

1 THE COMMONWEALTH OF MASSACHUSETTS  
2 MASSACHUSETTS GAMING COMMISSION  
3 GAMING POLICY ADVISORY COMMITTEE

4 CHAIRMAN

5 Dennis DiZoglio, Chairman

6 Stephen P. Crosby, Commission Chairman

7 MEMBERS:

8 Sen. Jennifer Flanagan (present via telephone)

9 Sen. Richard Ross

10 Rep. Ann-Margaret Ferrante,

11 Rep. Angelo L. D'Emilia

12 Thomas Land

13 Brian Lang

14 Lydie Ultimo

15 INVITEES:

16 Barbara Anthony

17 Steve Keel

18 William Messner

19 David Stein

20 -----

21 MASSACHUSETTS STATE HOUSE

22 24 Beacon Street

23 Boston, Massachusetts

24 Tuesday, December 16, 2014 9:00 a.m.-10:53 a.m.

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

P R O C E E D I N G S :

CHAIRMAN CROSBY: We are going to call to order -- We are not going to technically call to order until we have a quorum and we need Senator Ross to do that. He is on his way we believe. So, in the interest of time, let's move along. I'm Steve Crosby. I'm Chair of the Gaming Commission and I guess I'm not co-chair of this body but I am supporting the chair.

I'm going to come back in a minute and introduce our new chair. I thought we ought to have our members introduce themselves. Most of the members of this committee are mandated within the legislation. One or two actually have been added by the Commission because we just thought citizens that have brought interest and/or expertise. Why don't we go around. John, introduce yourself.

MR. ZIEMBA: I'm John Ziemba. I'm the Ombudsman for the Commission.

MR. MESSNER: Bill Messner, president of Holyoke Community College.

1 MS. ULTIMIO: Director of Substance  
2 Abuse Services, Department of Public Health.

3 MR. LAND: Thomas Land, Director of  
4 Data Management in the Office of Statistics,  
5 Department of Public Health.

6 REP. FERRANTE: Ann-Margaret  
7 Ferrante, State Representative from Gloucester.

8 CHAIR DESIGNEE DIZOGLIO: Dennis  
9 DiZoglio, Executive Director of Merrimack  
10 Valley Planning Commission.

11 CHAIRMAN CROSBY: On the phone,  
12 senator?

13 SEN. FLANAGAN: Senator Jen Flanagan  
14 from Leominster.

15 CHAIRMAN CROSBY: Thanks for calling  
16 in Jen. I know this is awkward, but we  
17 appreciate it.

18 SEN. FLANAGAN: No problem.

19 REP. D'EMILIA: Representative  
20 Angelo D'Emilia from Bridgewater/Raynham, the  
21 eighth Plymouth district.

22 MR. LANG: President of Unite Here  
23 and Local 26.

24 MR. STEIN: David Stein, I'm an

1 invitee from Newton.

2           CHAIRMAN CROSBY: We are, I think,  
3 about to begin our third meeting -- I know.  
4 There are a couple of other members who are  
5 effective members. The legislation mandates  
6 that a representative of our licensees be  
7 members of this committee.

8           Under the technicalities of the law,  
9 a member of this committee becomes a special  
10 state employee which implies compliance with  
11 certain ethic regs., conflict of interest regs.  
12 You can't do anything as a member of this  
13 committee that might advance your own  
14 interests. And if we have members of the  
15 licensees on the board, how do they vote on  
16 something pertaining to their business.

17           So, it's not really a conflict, but  
18 there's a technicality. So, Bob DeSalvio, who  
19 is the head of the operations for Wynn Resorts  
20 in Everett and Mike Mathis who is head of  
21 operations for MGM Springfield are here in  
22 spirit. And as soon as we get this ethics  
23 matter sorted out, they will become formal  
24 members of the committee.

1                   What I started to say was we are  
2 about to have, I think, our third meeting.  
3 Many of our positions had to be filled by  
4 representatives of organizations and of  
5 entities many of which didn't exist yet. We  
6 had to have a representative, for example, of  
7 the licensees. And we didn't have any  
8 licensees yet.

9                   It also took us a while to kind of  
10 get organized. We also had our first chair,  
11 Rob Hubbard, who most of you met who was the  
12 former director of planning at Leominster,  
13 terrific guy who actually I'm sorry to say got  
14 ill and had to resign. That kind of slowed the  
15 process down.

16                   We want very much to make this body  
17 be a working body, not just a pro forma  
18 advisory body, but one that we really want to  
19 try to get involved into really some  
20 substantive review of what we're doing. It's  
21 hard in a startup phase because a body that  
22 meets once a quarter, for example, which is  
23 probably what we will do when things are moving  
24 so fast in the startup phase, you're always way

1 behind the eight ball. It's hard to make the  
2 role meaningful.

3           When we get into a more steady-state  
4 operations, which are beginning June 30, give  
5 or take when the Plainville casino will be  
6 opening, it will be easier. It will be steady-  
7 state operations. It's our clear intent to  
8 have this body have a substantive role and to  
9 have the subcommittees, as we'll talk about,  
10 which were also mandated by the Legislature  
11 have a substantive role.

12           All of us have been involved in  
13 these kinds of high-level subcommittees in the  
14 past. It's easy to say we're going to be  
15 substantive. It's pretty hard to do, but we're  
16 going to try to.

17           And John and his staff, including  
18 Mary Thurlow who are committed along with Rick  
19 Day, our Executive Director -- raise your hand  
20 -- we'll provide staff support. We're going to  
21 try really hard to make this meaningful.

22           So, in the meantime we really  
23 appreciate those of you who have been with us a  
24 few times and give us a bit of your time. Part

1 of what is going to make this possible going  
2 forward is that we have now a chairman designee  
3 who is anxious to be a part of it.

4 I actually had the pleasure of  
5 calling Dennis DiZoglio and asking him if he  
6 would serve. And I was expecting him to say,  
7 well, how much time is it going to take? And  
8 how long? And he said I'd love to do that.  
9 That would be great.

10 So, Dennis is, as many of you know,  
11 the Executive Director of the Merrimack Valley  
12 Planning Association where there are no  
13 casinos. So, there is no conflict. There are  
14 no applicants anymore from that area. Prior to  
15 that he was mayor of Malden?

16 CHAIR DESIGNEE DIZOGLIO: Methuen.

17 CHAIRMAN CROSBY: Methuen, sorry. I  
18 knew it was one of those M's. So, he brings  
19 tremendous expertise in a lot of the areas that  
20 we're going to be talking about.

21 He needs to be officially sworn in  
22 before he can be chair and become a member of  
23 the board. So, I think we are going to ask  
24 that a representative of the Governor, which

1 would be one of our General Counsels or both of  
2 our General Counsels Catherine Blue and Todd  
3 Grossman to swear in Mr. Chairman designee.

4 MR. GROSSMAN: Good morning, Mr.  
5 DiZoglio. If you'd raise your right hand, and  
6 if you'd please read the three provisions of  
7 the oath and then sign below.

8 CHAIR DESIGNEE DIZOGLIO: I, Dennis  
9 DiZoglio, do solemnly swear that I will bear  
10 truth, faith and allegiance to the Commonwealth  
11 of Massachusetts. I will support the  
12 Constitution thereof, so help me God.

13 I, Dennis DiZoglio, do solemnly  
14 swear and affirm that I will faithfully and  
15 impartially discharge and perform all duties  
16 that are incumbent upon me as Chair of GPAC  
17 according the best of my abilities and  
18 understanding, agreeability to the rules and  
19 regulations of the Constitution and the laws of  
20 the Commonwealth, so help me God.

21 And I, Dennis DiZoglio, do solemnly  
22 swear that I will support the Constitution of  
23 the United States of America.

24 CHAIRMAN CROSBY: Is he official?



1 MS. BLUE: He is official as soon as  
2 he signs.

3 CHAIRMAN CROSBY: Congratulations.  
4 I'm just going to have a couple of quick words  
5 on kind of where we're at.

6 Obviously, most of you in this room  
7 track where we are at. As you know, at a very  
8 high-level, we have awarded the license for the  
9 slots parlor in Plainville. We've awarded two  
10 of the potential three resort casino -- resort  
11 destination casino licenses. One to Wynn  
12 Resorts in Everett. One to MGM in Springfield.

13 And I will tell you that the  
14 Commissioners and the staff feel great about  
15 the companies that we have picked Penn  
16 National, MGM and Wynn. By anyone's measure  
17 they are among the very best if not the very  
18 best operators of casino facilities in  
19 basically the world. And we take pride in the  
20 process we went through. Our Investigations  
21 and Enforcement Bureau headed up by Karen  
22 Wells, who just joined us -- raise your hand --  
23 is a rigorous outfit. We did shake-down  
24 cruises on these folks. And we feel really,

1 really good about who we have on board.

2           We have one potential license still  
3 to award. That is in the so-called Region C,  
4 which is Southeastern, Mass. We now have a  
5 deadline of February 1 for applications for  
6 Region C. We've extended the deadline twice.  
7 We have lowered the financial threshold, the  
8 minimum investment.

9           In fact, we've lowered the minimum  
10 investment that's required. Region C,  
11 Southeastern, Mass., is the smallest region of  
12 the three. It's the most competitive in the  
13 sense that Twin Rivers in Rhode Island is right  
14 across the border.

15           It has Plainville which is a town  
16 adjacent to Region C. It has Connecticut  
17 casinos closer than the other locations.

18           And the big one is, as you all know  
19 and we've talked about briefly here, is the  
20 impending likelihood or at least the  
21 possibility of an Indian casino, the Mashpee  
22 Wampanoag Tribe in Taunton if and when they  
23 ever get their designation of what's called  
24 land in trust from the federal government.

1           If they do get their land in trust  
2 assignment, they then have a right under the  
3 federal law to proceed with a casino. That  
4 would create a tremendous competitive situation  
5 for a commercial casino if we license a  
6 commercial casino.

7           So, the commercial applicants are, I  
8 would say reluctant and concerned. We at the  
9 moment do not have a single completed  
10 application. We do have one company, KG Urban,  
11 which has a location in New Bedford, which has  
12 paid their \$400,000 license fee and reports to  
13 be prepared to commit but does not yet have a  
14 full financing package or an operator, or for  
15 that matter an agreement with the Mayor on the  
16 site.

17           So, we don't know what's going to  
18 happen with Region C. That's the one big  
19 licensing issue that's yet to come.

20           The slots parlor in Plainville will  
21 begin operations in the end of June is their  
22 target date. They're moving very quickly.  
23 They've already spent close to \$100 million  
24 dollars, I think, in building the site as well

1 as giving us the \$25 million nonrefundable  
2 deposit.

3           They gave us their deposit before  
4 the referendum because they had great hopes  
5 that things would work out. They have hired  
6 three or 400 construction workers. The jobs  
7 and the economic development impacts that were  
8 envisioned in the law to begin with are  
9 beginning to impact and occur in Plainville.

10           MR. LANG: Steve, a question on  
11 Region C. Is it an option for the Gaming  
12 Commission even if there are a number of  
13 applicants to make a decision not to award any  
14 license at all?

15           CHAIRMAN CROSBY: Right. We have  
16 the right to award up to three licenses up to  
17 one in each region. And we have the discretion  
18 not to award at all if we decide.

19           We've always said in Region C, as in  
20 the other regions, that when all of the  
21 applications are all in, one of the things that  
22 we will be doing is assessing the whole  
23 situation. And part of the situation in  
24 Southeastern Mass. is the tribal situation.

