Link to 6/16/21.

### STATEWIDE TOTALS





















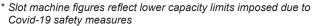


















### MOHEGAN SUN POCONO





1280 PA-315 Wilkes-Barre, PA 18702 mohegansunpocono.com Plains Township Luzerne County



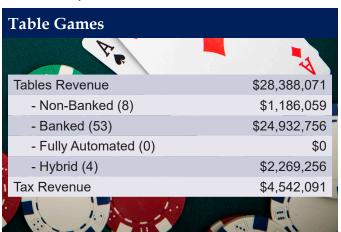
Harness Racino

As of June 30, 2021

873 Total Employment

226 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$145,362,752
Tax Revenue	\$75,001,044
Slot Win Per Day	\$278
Average # of Machines in Play*	1,494
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	
BAR	







## HARRAH'S PHILADELPHIA CASINO & RACETRACK





777 Harrah's Blvd. Chester, PA 19013 caesars.com/harrahs-philly Chester City Delaware County



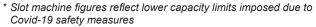
Harness Racino

As of June 30, 2021

697 Total Employment

235 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$142,440,449
Tax Revenue	\$73,611,509
Slot Win Per Day	\$287
Average # of Machines in Play*	1,417
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	\$3,750,000
BAR	









## PRESQUE ISLE DOWNS AND CASINO





8199 Perry Hwy. Erie, PA 16509 presqueisledowns.com Summit Township Erie County



Thoroughbred Racino

As of June 30, 2021

497 Total Employment

143 Table Games Employees

Slot Machines	BAR
Slot Revenue	\$79,335,693
Tax Revenue	\$40,920,345
Slot Win Per Day	\$201
Average # of Machines in Play*	1,128
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	
BAR	







### MEADOWS RACETRACK AND CASINO





210 Racetrack Rd. Washington, PA 15301 meadowsgaming.com North Strabane Township Washington County



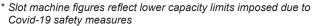
Harness Racino

As of June 30, 2021

655 Total Employment

192 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$133,351,893
Tax Revenue	\$68,837,577
Slot Win Per Day	\$213
Average # of Machines in Play*	1,793
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	
BAR	









### MOUNT AIRY CASINO RESORT





312 Woodland Rd. Mt. Pocono, PA 18344 mountairycasino.com Paradise Township Monroe County



Stand Alone Casino

As of June 30, 2021

892 Total Employment

296 Table Games Employees









### HOLLYWOOD CASINO AT PENN NATIONAL RACE COURSE





777 Hollywood Blvd. Grantville, PA 17028 hollywoodpnrc.com East Hanover Township Dauphin County



PENN NATIONAL RACE COURSE

Thoroughbred Racino

As of June 30, 2021

531 Total Employment

154 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$159,846,973
Tax Revenue	\$82,466,552
Slot Win Per Day	\$341
Average # of Machines in Play*	1,340
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	\$12,500,000
BAR	







### WIND CREEK BETHLEHEM CASINO





77 Wind Creek Blvd. Bethlehem, PA 18015 windcreekbethlehem.com City of Bethlehem Northampton County



Stand Alone Casino

As of June 30, 2021

1,402 Total Employment

625 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$221,905,714
Tax Revenue	\$114,379,573
Slot Win Per Day	\$338
Average # of Machines in Play*	1,877
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	\$10,000,000
BAR	

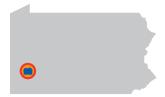






### RIVERS CASINO PITTSBURGH





777 Casino Dr.
Pittsburgh, PA 15212
riverscasino.com/pittsburgh
City of Pittsburgh
Allegheny County



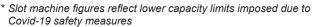
Stand Alone Casino

As of June 30, 2021

1,332 Total Employment

435 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$196,095,183
Tax Revenue	\$100,997,828
Slot Win Per Day	\$223
Average # of Machines in Play*	2,559
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	
BAR	









