



PENNSYLVANIA GAMING CONTROL BOARD
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Sent via Electronic Mail

Interactive Gaming Certificate Holders
Interactive Gaming Operators
Sports Wagering Certificate Operators
Online Sports Wagering Operators

**RE: Industry Guidance 2025-05
Online Promotions**

Dear Certificate Holders and Operators:

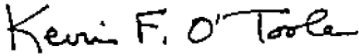
As you know, 58 Pa. Code § 813a.3 details regulatory requirements pertaining to interactive gaming and online sports wagering promotions. An interactive gaming certificate holder or interactive gaming operator is required to notify and provide to the Pennsylvania Gaming Control Board (“Board”), at least 5 days prior to implementing a promotion, terms and conditions of each promotion. Board staff receive and review the terms and conditions of promotions offered to the general public in Pennsylvania. The terms and conditions of all promotions communicated to players must also be posted on the interactive gaming certificate holder’s webpage as well as any skins the interactive gaming certificate holder operator or an interactive gaming operator operates on behalf of an interactive gaming certificate holder. The terms and conditions must be stated in a clear and conspicuous manner using plain language and be readily accessible and available for review for the duration of the promotion.

To reiterate the current process in place, terms and conditions are required to be submitted at least five days in advance and should be detailed with specific information as previously communicated. Board staff do not approve promotions. The terms and conditions are submitted as notification and Board staff review to ensure they are not false, misleading, or deceptive. Promotions should not have an adverse impact on the general public or the integrity of gaming. When received, Board staff provide notification of any required revisions or cancellations. In addition, please note there is flexibility if you would like to run a promotion on very short notice due to unforeseen circumstances.

Currently, Board staff do not require the submission of odds boost promotions. Sports wagering operators are required to maintain a record of all terms and conditions related to odds boost promotions which must be available to Board staff upon request. Moving forward, Board staff are extending this guidance to include profit boost promotions. Profit boost promotions are no longer required to be submitted and the terms and conditions related to each promotion should be maintained and be made available upon request in the same manner as odds boost promotions.

As a reminder, the terms and conditions of promotions are required to be drafted and formatted in a manner as prescribed by the Board. As you know, interactive gaming and online sports wagering promotions can be confusing. The consistent formatting has been found to assist in eliminating any patron confusion regarding the applicable terms. We continue to ask that each be written in the defined format, in layman's terms, and in full sentences so players can clearly understand the rules that govern each promotion. Full transparency of all applicable terms and conditions is important and required.

Thank you for your attention regarding this matter. If you should have any questions or concerns, please contact Kevin Kile, Director of Sports Wagering, at (717) 346-7173 or via email at kkile@pa.gov.

Sincerely,

Kevin F. O'Toole
Executive Director

KFO:kk

cc: Steve Cook, Chief Counsel, PGCB
Claire Yantis, Administrative Director, PGCB
Paul Resch, Director, Bureau of Gaming Operations, PGCB
Lee Copello, Director, iGaming Compliance Operations, PGCB
Kevin Kile, Director, Sports Wagering Operations, PGCB
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