1 So, we've been wrestling with this one now for  
2 two years. And it's a really complicated  
3 situation. And we don't know at all what we'll  
4 end up with there.

5 There's a lot of really good things  
6 going on in areas of research and problem  
7 gambling, which you're going to hear about.  
8 This committee has a statutory duty to help us  
9 with those issues. Is there anything else,  
10 John, that's kind of high-level of where we're  
11 at that I should be talking about?

12 MR. ZIEMBA: I think that covers  
13 where we are right now.

14 MR. LANG: I just had a question. I  
15 know that the Gaming Commission deliberated for  
16 quite a while on the issue of CORI. I believe  
17 that the Commission is going back to the  
18 Legislature on that area. Can you give a quick  
19 report on that?

20 CHAIRMAN CROSBY: I may need some  
21 staff support on this. Essentially, the  
22 statute that we operate under, the Expanded  
23 Gaming statute has a very, very strict  
24 background check commitment. And it is very

1 rigorous, and some of us think rigid with  
2 respect to people who have CORI records.

3 Does anyone remember exactly what it  
4 says? What it has done is made it very  
5 difficult for us to target a lot of the  
6 underemployed or unemployed audience, potential  
7 employees that the law says we should be  
8 targeting. And because people who have long-  
9 distance, minor or distant CORI records and  
10 also by the way sometimes credit problems, we  
11 can't hire.

12 So, we have thought and we've agreed  
13 with people in the CORI reform movement that it  
14 would be reasonable to at least give the  
15 Commission more discretion so that certain  
16 kinds of CORI violations weren't automatically  
17 a disqualifier. So, at least give us the  
18 discretion.

19 There is a little bit of discretion.  
20 I think after 10 years, if your CORI violation  
21 is -- Thank you for joining us.

22

23 (Senator Richard Ross enters hearing  
24 room)

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

CHAIRMAN CROSBY: We did agree with the CORI reform people to ask the Legislature to consider revising that rule. I frankly do not remember where it stands. Do you remember at all where it stands?

MR. ZIEMBA: Well we're about to begin a new legislative session. I think in all essence it'll be a consideration for the next legislative session.

CHAIRMAN CROSBY: As a practical that's very true. So, I can check in --

MR. LANG: Is that something the Commission staff will be drafting up?

CHAIRMAN CROSBY: Do you remember?

MR. GROSSMAN: We have drafted some language and submitted it.

CHAIRMAN CROSBY: We have submitted it to the Legislature, right?

MR. GROSSMAN: Right, for consideration.

CHAIRMAN CROSBY: So, there has been something that we've drafted with the CORI reform folks and submitted to the Legislature.

1 I don't know where it's gone since then.

2 MR. LANG: I think it would be good  
3 for this body to get a copy of that because at  
4 some point I'd just like this body to consider  
5 endorsing that, actually quite strongly  
6 supporting that.

7 The key aspect of this legislation  
8 to bring casino gaming to Massachusetts was for  
9 economic development and to target communities  
10 that are in the most need. As Steve just spoke  
11 of on this issue, there are whole communities  
12 that are going to be impacted really adversely  
13 if the law stands as it is. As an advisory  
14 board or an advisory to the Commission, I  
15 thinks it's something I would like us to stand  
16 behind as well.

17 I think that the Gaming Commission  
18 is on the right track.

19 CHAIRMAN CROSBY: By the way, our  
20 licensees have supported this as well. This is  
21 something where all of our licensees and the  
22 Commission felt that the standards were too  
23 strict.

24 The standards are not compatible



1 with the CORI reform that the Legislature  
2 already passed. So, there's general CORI  
3 reform statute which has made the standards  
4 more flexible. But the Expanded Gaming statute  
5 reasserted the old standard. So, there's an  
6 incompatibility there. So, we'll take that  
7 suggestion. We will distribute the statute and  
8 we will put it on the agenda if you'd like the  
9 next around.

10 MR. LANG: I would. Thank you.

11 CHAIRMAN CROSBY: Two other members  
12 have arrived. Senator, could you introduce  
13 yourself?

14 SEN. ROSS: I'm State Senator  
15 Richard Ross. I represent the Norfolk, Bristol  
16 and Middlesex Senate District. I have an  
17 extensive list of things that I've done with  
18 this issue. Since I have joined the  
19 Legislature, I've been carrying the water as a  
20 representative of Plainville and the Senator  
21 for Plainville for all of these years.

22 I've been probably about 10 years  
23 in the trenches with different levels of  
24 getting simulcast renewal agreements and all

1 these kinds of things off-and-on, and issues on  
2 conference committees set up on this particular  
3 piece of legislation.

4 CHAIRMAN CROSBY: I think I've  
5 probably seen Senator Ross in more events than  
6 anything.

7 SEN. ROSS: On the CORI issues,  
8 we're held to very strict standards as well.  
9 We're done with our job. In essence, I thought  
10 we had had other than being on the advisory  
11 gaming commission, the legislators have pushed  
12 back in their office. You guys are in control.  
13 So, I kind of like it that way.

14 I think quite frankly the stricter  
15 standards are the better standards as well. I  
16 think we necessarily shouldn't be relaxing at  
17 this point.

18 CHAIRMAN CROSBY: That's a  
19 legitimate topic that there's going to be  
20 different views on that. The Legislature has  
21 been very reluctant to reopen Chapter 23, which  
22 is the Expanded Gaming legislation. They felt  
23 that they worked very, very, very, very, very,  
24 very hard to put together a compromised package

1 that everybody could buy into. And the  
2 leadership and the membership both have been  
3 very reluctant to open it up.

4           Most situations like this where you  
5 have a big statute like this, this is a  
6 complicated big, big statute, usually there's  
7 subsequent fixes where either minor --  
8 something as minor as a mistake or typo or  
9 something or change the gaming sort of  
10 experience comes up.

11           We do have a few things that we  
12 think rise to the level that we hope the  
13 Legislature would consider it even  
14 understanding how sensitive of an issue it is.  
15 And we've made one of those suggestions, which  
16 was related to the \$600 threshold for the IRS  
17 on revenue reporting and withholding.

18           CORI may or may not be one of those.  
19 The Commission has taken the position that it  
20 was in the past. We may or may not stick to  
21 that position. But we probably will need, as  
22 the new membership that is a new Legislature  
23 and Governor get going, I think the Commission  
24 will be thinking about do we want to make the

1 proposal for a very limited strategic fix, if  
2 you will.

3

4 (Barbara Anthony enters hearing  
5 room.)

6

7 CHAIRMAN CROSBY: But we'll talk  
8 about that. We certainly understand that  
9 there's difficulty. We have another member who  
10 just came in.

11 MS. ANTHONY: Good morning,  
12 apologies for being late. I'm Barbara Anthony,  
13 the Undersecretary for Consumer Affairs and  
14 Business Regulation, still for another few days  
15 anyway.

16 Next year among other things, I will  
17 be a senior fellow at the Kennedy School Center  
18 of Business and Government. My primary areas I  
19 think it's fair to say has been consumer law.  
20 I worked in the banking department and know a  
21 lot about credit and debt. There are consumer  
22 protection statutes in those arenas.

23 And I'm very happy to add whatever  
24 expertise I can to this endeavor.

1                   One other thing Mr. Chairman that I  
2 think is interesting is that I actually have  
3 been to casinos. One of things I find in  
4 talking to people are that a lot of people that  
5 have a lot to say about the issue have never  
6 been inside a casino. I think there's  
7 something to be said for some practical  
8 experience particularly coming from a consumer  
9 standpoint in terms of what the atmosphere is  
10 like and what the issues are.

11                   CHAIRMAN CROSBY: I couldn't agree  
12 more. We've been in discussions with our  
13 licensees already on a number of issues. And  
14 what it's really like inside the facility is  
15 what really matters.

16                   Barbara is one of the members along  
17 with David Stein who we asked to join just  
18 because of their particular interest and  
19 expertise. She's not mandated under the law,  
20 but we thought Barbara could help a lot.

21                   Even though you're coming from the  
22 Kennedy School, you're still welcome.

23                   MS. ANTHONY: Thank you.

24                   CHAIRMAN CROSBY: We have a quorum.

1 Chairman DiZoglio will take over.

2 CHAIR DIZOGLIO: Thank you very  
3 much, Mr. Chairman. We'll move right along  
4 with the agenda since all of the festivities,  
5 as John had said, are behind us. The approval  
6 of the minutes is next on the agenda.

7 We do have a quorum. So, they were  
8 in your packets. I hope you've had an  
9 opportunity to review them. And I will  
10 entertain a motion to approve the minutes of  
11 the July meeting.

12 SEN. ROSS: So moved.

13 CHAIR DIZOGLIO: Is there a second?

14 REP. FERRANTE: Second.

15 CHAIR DIZOGLIO: Any discussion on  
16 the motion? Hearing none -- Yes?

17 MR. LANG: The October minutes  
18 relate to the July minutes. So, you want --

19 I'll do it any way you want. It  
20 says that Chairman Hubbard sought approval of  
21 the minutes from the July meeting; Senator  
22 Flanagan so moved; Mr. Lang requested an  
23 amendment. It doesn't say what the amendment  
24 is. And it doesn't say --

1 MR. ZIEMBA: Mr. Lang, we had  
2 revised the minutes from the July meeting to  
3 incorporate your comments that were on page  
4 three of the minutes from the July meeting.  
5 Specifically, Mr. Lang asked how long the next  
6 meeting is anticipated to go and asked for a  
7 clarification regarding the role of the  
8 committee and whether the scope is greater than  
9 focusing on just the impact study.

10 So, you had some general comments  
11 about a more expanded scope. We've  
12 incorporated those into the meeting minutes  
13 from that July meeting.

14 MR. LANG: Thank you, that answers  
15 my question.

16 CHAIR DIZOGLIO: So, that is fine  
17 with you?

18 MR. LANG: Yes.

19 MR. DIZOGLIO: Any other discussion  
20 on the motion? Hearing none, all of those in  
21 favor of the approval of the July minutes?

22 MS. ANTHONY: Aye.

23 MR. STEIN: Aye.

24 MR. LANG: Aye.

1 REP. D'EMILIA: Aye.

2 CHAIRMAN CROSBY: Aye.

3 SEN. FLANAGAN: Aye.

4 SEN. ROSS: Aye.

5 REP. FERRANTE: Aye.

6 MR. LAND: Aye.

7 MS. ULTIMO: Aye.

8 MR. MESSNER: Aye.

9 CHAIR DIZOGLIO: The ayes have it.

10 I'll be recorded as being absent. The October  
11 minutes, is there a motion to approve?

12 MR. LANG: Motion to approve.

13 CHAIR DIZOGLIO: Motion made,  
14 second?

15 REP. FERRANTE: Second.

16 MR. DIZOGLIO: Any discussion on the  
17 motion? Hearing none, all in favor say aye,  
18 aye.

19 MS. ANTHONY: Aye.

20 MR. STEIN: Aye.

21 MR. LANG: Aye.

22 REP. D'EMILIA: Aye.

23 CHAIRMAN CROSBY: Aye.

24 SEN. FLANAGAN: Aye.



1                   SEN. ROSS: Aye.

2                   REP. FERRANTE: Aye.

3                   MR. LAND: Aye.

4                   MS. ULTIMO: Aye.

5                   MR. MESSNER: Aye.

6                   CHAIR DIZOGLIO: The ayes have it.

7 Thank you very much. The next item on the  
8 agenda is the discussion of the annual research  
9 agenda and the annual scientifically based  
10 recommendation. I think Mark and Steve are  
11 going to lead us on this discussion. Welcome  
12 and do your thing.