### RIVERS CASINO PHILADELPHIA





1001 N. Delaware Ave. Philadelphia, PA 19125 riverscasino.com/philadelphia City of Philadelphia Philadelphia County



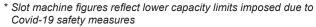
Stand Alone Casino

As of June 30, 2021

1,323 Total Employment

582 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$102,722,138
Tax Revenue	\$50,775,914
Slot Win Per Day	\$269
Average # of Machines in Play*	1,256
Local Share Assessment (1326.1)	\$10,000,000
Licensure/Change of Control	
BAR	









### VALLEY FORGE CASINO RESORT





1160 1st Ave. King of Prussia, PA 19406 vfcasino.com Upper Marion Township Montgomery County



Resort

As of June 30, 2021

522 Total Employment

221 Table Games Employees









### LADY LUCK CASINO NEMACOLIN





4067 National Pike Farmington, PA 15437 ladylucknemacolin.com Wharton Township Fayette County



Resort

As of June 30, 2021

1,193 Total Employment

39 Table Games Employees









### PARX CASINO





2999 Street Rd. Bensalem, PA 19020 parxcasino.com Bensalem Township Bucks County



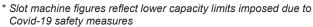
Thoroughbred Racino

As of June 30, 2021

1,951 Total Employment

899 Table Games Employees











### LIVE! CASINO PHILADELPHIA





900 Packer Ave. Philadelphia, PA 19148 philadelphia.livecasinohotel.com City of Philadelphia Philadelphia County



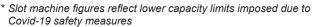
Stand Alone Casino

As of June 30, 2021

1,366 Total Employment

436 Table Games Employees

Slot Machines	
	BAR
Slot Revenue	\$59,141,761
Tax Revenue	\$29,052,737
Slot Win Per Day	\$199
Average # of Machines in Play*	1,776
Local Share Assessment (1326.1)	\$4,506,449
Licensure/Change of Control	
BAR	









### LIVE! CASINO PITTSBURGH





5260 US-30 Greensburg, PA 15601 pittsburgh.livecasinohotel.com Hempfield Township Westmoreland County



**PITTSBURGH** 

Mini Casino

As of June 30, 2021

580 Total Employment

130 Table Games Employees









### A LOOK TO THE FUTURE

The Fiscal Year 2021/2022 looks to be another active year in gaming development in Pennsylvania. In August 2021 a new Category 4 facility, Penn National Gaming's Hollywood Casino York, opened in a former retail space at the York Galleria Mall. This casino commenced operations with 510 slot machines, 26 tables games, sportsbook, kiosks to place horse racing wagers, and dining options. With the opening of Live! Casino Pittsburgh during Fiscal Year 2020/2021, two of a potential five Category 4 casinos have now been opened.

Three other Category 4 gaming facilities are in varying stages of development: Penn National Gaming's Hollywood Casino Morgantown is licensed and expected to open in late 2021 in a newly constructed building in

Berks County just off the PA Turnpike Exit 298. Parx Casino Shippensburg in Cumberland County has yet to be licensed. If that license is granted, it would be located in a vacated retail space just off Interstate 81 Exit 29. Bally's Casino in College Township in Centre County has also yet to be licensed. It plans to locate in former retail space in the Nittany Mall on East College Avenue.

Category 4 facilities can have up to 750 slot machines and 30 table games at opening with an additional 10 table games permitted after the first year of operation. The right to apply for a Category 4 license was gained by these facilities through an auction process held by the PGCB. The five winning bids ranged from just over \$50 million to the minimum permited bid price of \$7.5 million.





**Hollywood Casino York Grand Opening** 



**Hollywood Casino Morgantown Construction** 

### If you or someone you know has a gambling problem, help is available and it works Call 1-800-GAMBLER



Pennsylvania Gaming Control Board

P.O. Box 69060

Harrisburg PA 17106

Phone: (717) 346-8300

Fax: (717) 346-8350

www.gamingcontrolboard.pa.gov