13                   MR. VANDER LINDEN: Congratulations.

14 Other members, thank you for allowing me to  
15 talk about the research agenda. Before we go  
16 any further, I'd like to recognize Dr. Land on  
17 the committee. He's also been integral in the  
18 research agenda that we're presenting for you  
19 today.

20                   CHAIRMAN CROSBY: Do you want to  
21 introduce yourselves?

22                   MR. VANDER LINDEN: I am Mark Vander  
23 Linden and I am the Director of Research and  
24 Responsible Gaming with the Massachusetts

1 Gaming Commission.

2 MR. KEEL: And I'm Steve Keel and  
3 I'm the Director of Problem Gambling Services  
4 with the Mass. Department of Public health.

5 MR. VANDER LINDEN: Our plan is to  
6 provide you a brief overview of the current  
7 research agenda. I also want to highlight what  
8 the mandate for the research agenda as well as  
9 where (INAUDIBLE) the research agenda comes  
10 from. We'll talk about the two studies that  
11 are under way and then discuss our  
12 recommendations for the ongoing research agenda  
13 in the next year.

14 CHAIRMAN CROSBY: Senator Flanagan,  
15 can you hear all right?

16 SEN. FLANAGAN: Yes.

17 MR. VANDER LINDEN: There are two  
18 documents. One is a PowerPoint I brought to  
19 you today. Another is the material you should  
20 have received earlier. It's entitled Report on  
21 the Research Agenda of the Massachusetts Gaming  
22 Commission. It's dated December 16. This  
23 document as well as the PowerPoint was prepared  
24 in collaboration with the Department of Public

1 Health as well as our research team at the  
2 University of Massachusetts Amherst.

3 Section 71 of the Gaming Act  
4 requires that the Massachusetts Gaming  
5 Commission with the advice of the Gaming Policy  
6 Advisory Committee to establish an annual  
7 research agenda to assist in understanding the  
8 social and economic effects of casino gambling  
9 in Massachusetts and minimize the potential  
10 harmful impacts of Expanded Gaming.

11 Section 71 identifies three  
12 essential elements to this research. One is to  
13 understand the social and economic effects of  
14 expanded gaming. Two is to implement a  
15 baseline study of problem gambling and the  
16 existing prevention and treatment programs to  
17 address harmful consequences. And third are  
18 obtaining scientific information relative to  
19 neuroscience, psychology, sociology and the  
20 etiology of gambling.

21 The Public Health Trust Fund,  
22 section 58 of the Gaming Act requires the  
23 Massachusetts Gaming Commission to establish a  
24 the Public Health Trust Fund which will be used

1 to support social service and public health  
2 programs dedicated to addressing problem  
3 gambling and related issues including  
4 prevention, treatment and research.

5 This includes an annual research  
6 agenda that I just described. The Public  
7 Health Trust Fund cannot be established until  
8 fees are assessed including those fees and  
9 funds are taxed those gaming revenues.  
10 Although the Public Health Trust Fund is not in  
11 place just yet, section 71 requires us to  
12 conduct a baseline study of the social and  
13 economic impacts as well as ongoing research of  
14 gaming in Commonwealth.

15 So, the baseline study data is ahead  
16 of granting the licenses or ahead of them  
17 opening. MGC allocated resources from the  
18 general operating budget to fulfill the  
19 statutory requirement.

20 CHAIRMAN CROSBY: I think we've gone  
21 through this but members of the committee saw  
22 an earlier appreciation where we talked at some  
23 length about the research agenda.

24 Just to reiterate, the baseline

1 study includes an assessment of the prior  
2 status of essentially every social and economic  
3 variable that might be impacted by the  
4 introduction of casinos in Massachusetts.  
5 Obviously, that has at its top problem  
6 gambling. But it also includes every other  
7 variable direct traffic obviously but domestic  
8 violence, bankruptcy, property values, job  
9 starts, unemployment. Every variable that  
10 casino applicants say it'll go great and casino  
11 opponents say will go to hell in a hand basket.

12 All of those potential variables  
13 we're doing in the baseline study so we will  
14 know what's the history of domestic violence  
15 was for the last five or 10 years and we'll  
16 know what's the prevalence of problem gambling  
17 all across the Commonwealth in any given region  
18 or community. What's the bankruptcy rates in  
19 every community and region where there is going  
20 to be casino and statewide?

21 And then we will track that on a  
22 longitudinal basis year after year after year  
23 after year. We'll track what happens in those  
24 areas. And we're also -- I think I'm jumping

1 ahead, Mark. -- even identify other communities  
2 that are similar.

3           For example, Burlington, Vermont is  
4 somewhat similar to Springfield, Mass.  
5 Burlington, Vermont is not going to have a  
6 casino. We'll be tracking variables, those  
7 same variables. What happens in Burlington,  
8 Vermont so that if bankruptcy rates go up in  
9 Springfield but they don't go up in Burlington,  
10 that's suggestion that maybe that's something  
11 to do with casinos rather than economic issue.

12           So, it's an extraordinary baseline  
13 study which will then be followed year after  
14 year. I wish we could take credit for this.  
15 We can't. It was the Legislature who mandated  
16 a most comprehensive and thoughtful and  
17 important research study of the social and  
18 economic impacts in introducing casino gambling  
19 to jurisdiction has ever happened anywhere in  
20 the world.

21           MS. ANTHONY: Can I raise question?  
22 This is just a monumental piece of work that  
23 the staff is doing here in terms of this  
24 baseline study. One question I have, for

1 example, just simple bankruptcy.

2           The major cause of bankruptcy are  
3 medical bills. It doesn't really have a lot to  
4 do with gaming. So, if we see a rise in one of  
5 these variables, is the study going to  
6 accommodate, take into account other variables  
7 that could be the reasons for various increases  
8 in whatever it might be? So, it's not just --  
9 There may or may not be a correlation between  
10 gaming or not. There's certainly enough out  
11 there, other variables that contribute to these  
12 factors.

13           MR. VANDER LINDEN: Absolutely. I  
14 think the intent in looking at both the social  
15 variables as well as the economic fiscal  
16 variables will also look at what is the  
17 interaction or intersection between those  
18 variables. So, that we can get a good sense  
19 with any given community looking at what those  
20 economic variables are and seeing what are the  
21 potential ripple effects on the social measures  
22 in Massachusetts as well.

23           CHAIRMAN CROSBY: So, that was yes.

24           REP. FERRANTE: Looking at the

1 outline, and I may be jumping ahead, there are  
2 other factors that the Legislature wanted to  
3 look at including cultural facilities, tourism,  
4 just to name two. Are those included in the  
5 study as well or is that someplace else?

6 MR. VANDER LINDEN: If I may, this  
7 doesn't do a very good job of outlining every  
8 single measure in what they're going to look  
9 at. There's a report that I'd be glad to  
10 forward to members that outlines in a very nice  
11 table what are the measures, what are sources  
12 of those measures; what do they hope to  
13 accomplish?

14 But the answer is yes we are taking  
15 a look at them. Under the economic impacts we  
16 are taking a look at tourism and visitation to  
17 the state.

18 So, a new wrinkle in this since we  
19 met last time you probably heard mentioned the  
20 Public Health Trust Fund executive committee.  
21 On July 24, 2014 an MOU was executed between  
22 the Massachusetts Gaming Commission and the  
23 Executive Office of Health and Human Services.

24 The MOU authorizes the executive



1 committee to set an annual budget for  
2 expenditures from the Public Health Trust Fund  
3 which again includes funding for the annual  
4 research agenda. The co-chair of this Public  
5 Health Trust committee include Chairman Stephen  
6 Crosby as well as Secretary of the Office of  
7 Health and Human services or designee.

8 CHAIRMAN CROSBY: Could I jump in,  
9 because this time Mark invited me to jump in.

10 Again, this is one that I think is  
11 worth talking about. We mentioned I think  
12 briefly earlier on. The legislation gave quite  
13 a bit of authority to the Secretary of Health  
14 and Human Services to control spending of the  
15 Public Health Trust Fund.

16 The Legislature also gave a  
17 tremendous amount of authority to the  
18 Commission to set policy about problem gambling  
19 research related to that. And in place after  
20 place in the legislation, we the Commission  
21 have responsibility for problem gambling. For  
22 example, managing our relationships with the  
23 licensees to be sure that they minimize.

24 So, we felt -- There's a second

1 problem. We needed to spend money on research  
2 and problem gambling even before the Public  
3 Health Trust Fund had any money. It won't have  
4 any money until we have licensees. And it  
5 won't have very much money until the licensees  
6 begin generating revenue downstream, the casino  
7 licensees, not the slots parlor. That's 2017.

8           So, we felt that this created a  
9 little bit of a dichotomy of responsibility on  
10 policy and spending relative to problem  
11 gambling and the other social and economic  
12 benefits in the research program. So, we  
13 approached Secretary Polanwicz in DPH Cheryl  
14 Bartlett, former as of last Friday I guess, and  
15 said we would like to give up some of our  
16 authority on spending money before this Public  
17 Health Trust Fund and on setting policy about  
18 problem gambling and research if you'll give up  
19 some your authority on spending the money, so  
20 that we can have joint decision-making on  
21 policy and spending relative to research and  
22 problem gambling.

23           They agreed. They all felt in the  
24 long run that that was by far the best way to

1 do this. So, we executed an MOU with the  
2 secretary that says no spending or policy  
3 decisions will be made about research and  
4 problem gambling now when it's Commission money  
5 out of the Public Health Trust Fund without the  
6 approval of both the secretary or her designee,  
7 Secretary Marylou Sudders soon to be or the  
8 Chair or his designee.

9           There's never been anything like  
10 this in the country where there's been a  
11 relationship between the Department of Public  
12 Health and the Gaming Commission in trying to  
13 figure how to maximize dealing with the issues  
14 of problem gambling and related matters.

15           It took some innovative thinking I  
16 think on everybody's part to come to this but  
17 it's really a remarkable program. We feel  
18 really good about it. And the relationship  
19 with DPH, we have two DPH members here in the  
20 committee. We have the DPH -- Actually, Steve  
21 Keel for now is the head of Problem Gambling  
22 Services at the Department of Public Health but  
23 is paid for by the Gaming Commission. That was  
24 one of our commitments to this package.

1                   So, it's a really fascinating  
2 working partnership that will give us the tools  
3 to the best that can be done on addressing this  
4 issue. Thank you for the invitation.

5                   MR. VANDER LINDEN: Thank you. I  
6 think that's beautifully said. The only thing  
7 I could add to that are the other members of  
8 the Public Trust Health Fund executive  
9 committee includes the Executive Director of  
10 the Massachusetts lottery, Beth Bresnahan and  
11 it includes Rebekah Gewirtz who is the  
12 Executive Director of the Massachusetts Public  
13 Health Association and Anne Powers the  
14 Undersecretary of Law Enforcement in the  
15 Executive Office of Public Safety and Security.  
16 Steve Keel himself serves as the staff member  
17 for this committee.

18                   Another group was formed, an  
19 informal advisory and that's the Gaming  
20 Research Advisory committee. Recognizing we  
21 have an incredibly complex research agenda that  
22 would benefit from the input and advice of  
23 individuals dedicated with experience,  
24 stakeholders and wanted to help us look at and

1 advise on the research agenda.

2           This was convened in the summer of  
3 2013. They're meeting on a quarterly basis.  
4 The function specifically is an informal peer-  
5 review committee to advise on methodology,  
6 monitor and research and methods currently  
7 underway and make recommendations to advance  
8 the goals of the agenda.

9           Next I'm going to transition to the  
10 PowerPoint slides. For lack of technology, you  
11 can advance your slides by turning the pages.  
12 This is an update on the SEIGMA and MAGIC  
13 studies. You'll hear what SEIGMA and MAGIC  
14 means. I'm going to provide you with an  
15 overview of SEIGMA. Mr. Keel is going to  
16 provide you with an overview of MAGIC.

17           These are the two cornerstones of  
18 the research agenda, both of which are being  
19 carried out by the University of Massachusetts  
20 in partnership with the UMass Donahue Institute  
21 and NORC at the University of Chicago. They  
22 use a number of other consultants in the  
23 projects with limited capacity. I won't go  
24 into that at this point.

1 SEIGMA stands for Social and  
2 Economic Impacts of Gambling in Massachusetts.  
3 Researchers are collecting an array of primary  
4 and secondary data across all areas of the  
5 project to understand what does the state like  
6 right now as the baseline, and what will it  
7 look like after we see the opening of casino  
8 gambling in Massachusetts.

9 It will continue to be measured  
10 ongoing but right now we're in the process deep  
11 in the weeds of establishing that baseline.

12 What are we looking at in terms of  
13 the social and economic impacts? The SEIGMA  
14 research team has gone out and collected a lot  
15 of data, using the American Community Survey,  
16 the Behavioral Risk Factor Surveillance System,  
17 the BRSS, as well as data from the Center for  
18 Health Information and Analysis.

19 BRSS specifically will look at a  
20 number of different social and health measures  
21 as well as gambling specific questions that  
22 were added in 2008 and 2013. Those are of  
23 particular interest because those few questions  
24 that were added in 2008 and 2013 we'll see how

1 those relate to gambling questions of the  
2 primary data collection that I'll mention here  
3 in just a second.

4 Overall, what we're hoping is to  
5 take a look at all of these secondary measures  
6 over the course of a five-year span.

7 In addition to the secondary data,  
8 the SEIGMA team also recently conducted a very  
9 baseline large population survey. This process  
10 started in the spring of 2013 when a  
11 questionnaire was drafted and finalized,  
12 translated into Spanish, and the program and  
13 administration method. Those administration  
14 methods are email, web-based, by telephone or  
15 by survey that you could mail back to the  
16 research team.

17 The protocol and materials were  
18 approved by the institutional review boards.  
19 In the fall of '13 this survey was launched.  
20 Our goal of getting 10,000 survey -- completed  
21 surveys back. That was accomplished in May  
22 2014.

23 CHAIRMAN CROSBY: I just want to  
24 highlight what you said. Many of the people

1 around this table will be familiar with  
2 political polling where a statewide survey may  
3 be sometimes as few as 300 maybe four, five,  
4 600. This is a 10,000-person sample in order  
5 to give us real regularity of data. It's  
6 unheard of. I've never heard of 10,000 survey  
7 sample for the state of Massachusetts.

8 MR. VANDER LINDEN: In addition to  
9 the 10,000 person population survey, there were  
10 two other surveys that were also done. As a  
11 part of this survey 1000 individuals,  
12 specifically in the Plainville area, Plainville  
13 and surrounding communities. So, you get a  
14 much closer look to make sure they have a  
15 representative sample from that Plainville  
16 area. We are going to do the same in the  
17 Springfield area and probably in the next  
18 couple of months we'll begin launching that.

19 That won't be necessary for the  
20 Everett or the Boston area because from the  
21 10,000 sample we will achieve a high enough  
22 level where will get that representative  
23 sample. We also did a 5000-person online  
24 survey through Ipsos. The purpose of the



1 online survey to take a look at the issue with  
2 a higher prevalence of problem gambling within  
3 that type of audience. So, that will also be a  
4 source for data collection.

5           Next, and again without going too  
6 deep or we'll be here all day. It really is  
7 fascinating taking a look at the primary and  
8 the secondary data that was collected. And I  
9 will forward the report to you that highlights  
10 every single measure we're taking a look at  
11 both in the social and health measures as well  
12 as the economic and fiscal measures.

13           I'm going to stay at a very high  
14 level with this piece. The economic and fiscal  
15 impacts, our progress to date. So, the SEIGMA  
16 team is also collecting a great deal of  
17 secondary information in order to track the  
18 economic trends for the past five years.

19           They developed an innovative  
20 strategy that Chairman Crosby had just  
21 mentioned as a way to compare Massachusetts to  
22 other communities of similar characteristics.  
23 So, in order to say what does a community like  
24 this have with the introduction of a casino.

1 And I use the term community loosely. What  
2 does the introduction of a casino do to a  
3 community? Both on the positive side as well  
4 as the negative side by comparing that to  
5 another community that hasn't had introduction  
6 of a casino but has the same characteristics.

7 There's a very detailed process that  
8 was used to select and compare these  
9 communities. I imagine Dr. Land will have a  
10 lot to say about that topic as well.

11 MR. MESSNER: Could I join in on  
12 that point? When we're talking about the  
13 economic effects of gaming, it seemingly we're  
14 viewing that through the prism of problem  
15 gaming, problems associated with gaming just  
16 obviously a legitimate concern.

17 But I wonder whether we're looking  
18 at it through any other dimensions in terms of  
19 economic effects in terms of employment and the  
20 like. Is that going to be part of the study?

21 MR. VANDER LINDEN: Yes, absolutely.  
22 We're not taking a look through the prism of  
23 problem gambling. We're looking at it as it  
24 present presents itself to get a real picture

1 of what are these impacts. It will take a look  
2 at many of these economic impacts.

3 It will take a look at what  
4 employment does - what does it do for  
5 employment in the area? What does it do for  
6 household income. What does it do for business  
7 stops and starts, wages for those persons in  
8 those communities. All of these things I would  
9 say have the potential to be impacted by the  
10 introduction of casino in a community. Whether  
11 those positive impacts or not, I would say that  
12 we will see how that plays out.

13 MR. MESSNER: Have we seen those  
14 indicators that you're talking about?

15 MR. VANDER LINDEN: Dr. Volberg who  
16 is our principal investigator this year  
17 (INAUDIBLE) 2013 provided and is focused  
18 specifically on SEIGMA. And I cannot recall  
19 all of the specific measures. There are I  
20 believe 70 something different measures that  
21 will be looked at.

22 MR. MESSNER: I'd be interested in  
23 taking a look.

24 MR. VANDER LINDEN: I will make sure

1 you get that. I'll point out the page on those  
2 as well.

3 MR. LAND: Mark, I just wanted to  
4 add that probably as everyone is aware or know  
5 since communities aren't a perfect match for  
6 all of those communities that we're looking at,  
7 we're likely to look at a range of communities.  
8 We have strengths and weaknesses and other  
9 associated with the target areas so that we can  
10 get a better assessment across these 70  
11 measures.

12 MR. D'EMILIA: This is an  
13 unprecedented study that we're taking on here  
14 in the Commonwealth. It's going to be  
15 difficult to compare to any other community or  
16 states because there's not going to be a lot of  
17 data; is that correct -- to compare based on  
18 the way we're laying out our study? Is the  
19 advantage we're going to have, I guess, is  
20 having this information right from day one?

21 MR. VANDER LINDEN: So, your  
22 question is will there be an adjunct community  
23 for comparison, and I would say that that which  
24 we've used --

1                   CHAIRMAN CROSBY: Mark, I think he's  
2 asking about will other states have had similar  
3 studies that we can compare our study?

4                   MR. VANDER LINDEN: No, they do not.  
5 In fact, there are no other social-economic  
6 impact studies of gambling that have been done  
7 in the United States and in other  
8 jurisdictions. In fact, one of our principal  
9 investigators, Rob Williams, who has taken a  
10 look at all of the studies and feel that all of  
11 the studies that have been done in the United  
12 States and other jurisdictions has found that  
13 basically none of them have been done very  
14 well.

15                   We have the advantage of drawing  
16 from Dr. Williams' expertise in this area to  
17 develop and analyze the framework that we will  
18 be able to create the best study that's been  
19 done to date, for certain within the United  
20 States and arguably in the world.

21                   CHAIRMAN CROSBY: There aren't going  
22 to be similar studies in other jurisdictions  
23 that we can compare to this because there's  
24 just never been anything like this or very

1 similar to this.

2 MR. VANDER LINDEN: If I may, this  
3 issue came up when we were talking about what  
4 are the impacts of crime in the community, what  
5 can a community possibly expect?

6 Last fall, I was going through that  
7 exercise and took a look at the documentation  
8 and the studies that have been done in that  
9 specific area as well as others. It was very  
10 difficult to try to draw on all of the research  
11 that had been done in any of these areas and  
12 were broadly focusing on social and economic  
13 studies or narrowly on any of these specific  
14 issues.

15 REP. D'EMILIO: Thank you.

16 MR. VANDER LINDEN: So, I touched on  
17 the secondary data analysis of the economic and  
18 fiscal impacts. So, it's also primary data  
19 collection that will capture construction and  
20 operation data from licensees.

21 You'll right now we are working very  
22 closely with Penn on this. And we'll continue  
23 to work with our other licensees as they begin  
24 to move forward in ramping up their operations.

1                   I think it's important to take a  
2 look at in terms of what not just their  
3 employees but their vendors and what type of  
4 economic activity are their employees and  
5 vendors bringing to this area.

6                   Also going to take a look at problem  
7 gambling service evaluation. This goes back to  
8 what the statute has. The SEIGMA team is  
9 conducting an evaluation of problem gambling  
10 services. That is drawing on the services of  
11 the Massachusetts Council on Compulsive  
12 Gambling, their helpline.

13                   It will include a survey that will  
14 be launched in February 2015 where they will do  
15 focus groups with treatment providers  
16 throughout the state. I think that the goal  
17 would be that we would develop a treatment  
18 service evaluation system that we would be able  
19 to attend to in an ongoing way.

20                   Right now we capture the data that  
21 we can from the helpline and the treatment  
22 system that we have in the state. This will  
23 require a lot of collaboration with the  
24 Massachusetts Department of Public Health as

1 they are the funders of problem gambling  
2 services in the state right now.

3 We also take a look at the primary  
4 10,000-person survey where we asked a series of  
5 treatment related questions, what we refer to  
6 as awareness of treatment, individuals that  
7 were identified as problem gamblers whether or  
8 not they can access treatment to see what their  
9 interaction with the system was. Hopefully, we  
10 can take that information and continue to  
11 improve the overall system.

12 Turning to the last page in this  
13 section, how do we share results? As the  
14 results become available, we will use the  
15 traditional ways to share our points. We're  
16 also looking at using an interactive web  
17 application called SHINE.

18 This will enable users to interact  
19 while looking at key social and economic  
20 indices in their communities and compare them  
21 to the rest of the state as well as the United  
22 States. A lot of emphasis has been put on this  
23 specific section. The data is going to be  
24 robust. It's going to be very closely looked



1 at. We want to make sure that we have the  
2 tools necessary to share in ways that is  
3 accessible for everybody to look at.

4 CHAIRMAN CROSBY: I'm not sure this  
5 was clear that when this database is built,  
6 which is happening quickly, anybody in the  
7 Commonwealth can go to our website, the  
8 research website click on their town and see  
9 what the data is with respect to whatever  
10 critical variable they want to look at.

11 If you live in Springfield and you  
12 don't like casinos, you can go look at your  
13 town and see what is happening to all of these  
14 variables we've just been talking about, job  
15 starts, unemployment, domestic violence,  
16 bankruptcies.

17 If you want to compare to what it  
18 was over the past five years, just take the  
19 mouse and click on it. Every community, maybe  
20 not the tiniest, but virtually every community  
21 in the Commonwealth will have the opportunity  
22 to right at their own fingertips to see exactly  
23 what's been happening. Again, it's an  
24 extraordinary resource.

1                   MR. STEIN: That reminds me of a  
2 question, Mark, I wanted to ask you. The scope  
3 of this work is extraordinary. The scope of  
4 the work is broad and the time horizon is long.  
5 And the resources the Commission is putting  
6 against this is unprecedented. So, the  
7 question is, and as Barbara raised earlier,  
8 there will be some causal findings that are  
9 unrelated to gambling. So, the question is is  
10 this research being formally merchandised to  
11 other state agencies for their own purposes?  
12 Health and Human Services, for example, are  
13 there ways in which can leverage across the  
14 state the phenomenal work that is going to be  
15 going on here? Not just individually but  
16 agency by agency?

17                   MR. VANDER LINDEN: I don't believe  
18 we've identified a specific plan, but I think  
19 that absolutely that would be the intent to use  
20 this data, to maximize the use of this data.

21                   It is an enormous undertaking. An  
22 undertaking that probably isn't rivaled and  
23 holds a unique space. And I think that as that  
24 application will cross other state agencies. I

1 think that our work in terms of what is the  
2 public health implications of this type of  
3 data, both the economic as well as social and  
4 the Department of Public Health that's a  
5 fantastic relationship. We would look to  
6 heighten that relationship with them and Dr.  
7 Land I'm sure would agree with that as well.

8 MR. LAND: I think part of what  
9 we've been trying to do is look at the  
10 interface between the information we provide  
11 and how that might be utilized to both of our  
12 benefits. That's been an ongoing discussion  
13 we've been having for several months now.

14 As you might expect, that part of  
15 the Public Health Alliance has a lot of health-  
16 related information that isn't programmatic  
17 information about dental records that we have  
18 access to health records through the open  
19 interclaims database which was also mentioned  
20 in this presentation. And we're looking at  
21 spanning across those and linking as well to  
22 the information of the Commission. So, I think  
23 this is a very broad joint effort across the  
24 Commission and the Department.

1                   MR. VANDER LINDEN: It's a great  
2 point. The relationship that has evolved  
3 between the Commission and the Department of  
4 Public Health certainly the Public Health Trust  
5 Fund has solidified that.

6                   But I think there's so much to be  
7 gained in a relationship between our Commission  
8 and Department of Public Health to roll out and  
9 bring the best that we possibly can from this  
10 data.

11                   The data really serves as a way to  
12 inform how do we spend the rest of the Public  
13 Health Trust Fund dollars as well. When the  
14 Public Health Trust Fund is fully funded, we  
15 will have operators fully up and running, we've  
16 anticipated that there will be either \$15 or  
17 \$20 million in place. There needs to be a  
18 strategy about how those dollars are used for  
19 the intent that is identified in the statute.

20                   And what better way than to take the  
21 data from this robust research and have that  
22 really clearly inform where those dollars go.

23                   Many other states have had great  
24 intentions in addressing problem gambling when

1 they introduced expanded gaming and failed in  
2 large part because they don't necessarily have  
3 a strategy. They don't necessarily know where  
4 dollars are needed directly. The intent of  
5 what was laid out here is that we will know  
6 firsthand almost immediately where the problems  
7 will be cropping up; where those dollars are  
8 best used in order to mitigate.

9 MR. STEIN: Just to be clear, I  
10 think that was obvious to me. I guess I was  
11 suggesting that there may be ways to  
12 merchandise this data and leverage this data  
13 way beyond the Trust Fund as far-reaching --

14 CHAIR DIZOGLIO: May I suggest,  
15 perhaps it makes a lot of sense once the data  
16 is collected that we communicate with the  
17 secretaries. I can think EOPSS would be very  
18 interested in this, Housing and Economic  
19 Development. So, communication saying that the  
20 data has been developed. The website is  
21 available. And all of the resources that we  
22 assembled could be used by other secretaries.  
23 In particular with a new administration, I'm  
24 sure there are secretaries who could then pass

1 it on to those staff people to utilize in  
2 development of their policies.

3 MR. VANDER LINDEN: I appreciate  
4 that.

5 CHAIRMAN CROSBY: That's a great  
6 idea. To put together a conference of all of  
7 the secretaries to see what's out there.

8 MR. VANDER LINDEN: Before I turn it  
9 over to Steve, the primary data collection of  
10 the population-based survey is out in the field  
11 right now. We expect to have those results and  
12 are analyzing them right now. We will have the  
13 final study results work by April 1.

14 In terms of the secondary data for  
15 social, health as well as economic, fiscal, we  
16 will have those reports pulled together and  
17 complete in May. So, with that that concludes  
18 my very brief presentation for the SEIGMA,  
19 Social and Economic Impacts of Gaming in  
20 Massachusetts. If there are any other  
21 questions, I'll be glad to take them now. With  
22 that I will turn to Mr. Keel to talk about  
23 MAGIC.

24 MR. KEEL: I would like to give an

1 overview of the Mass. Gaming --

2 CHAIRMAN CROSBY: Could I just ask  
3 you to speak up?

4 MR. KEEL: Certainly, I would like  
5 to give you an overview of the Mass. Gaming  
6 Impact Cohort study or as we like to call it  
7 MAGIC. And I would also like to point out that  
8 it is when you look at both SEIGMA and MAGIC  
9 together, it forms a really, really  
10 comprehensive picture of problem gambling  
11 services here in the state of Massachusetts.  
12 It will be a tremendous guide and resource for  
13 us.

14 If you turn to the first slide, type  
15 of study. The way these slides work, it's  
16 really important is you can actually see the  
17 differences between the two studies. So, if  
18 you look at SEIGMA, you can see what type of  
19 study it is. It's a repeat cross-sectional  
20 study. It's collecting data, snapshots at  
21 designated points in time of not the same group  
22 of individuals.

23 MAGIC on the other hand, will be a  
24 longitudinal cohort study. We will be

1 collecting -- like a moving picture, collecting  
2 data on the same group of people over time. So  
3 that we're actually following the same group of  
4 people and see what changes actually take place  
5 within that particular group.

6           Also be looking at etiology or the  
7 roots of causation, the study of causation of  
8 what causes this particular condition. The  
9 study of how a condition, in this case problem  
10 gambling, develops over time, or doesn't  
11 develop over time, whatever the case might be.  
12 We'll be looking at gambling behavior, risk  
13 factors, change in any number of different  
14 issues as we go forward.

15           Incidence versus prevalence, this an  
16 interesting discussion. SEIGMA gives you  
17 prevalence. And prevalence is the number of  
18 existing cases in the population. And on the  
19 next slide is a picture of a bathtub that I  
20 think is a really nice graphic of what I'm  
21 describing to you. It includes both new cases  
22 and existing cases. When we talk about  
23 prevalence, we're including all of the cases  
24 together, it includes the raw number of



1 existing problem gamblers in Massachusetts.

2 CHAIRMAN CROSBY: At any given  
3 moment.

4 MR. KEEL: At any given moment in  
5 time. MAGIC on the other hand gives incidence  
6 of the number of new cases in the population.  
7 People who go from not having a condition to  
8 having a condition.

9 If you look at the picture on the  
10 next page, you can see in this particular  
11 diagram, a picture of the bathtub, if you will.  
12 Prevalence is the water level in the tub with  
13 water flowing in and the water that's already  
14 in the tub for a total number.

15 Incidence is just the water going  
16 into the tub, if that makes any sense.

17 MR. LANG: The more you break it  
18 down to pictures like this the better I can  
19 understand it.

20 CHAIRMAN CROSBY: It only took the  
21 Commissioners about a year to understand the  
22 distinction between prevalence and incidence.  
23 So, if it seems fuzzy, it's because it is  
24 fuzzy.

1                   Just to emphasize this point, the  
2 SEIGMA study the 10,000 study sample is a  
3 snapshot at one point in time. And we'll be  
4 taking another snapshot of another  
5 representative sample in the state and compare  
6 what's happening between those two points in  
7 time.

8                   The cohort study is going to  
9 identify a certain number of some thousands of  
10 people and track those same people year after  
11 year after year and see what happens to them as  
12 some of them come in and out of the problem  
13 gambling continuum so that we can understand  
14 how do people get into problem gambling. And  
15 how do they got out of it? Do they access  
16 social services? Do the social services help  
17 and so forth? But it's tracking the same  
18 sample year after year after year.

19                   MS. ANTHONY: I have a question, Mr.  
20 Chairman. So, what Chairman just said is what  
21 I wanted to focus on just for a quick second  
22 before we leave the bathtub.

23                   All of this work, we are looking at  
24 tracking prevalence of problem gambling and

1 recovery, removal, mortality I see at the  
2 bottom. So, from your standpoint at DPH, where  
3 are we headed? In other words, if the studies  
4 indicate that there is some increase in the  
5 incidence or prevalence, and I'm not quite sure  
6 what the distinction is, but let's say more,  
7 for want of a better word, of folks at a given  
8 shot in time who are having difficulties that  
9 we would characterize as problem gamblers, in  
10 terms of we measure it. We know what's there.  
11 Other variables have been accounted for and  
12 held constant. What do we do?

13           The question I guess is is part of  
14 the research going to examine the efficacy of  
15 programs and their adequacy and efficacy of  
16 programs directed at this particular  
17 population?

18           MR. KEEL: Most definitely. We'll  
19 be looking at this research. This research  
20 will guide the way that we are able to use --  
21 this research in conjunction with other  
22 information we gather will guide use of the  
23 Public Health Trust Fund dollars for  
24 prevention, intervention, treatment and

1 recovery support.

2           So, this has the potential to really  
3 allow us to spend more effectively the dollars  
4 that we have as opposed to a more scattered  
5 line approach. We can start to focus in on the  
6 areas where we can see or we can anticipate  
7 problems coming. Or maybe we won't see some  
8 problems in some areas but this will allow us  
9 to shift those dollars in that way.

10           MS. ANTHONY: If you could indulge  
11 me one final question. Are there studies on  
12 the efficacy of treatment?

13           MR. KEEL: Yes, there are. In fact,  
14 there's been studies on treatments and type of  
15 treatments that are available. We could  
16 probably talk about that and provide some of  
17 that information for you. Certainly, some  
18 treatments are more effective than other types  
19 of treatment.

20           CHAIRMAN CROSBY: But that is one of  
21 the things we'll be looking at. It's the whole  
22 idea is to know what kinds of education  
23 programs work? What kinds of treatment  
24 programs work? What kinds of intervention

1 strategies work, and which ones don't.

2           If we take money from the Public  
3 Health Trust Fund and set up a whole bunch of  
4 treatment centers that we think are supposed to  
5 do X and then we do a study over the years and  
6 we see they aren't -- so, absolutely. This  
7 body will be giving some advice to how this  
8 money is spent. I think that would be one of  
9 the things that it will be spent on.

10           MR. VANDER LINDEN: If I could say,  
11 it's not just the type of treatment but it's  
12 also the setting for treatment is also very  
13 important. Cognitive behavioral therapy is the  
14 recognized intervention type of treatment used  
15 for treatment of problem gambling. That's  
16 great.

17           One of the big struggles that we  
18 have is that, and this isn't just  
19 Massachusetts, this is across the United States  
20 is that very few people with gambling problems  
21 will actually reach out and access help. And I  
22 think that the type of study that we're doing  
23 right now will give us a lot of information  
24 about what is the setting and how do you make

1 sure that you have a treatment system that is  
2 set up that tries to capture in helping as many  
3 people as we possibly can who may be suffering.

4 MR. KEEL: It also really allows us  
5 to be innovative and to take a look at some  
6 treatment possibilities and evaluate those  
7 treatment possibilities to see in fact how they  
8 are working. So, there's an innovation  
9 component that is unlike anything that really  
10 exists in most other states across the country.

11 MS. ANTHONY: Thank you.

12 MR. KEEL: Research questions and  
13 anticipated findings. Just to go through the  
14 research goals. If you look there are two.  
15 One is to determine the incidence of problem  
16 gambling in Massachusetts.

17 That's really to get an accurate  
18 picture of what it is. We certainly have  
19 parameters but this will give us a more  
20 definite idea to be able to develop an  
21 etiological model of problem gambling.

22 So, what are some of the root  
23 causes? What are some of the burning issues  
24 and some of the collateral issues that occur

1 with gambling over time? This will give a more  
2 comprehensive picture of that.

3           Some of the research questions on  
4 the next page relate to incidence. These are  
5 the type of things that we hope to find out.  
6 What is the incidence of problem gambling in  
7 Mass. prior to the introduction of what, four  
8 new gambling venues? What is the incidence of  
9 problem gambling in Mass. immediately after the  
10 introduction of the four new gambling venues?

11           Does the incidence of problem  
12 gambling decrease after several years of these  
13 venues being open? What is the raw number of  
14 new problem gamblers each year? We talk about  
15 it but many times we're speculating. And this  
16 will actually start to give us some hard  
17 numbers that we can look at to guide us. What  
18 are the normal patterns of continuity and  
19 discontinuity in gambling and problem gambling  
20 behavior over time?

21           Research questions in term of  
22 etiology. What are individual, social, and  
23 environmental variables are most predictive of,  
24 and mitigate the development of future gambling

1 and problem gambling? And you can see what  
2 this truly will give us, relating back to your  
3 question, this will really give us an  
4 opportunity once we gather this information to  
5 do direct service and research in a more  
6 effective manner. What variables are most  
7 predictive of recovery from problem gambling?

8           What is the best way of using  
9 findings from the previous questions to  
10 optimize prevention and treatment services in  
11 Mass.? There has not been a lot done with  
12 prevention, funding prevention of gambling in  
13 many instances. This is really going to give  
14 us information that we can use to guide us when  
15 we use funds for problem gambling prevention as  
16 opposed to waiting until there is a problem  
17 and/or then intervene.

18           Are there 'safe levels' of gambling  
19 involvement that do not lead to problem  
20 gambling? What characteristics differentiate  
21 problem gamblers who seek treatment from those  
22 who do not? How is this information going to  
23 help us make treatment more available to those  
24 who in fact need it. As Mark said, people



1 seeking treatment for gambling is a very low  
2 number in this state, but it's a problem across  
3 the United States in trying to get people to  
4 access treatment.

5           How can we apply what we've learned?  
6 Actually, we've alluded to this in a number of  
7 ways already. The raw number of new problem  
8 gamblers. This will allow us as we set the  
9 target for how resources for prevention,  
10 intervention, treatment and recovery support  
11 services are allocated.

12           Risk factors, target prevention  
13 campaigns, we have the resources to not just do  
14 a one-shot campaign that will last several  
15 weeks but we'll have resources that will allow  
16 us to do a comprehensive campaign that will be  
17 ongoing and be involved with other venues. So,  
18 for instance be a campaign that would be  
19 operated in responsible gaming centers as well  
20 as the campaign on the sides of buses or on the  
21 railways or something like that. But we will  
22 be consistent and we will be comprehensive.

23           Target intervention, treatment and  
24 recovery support, safe levels of gambling.

1 Develop guidelines for awareness and prevention  
2 make safe levels the default. We can provide  
3 this type of information to people ahead of  
4 time so they don't make the wrong choices.  
5 Treatment-seeking characteristics, target  
6 interventions, ensure availability of services  
7 and recovery support.

8 CHAIRMAN CROSBY: Steve, for the  
9 record, that refers to, make safe levels by  
10 default kind of takes us back to our play  
11 management conversation and suggests something  
12 that we're not doing. The default question --  
13 We spent a lot of time talking about a system  
14 where the operators will offer gamblers an  
15 opportunity to set a limit for how much they  
16 want to spend that day.

17 We decided and the operators all  
18 agreed with us that under the right thoughtful  
19 circumstances they'd be willing to support such  
20 a program. One of the variables that we  
21 discussed was if you didn't pick a limit we  
22 would set one for you automatically. We  
23 concluded that was not a good idea. That was  
24 the default provision.

1                   So, I just don't want to make  
2 anybody -- confusion about this default issue.

3                   MR. KEEL: That's not what we mean  
4 here. We mean people could decide for  
5 themselves on their own if they had  
6 information. It would not automatically be  
7 set.

8                   The MAGIC study progress to date,  
9 October, November 2013 was when we made the  
10 decision to move the study forward and add the  
11 cohort study to the research agenda. That was  
12 about a year ago. The Mass. Gaming Commission  
13 released the RFP to University of Amherst and  
14 the Cambridge Health Alliance, chose the vendor  
15 that was UMass. UMass was chosen. The Mass.  
16 Gaming Commission approved the 2014 launch  
17 which was earlier this year. November,  
18 December, just recently this year the Mass.  
19 Gaming Commission voted to launch MAGIC study.

20                   So, MAGIC is really in the very  
21 beginning stages of progress. So, we'll be  
22 reporting back to you as we move forward to get  
23 this information.

24                   MR. VANDER LINDEN: I would add this

1 was approved by the GPAC a year ago. November,  
2 December, January and into February we went  
3 through the procurement process. The launch of  
4 MAGIC was delayed due in large part to the  
5 uncertainty of how the Gaming Commission would  
6 or could move forward. Once that was resolved  
7 on November 4, on November 6 the Commission  
8 authorized the launch of the study.

9 That would explain the large delay  
10 in time between when it was approved by this  
11 group and when it was launched. We work  
12 closely with the research to also to make sure  
13 that we are really not doing anything in that  
14 timeframe that will be launching in January.

15 One of the great efficiencies of  
16 this, we're using UMass Amherst for SEIGMA.  
17 And we're using UMass Amherst for MAGIC. The  
18 samples drawn from this is the same. So, the  
19 10,000 baseline population survey, 2600 of  
20 those individuals are drawn to form the cohort  
21 that will be followed for a time. 1300 of them  
22 are just randomly drawn from the 10,000 sample.

23 Another 1300 are identified as to  
24 have exhibited some either may have been

1 diagnosed as problem gambler or they have risk  
2 factors that indicate they are at risk as a  
3 problem gambler.

4           So, one will answer the question  
5 about etiology. One answers the question about  
6 incidence. Etiology being the cause. So, we  
7 will follow the high-risk group. Incidence  
8 being the number of new cases in the general  
9 population survey, the 1300 people we'll be  
10 tracking relating to (INAUDIBLE).

11           MR. KEEL: Any questions?

12           MR. LAND: I have a question. On  
13 the longitudinal cohort study, there's going to  
14 be attrition and the sample size decreasing as  
15 people move or decided they don't want to  
16 participate, are there plans for using a  
17 subsequent SEIGMA sample to replenish the size  
18 of the longitudinal cohort?

19           MR. VANDER LINDEN: I don't think  
20 there's an intent to replenish. I think that  
21 that would have consequences as well. I think  
22 that there is a robust plan to try to keep the  
23 group together to avoid that. That is my  
24 understanding.

1                   MR. LAND: What is the length of  
2 time you expect to have that cohort to study?

3                   MR. VANDER LINDEN: We have an  
4 initial plan looking at five years. I think  
5 the idea is that we would keep this as long as  
6 we possibly can as long as the 1300 until the  
7 data is no longer valuable.

8                   CHAIRMAN CROSBY: Both our survey  
9 firm and our PIs have had a lot of experience  
10 in retaining cohorts. If I'm not mistaken,  
11 they're talking like 95 percent retention, if I  
12 remember, over an extended period of time. So,  
13 they are pretty good at trying to keep the  
14 sample involved.

15                   MR. LAND: My concern is potentially  
16 given the 1300/1300 split you have an expressed  
17 population on the one hand and that you would  
18 have a higher attrition rate potentially in an  
19 expressed population than you would with a  
20 population that is experiencing fewer of life's  
21 stresses. So just keep that in mind as you see  
22 the returns come in and maybe something you  
23 have to revisit.

24                   CHAIR DIZOGLIO: I think Mark is

1 going to do some recommendations now based on  
2 the research agenda that we'll want to  
3 consider. What I'd like to suggest is perhaps  
4 Mark can do each one at a time. We can stop  
5 after each one, ask any questions or if you  
6 have any comments. Because at the end of all  
7 this recommendations, I'll be entertaining a  
8 motion to approve the recommended agenda.

9           So, it might be worthwhile just  
10 stopping Mark after each recommendation and  
11 making sure there is no questions and then I'll  
12 seek that motion. So, Mark, if you can give us  
13 recommendations and stop for questions that  
14 would be great.

15           MR. VANDER LINDEN: This is  
16 representative, the PowerPoint as well as the  
17 report I gave you, there's actually a typo on  
18 the second recommendation, I'll point it out.

19           The first recommendation,  
20 recommendation number one continue the scope of  
21 the current research agenda including SEIGMA  
22 and MAGIC for the next term.

23           CHAIR DIZOGLIO: Any comments?

24           REP. FERRANTE: Mr. Chairman and Mr.

1 Chair, I am going to vote to support this  
2 portion of it. However, at the next meeting,  
3 my expectation is that even if it's included in  
4 the packet, we will be to see and review what's  
5 happening with the cultural facilities,  
6 tourism, live racing. I'm disappointed in the  
7 fact that every one of these impressions seems  
8 to be that we're focusing on the bad habits of  
9 gambling and not the other aspects of the bill.

10 So, here I'm being asked to vote to  
11 continue an agenda that I'm only seeing I'm  
12 guessing 25 percent or maybe even 40 percent, a  
13 minority of the agenda. So, in the future I'd  
14 like to see those at least in the packet. And  
15 if there are other people that are interested  
16 and everybody isn't, if there could be a  
17 session where we could all come and see or ask  
18 any questions on the whole research agenda. I  
19 think that's fair.

20 However, I do just want to be on the  
21 record saying that we should all be able to see  
22 that full research agenda and what those  
23 questions are to make sure that each one of  
24 those areas are being addressed as we see fit



1 as the Gaming Policy Advisory Committee.

2 CHAIRMAN CROSBY: We could certainly  
3 have a separate session for anybody who was  
4 interested. We'd love to do that.

5 REP. FERRANTE: I understand there's  
6 a time constraint in terms of what we can go  
7 over in a session. And I understand that that  
8 might not require a vote and that might not  
9 require a forum, just those who had a basis of  
10 interest. I just think it's difficult when  
11 you're asking us to continue the scope and we  
12 are not sure what is in the entire scope.

13 CHAIRMAN CROSBY: Good point.

14 REP. FERRANTE: No reflection on the  
15 two of you. You've done a wonderful job.

16 MR. VANDER LINDEN: It's a great  
17 suggestion and I would recommend that we pull  
18 that together.

19 CHAIR DIZOGLIO: Any other questions  
20 or comments on recommendation one? Okay, Mark.

21 MR. VANDER LINDEN: Recommendation  
22 number two, establish evaluation measures and  
23 processes, collect and analyze data and report  
24 findings to determine the effectiveness of

1 responsible gaming initiatives. Specifically,  
2 those gaming initiatives would be (1) the self-  
3 exclusion program that is mandated by statute.  
4 (2) would be the effectiveness of the on-site  
5 responsible gaming information centers again  
6 mandated by the statute that is centers on-site  
7 that is provided by our licensees for that  
8 purpose.

9           And third are play management  
10 features. Chairman Crosby had asked us a few  
11 weeks ago to take a look at tools that would be  
12 employed on electronic gaming machines to allow  
13 individuals to predetermine the amount they  
14 like to spend.

15           And I have a feeling this would fall  
16 into the same category. I'd love to provide  
17 full discussion of what all of these metrics  
18 are, the Responsible Gaming Framework. We are  
19 seriously concerned about time. We would more  
20 than welcome to take any opportunity to talk  
21 with individuals, talk about the Responsible  
22 Gaming Framework, what it involved.

23           CHAIRMAN CROSBY: Let me just say  
24 and this is sort of what you were saying

1 before. Mark is bringing up the self-exclusion  
2 program. It's probably first time you've heard  
3 those words. We're asking you to vote to  
4 approve it.

5 We are painfully aware of that. We  
6 couldn't have this meeting -- We didn't have a  
7 forum until we had a chairman. We couldn't  
8 vote until we had a forum. We have to have  
9 every single member here because we haven't  
10 been able to fill all of the seats yet, every  
11 single appointed member has to be here to have  
12 a meeting. It's complicated.

13 And we know we're putting you in a  
14 funny situation. So, I appreciate your point  
15 earlier when you said you're going to support  
16 this, but in the future let's get our act  
17 together a little bit more buttoned up. Give  
18 the members of the committee the information  
19 and the proper time to see this. I would  
20 anticipate that as Mark says on this one --  
21 you're totally right. We appreciate the  
22 problems.

23 REP. D'EMILIA: We'll be seating the  
24 other members, correct?

1                   CHAIRMAN CROSBY: Yes. Now we can  
2 add members from licensees as soon as we can  
3 get over the ethics issue I alluded to. We'll  
4 be getting members from the host communities, I  
5 think. There are other members to come.

6                   REP. D'EMILIA: So, we won't have  
7 those challenges we've had.

8                   CHAIRMAN CROSBY: Right.

9                   REP. E'EMILIA: We've had problems  
10 getting together because it is difficult to  
11 sync all of our schedules for every single  
12 person.

13                   REP. FERRANTE: And even if it's not  
14 everyone, just the opportunity to ask  
15 questions.

16                   CHAIRMAN CROSBY: We will do that  
17 too. Thank you.

18                   REP. ROSS: I guess it's just a hint  
19 that there's something ongoing internally, that  
20 that's an area internally, I think that's  
21 respectful too.

22                   CHAIRMAN CROSBY: I appreciate that  
23 point.

24                   CHAIR DIZOGLIO: Any questions or

1 comments?

2 MS. ANTHONY: Just a point of  
3 information I guess. The Responsible Gaming  
4 Framework, I just happened to be looking at  
5 strategy two, informed decision-making, is that  
6 included in any of these items that you are  
7 going through now Mark? Or should I just be  
8 quite and look at this later?

9 MR. VANDER LINDEN: That's a  
10 fantastic question. In fact, two of the items  
11 that I am recommending are closely evaluative  
12 fall into that strategy two, informed decision-  
13 making. Strategy 2.2 is a play management  
14 system that would include the ability to allow  
15 people to preset the amount that they want to  
16 spend. Strategy 2.3 is the responsible gaming  
17 information centers.

18 MR. ZIEMBA: But to be clear, we're  
19 not asking the committee to opine on the  
20 Responsible Gaming Framework to the  
21 Representative's point. Those were provided as  
22 an informational background to a lot of the  
23 research that Mark's going over.

24 MR. VANDER LINDEN: I think that's

1 correct. The Responsible Gaming Framework was  
2 approved by the Commission, adopted by the  
3 Commission on September 25 with the exception  
4 of the play management which was adopted two  
5 weeks ago.

6 This is a piece that's saying, you  
7 know, this is a great strategy. We need to  
8 evaluate whether to determine whether it's a  
9 great strategy I guess, but also to see what we  
10 can do to improve our strategies to promote  
11 responsible gaming and mitigate problem  
12 gambling. In this case, within the context of  
13 our licensed gaming establishments.

14 MS. ANTHONY: Okay. Thanks.

15 CHAIR DIZOGLIO: Anything else? The  
16 next one.

17 MR. VANDER LINDEN: Sure.  
18 Recommendation number three. In accordance  
19 with Chapter 194, Section 97 of the Act to  
20 Expand Gaming, procure services with an  
21 "experienced nonprofit research entity" to  
22 collect, anonymize, store and disseminate  
23 information generated by loyalty programs,  
24 player tracking software, player card systems,

1 or any other information system.

2           The data that will be collected from  
3 there is to be made available to qualified  
4 researchers for the purposes of (1) conducting  
5 analyses that improve understanding of how  
6 gambling addiction develops and progresses;  
7 (2) developing evidence-based harm minimization  
8 strategies and (3) developing evidence-based  
9 systems to monitor, detect and intervene in  
10 high-risk gambling.

11           Again, this Chapter 194, section 97  
12 the recommendation applies to us to make sure  
13 that we have the system set up.

14           CHAIRMAN CROSBY: Let me just jump  
15 in. The committee's vote on this is kind of  
16 irrelevant because the Legislature told us to  
17 do this. So, we have to do this. It's  
18 mandated. It's mandated that we make this  
19 procurement.

20           What it is, however is fascinating.  
21 I think it makes some people's hair stand on  
22 end. What we are directed to get and our  
23 licensees are aware of this, is all of the play  
24 information of any of their gamblers who use

1 player cards, basically their frequent flyer  
2 cards. It's anonymous.

3 It's anonymized before it goes into  
4 anybody's hands but we would have the ability  
5 to track something like maybe 70 percent of the  
6 people who come in, or whatever the number is,  
7 who use player cards and understand their  
8 behavior. How often do they gamble? When do  
9 they gamble? What are their demographics,  
10 etc.? It's going to be a rich, rich field of  
11 information.

12 Again, we can't take credit for it.  
13 The Legislature told us to do this, and make it  
14 available to researchers not, just our  
15 researchers, make it available to researchers  
16 on an anonymous basis across the country.

17 MS. ULTIMO: I would imagine at the  
18 time of issuing these cards that the players  
19 know that this is going to be part of the  
20 research process?

21 CHAIRMAN CROSBY: That's one of  
22 conversations that everybody's having to make  
23 sure that we've done what we're supposed to do.  
24 Since it's anonymous, it's not exactly clear



1 what role the customer has to have in saying  
2 yes, it's okay but that is one of the issues  
3 we're wrestling with right now.

4 SEN. ROSS: In particular if it's  
5 anonymous, it's hard to keep the anonymity yet  
6 have a clear picture of who that problem  
7 gambler is.

8 CHAIRMAN CROSBY: You'll know  
9 whatever demographics the operator knows. I  
10 don't know exactly. You probably know their  
11 gender. You probably know their age. You  
12 probably know their address, ZIP Code, their  
13 frequency of gambling.

14 So, you'll be able to say women in  
15 their 50s who live in Springfield tend to do  
16 this, that and the other thing. But you won't  
17 be able to say Ms. Smith from Springfield does  
18 this, that and the other thing.

19 MR. VANDER LINDEN: And Section 97  
20 is very specific about what information is  
21 retained from the player cards. I can  
22 highlight that.

23 MS. ANTHONY: Is there any financial  
24 information associated with that, with this

1 data that we're talking about now that's going  
2 to be -- credit card number, bank account  
3 number, anything like that?

4 MR. VANDER LINDEN: No, no. I  
5 believe that that information is not captured  
6 through the player card at this point. Even if  
7 it were, it wouldn't fall -- and this section  
8 97 is specific about what information is  
9 captured and that would not be it.

10 MS. ANTHONY: A quick story, Mr.  
11 Chairmen. Many, many years ago, I don't think  
12 Dolores Mitchell would mind me repeating this  
13 story, the Group Insurance Commission did sell  
14 data anonymously to some researchers. No name  
15 or anything like that, but it had ZIP Code,  
16 type of medical condition, treatment, etc.,  
17 etc.

18 And somebody discovered, some very  
19 careful researcher discovered the identity of  
20 one of these anonymous pieces of information.  
21 At the time, it happened to be Bill Weld in my  
22 ZIP Code.

23 CHAIRMAN CROSBY: He identified Bill  
24 Weld?

1 MS. ANTHONY: They were able to do  
2 that. They didn't say it, they were able to do  
3 it because of location, he had a particular  
4 ailment that everybody knew about, lived in  
5 Cambridge and so on. All I'm saying is that  
6 anonymity -- the question about credit  
7 information and so on, of course, is another  
8 issue.

9 CHAIRMAN CROSBY: Actually, I've  
10 heard either that story or one that's close.  
11 And I will tell you on behalf of our operators,  
12 this will be done with incredible care for lots  
13 of reasons, but among them are that our  
14 operators are actually committed to the privacy  
15 of their customers being one thing and having a  
16 fiduciary duty to protect their privacy. And  
17 they also have an obligation to protect their  
18 own proprietary interest and their own  
19 proprietary data.

20 So, all of us and DPH as our  
21 partner, DPH isn't going to be interested in  
22 stuff going out there loosely. So, we have to  
23 do this. It's mandated by law. If done  
24 properly, it could be an extraordinary resource

1 but it's one we realize we have to be  
2 incredibly careful about.

3 CHAIR DIZOGLIO: Any other  
4 questions, comments? Okay, in your packet  
5 there is a possible motion that we can consider  
6 making. And also if I may make a suggestion,  
7 based on the Representative's comments, there  
8 is number one as we talked about effectiveness  
9 of responsible gaming being I'm wondering if we  
10 want to perhaps add the word effectiveness and  
11 benefits of responsible gaming. That will get  
12 to some your suggestions, Representative that  
13 could reinforce those other issues that we  
14 raised.

15 So, if there are no objections, if  
16 someone would like to make a motion to endorse  
17 what we've been talking about, I'll entertain  
18 that motion.

19 MR. LANG: So made.

20 CHAIR DIZOGLIO: Do you want to read  
21 it or do you want me to read it?

22 CHAIRMAN CROSBY: You can just say  
23 as referenced in the packet.

24 CHAIR DIZOGLIO: As referenced in

1 the packet, we have a motion and a second.

2 Discussion of the motion? We're going to add  
3 that word benefit as well.

4 CHAIRMAN CROSBY: On the discussion  
5 on the benefits, one of our principal  
6 investigators is doing a research project now  
7 and it's called the Psychosocial Benefits of  
8 Gaming.

9 The point that he makes is there's a  
10 tremendous amount of research -- not a  
11 tremendous amount, but what research is done is  
12 on the probably two to three percent of the  
13 population who have gambling problems. There  
14 is little to no research done on the 90+  
15 percent who are perfectly happy and perfectly  
16 healthy who enjoy this as part of their life  
17 and in many cases get benefits from it.

18 Like for example, elderly people for  
19 some reason think that playing games like this  
20 improves their mental attitude. So, there are  
21 people out there even our researchers who are  
22 sensitive to the fact that there's two sides to  
23 this story.

24 We've spent a lot of time and it's

1 understandable and appropriate, we've spent a  
2 lot of time focusing on the downside but  
3 there's a whole other part of the story to  
4 tell.

5 CHAIR DIZOGLIO: Any other comments  
6 on the motion? All in favor say aye, aye.

7 MS. ANTHONY: Aye.

8 MR. STEIN: Aye.

9 MR. LANG: Aye.

10 REP. D'EMILIA: Aye.

11 CHAIRMAN CROSBY: Aye.

12 SEN. FLANAGAN: Aye.

13 SEN. ROSS: Aye.

14 REP. FERRANTE: Aye.

15 MR. LAND: Aye.

16 MS. ULTIMO: Aye.

17 MR. MESSNER: Aye.

18 CHAIR DIZOGLIO: Opposed? The ayes  
19 have it. Thank you.

20

21 (Mr. Land exits hearing room)

22

23 CHAIR DIZOGLIO: Next item on the  
24 agenda, if you're like me you've probably seen

1 a number of flowcharts, organizational charts  
2 and committees that try to graphically  
3 demonstrate what I think the Legislature  
4 intended relative to advising the process and  
5 the Commission in its work.

6 I'm going to have John come up and  
7 describe further those committees. What we'd  
8 hope we'd finish with is a discussion, quite  
9 frankly, about how all of those committees can  
10 interact with us as one of the chief advisory  
11 groups to the Commission. It'll be kind of  
12 understanding how it all works and I have some  
13 of ideas on and suggestions and give them up  
14 for discussion.

15 MR. ZIEMBA: Thank you, Mr.  
16 Chairman. So, in your packet there's this  
17 colorful chart that we've included in this.  
18 This is meant instead of just a recitation of  
19 the statute --

20 CHAIRMAN CROSBY: Do you other  
21 charts for anybody who doesn't have it?

22

23 (Multiple discussions)

24

1                   MR. ZIEMBA: I think I can summarize  
2 almost everything I want to get done in about  
3 five minutes between both the community  
4 mitigation committees and the community  
5 mitigation fund that we're recommending for  
6 2015.

7                   So, in your colorful charts what we  
8 tried to graphically demonstrate is how the  
9 various committees work together. At the top,  
10 for lack of a better word, is the Gaming  
11 Commission. Each of these committees has a  
12 role in advising the Commission on a range of  
13 issues involving gaming.

14                   Notably in the community mitigation,  
15 there are at least two, as of now, local  
16 community mitigation advisory committees.  
17 These committees are comprised of primarily the  
18 communities that are within the region of the  
19 gaming facility, the host community and the  
20 surrounding communities.

21                   Those local community mitigation  
22 advisory committees they meet. They discuss  
23 issues of concern regarding the facilities.  
24 They come up with recommendations on community



1 mitigation and how they should be taken into  
2 account by the state. They provide their  
3 advice to the middle level, which is the  
4 community mitigation subcommittee.

5           And that subcommittee includes a  
6 representative from host community and one  
7 member from these local committees. So, each  
8 of the local committees get together and they  
9 elect one member. They send it to the  
10 community mitigation advisory subcommittee.

11           And then that subcommittee, they  
12 make annual recommendations regarding the use  
13 of funds by the Commission, community  
14 mitigation funds. So, they review our  
15 expenditures over the course of the year. And  
16 then they also make recommendations for the  
17 following year.

18           So, and then at the top, there's the  
19 GPAC which has in it a role to directly advise  
20 the Commission and has a role over  
21 subcommittees, subcommittee on public safety,  
22 subcommittee on addiction services and  
23 subcommittee on community mitigation.

24           This takes me to the 2015 community

1 mitigation fund. As you know, we just issued  
2 our Category 1 licenses about a month ago --  
3 casino, the full casino license. We've done  
4 our Category 2, the slots only facility earlier  
5 this year, but it is not operational. No  
6 facilities are operational.

7           The community mitigation fund has  
8 two purposes. It's for the purpose of  
9 mitigating impacts for operational concerns and  
10 construction related concerns. So, we were  
11 presented with a problem right after the  
12 referendum decision of, okay, we have a  
13 community mitigation fund, which by statute we  
14 have to receive applications by February first  
15 of each year.

16           But where we are, there will be no  
17 operational concerns for any of these  
18 facilities. And at least for the full casino  
19 licenses, there will likely be minimal if any  
20 significant construction impacts because they  
21 are still in permit.

22           So, by February 1, people will not  
23 be really able to identify the true impacts of  
24 these facilities. But by statute, we have a

1 February 1 application date. In addition, we  
2 have to have all of these committees to help  
3 advise the GPAC and to advise the Commission on  
4 what are we going to do on community mitigation  
5 going forward.

6 So, we tried to make a decision on  
7 what are we going to do for the 2015 program.  
8 By statute we're supposed to have funds. We  
9 now have funds in that fund. And what should  
10 we do?

11 That's also taking into context for  
12 the revenues that are in this fund right now,  
13 they have to last for multiple years. We will  
14 have new revenues in this fund until the  
15 Category 1 full casino facilities are  
16 operational. And that's second quarter 2017,  
17 fourth quarter 2017.

18 So, in reality we won't have new  
19 revenues until basically 2018. So, the \$17.5  
20 million that is in the fund right now has to  
21 last for a good number of those years.

22 SEN. ROSS: How much was that?

23 MR. ZIEMBA: \$17.5 million, that's  
24 for statewide, Region A, Region B and the slots

1 facility currently. If we do, as we move  
2 forward with Region C that would be in addition  
3 to that.

4           So, the recommendation for the 2015  
5 program, in many ways is just hopefully the  
6 inaugural program. As we will learn what  
7 communities apply to us for. We will learn  
8 what impacts, if any, communities identify and  
9 then we have the benefit, thankfully, that the  
10 problem that we once identified is really an  
11 opportunity, because it gives us basically a  
12 full year going into the 2015/2016 season of  
13 being able to fully vet a lot of the very in-  
14 depth policy questions that will go into the  
15 2016 budget.

16           But in recognition the communities  
17 might want to have funds available in the  
18 interim, what we're recommending is that we  
19 establish a reserve account. So, instead of a  
20 February 1 application date, we would have a  
21 rolling date. And communities could apply to  
22 the Commission to take advantage of their one-  
23 time reserve that we establish in 2015.

24           REP. FERRANTE: Thank you.

1 CHAIR DIZOGLIO: You completed your  
2 five minutes?

3  
4 (Representative Ferrante exits  
5 hearing room)

6  
7 CHAIR DIZOGLIO: When I saw this, it  
8 struck me it's very pyramidal with the Gaming  
9 Commission at the very top and all of the  
10 subcommittees below. It's really leading up to  
11 GPAC which is the ultimate advisor to the  
12 Commission itself.

13 So, I was thinking as part of our  
14 regular agenda, just a suggestion that we  
15 incorporate another agenda item that says a  
16 subcommittee update. And they would be able to  
17 come before us and talk about what they've  
18 discussed. And make recommendations that we  
19 could take into consideration to see if we want  
20 to continue to pass those recommendations up to  
21 the Gaming Commission

22 If that makes some sense, we could  
23 probably structure future meetings like that.  
24 Make sense?

1                   MR. ZIEMBA: What I could do is I  
2 could canvas all of the members of this  
3 committee and see if they have any further  
4 recommendation regarding the fund or  
5 establishing these subcommittees.

6                   We've sent out letters to all of the  
7 communities. We've asked them to designate  
8 members by December 15. And as soon as we get  
9 them, we'll establish the local committees.

10 And then the local committees would then have  
11 to vote to establish the member for the  
12 subcommittee. So, it's my anticipation that in  
13 the first quarter of this year we will have  
14 some pretty substantial input that we can talk  
15 with members about how we move forward in 2015  
16 and 2016.

17                   CHAIR DIZOGLIO: Okay. And you've  
18 already talked about the community mitigation  
19 fund too. So, that's out of the way. Next  
20 step, I think we've talked about quarterly  
21 meetings.

22                   CHAIRMAN CROSBY: I just want to ask  
23 one question. The membership of the  
24 subcommittees is mandated by the law,

1 basically. The legislation tells us  
2 representatives of organizations and regions  
3 and so forth should be in.

4           If there were members of this  
5 committee that wanted to serve on or at least  
6 join in an informal way like we have members of  
7 this committee who are not formal members but  
8 are interested would that be something we could  
9 do? Could members here sit on one of these  
10 subcommittees, if they wanted to do that?

11           MR. ZIEMBA: They could have an  
12 informal role that would be sort of as our  
13 invitees are to this.

14           CHAIRMAN CROSBY: Right. Because I  
15 think there might be -- Again, particularly as  
16 we get up and running and remember, this is  
17 going to run for 15 years after the resort  
18 casinos open. So, that means 2032 we're  
19 talking about, from 2017 to 2032.

20           So, there will be a rhythm with  
21 this. And it may well be that we could also  
22 find other people like Barbara and David who  
23 can contribute to these committees who are not  
24 mandated. Whether members of this group wanted

1 to do it or outside people, something that we  
2 could consider.

3 SEN. ROSS: Some of us may be  
4 inspired by one.

5 CHAIRMAN CROSBY: You and me both.

6 CHAIR DIZOGLIO: As far as next  
7 step, quarterly meetings? For those just a  
8 little housekeeping because I'm new and I had  
9 to do all the ethic issues. Make sure you read  
10 the forms and you signed off and all that that  
11 would be great to make sure we've all complied  
12 with that.

13 MR. STEIN: We have to do that  
14 again?

15 CHAIR DIZOGLIO: If you've done it  
16 already, you probably don't.

17 CHAIRMAN CROSBY: Is it annual?

18 MR. ZIEMBA: It is annual.

19 CHAIRMAN CROSBY: Don't they get  
20 something the mail?

21 SEN. ROSS: My staff made me aware  
22 of it, so, yes.

23

24 (Senator Ross exits hearing room)



1                   MR. ZIEMBA:  If you're not an  
2 official state agency person, it's really up to  
3 us to inform those advisory members that they  
4 will need to do that.

5                   CHAIRMAN CROSBY:  We will take the  
6 burden of informing you of anything else you  
7 need to do.

8                   MR. ZIEMBA:  Thank you.

9                   CHAIR DIZOGLIO:  Any other questions  
10 or comments?

11                  CHAIRMAN CROSBY:  On the scheduling,  
12 it's a bear to get all these folks together.  
13 To the extent that we can schedule next year or  
14 two or maybe we can even say it's going to be  
15 the second Tuesday of the third month hereafter  
16 or come up with something.  So, we'll lose a  
17 few people in the early rounds, but eventually  
18 we'll work on a schedule that is scheduled  
19 forever.

20                  MS. ANTHONY:  May I ask a question,  
21 Mr. Chairman?  So, moving forward, thinking  
22 about our next meeting, one thing that I know  
23 I'd be interested in learning more about.  I  
24 know the statute gives some jurisdiction to the

1 Attorney General's office. I'd find it helpful  
2 to know what exactly it is that they are  
3 charged with.

4           And it leads to my second question,  
5 which is really what I am most interesting.  
6 So, in terms of we've talked a lot about  
7 problem gamblers and so on. I am more  
8 interested in the 97 percent, not that I'm not  
9 interested in problem gamblers, but I'm also  
10 very interested in those who are not problem  
11 gamblers in terms of the impact of marketing  
12 and sales practices, but once casinos are  
13 operating.

14           The nature of advertisements, I  
15 spoke at the last meeting about architectural  
16 design within casinos and so on that are not  
17 necessarily directed at problem gamblers by any  
18 means but just the whole general population.

19           So, my question is, whether it's the  
20 Mass. Gaming Commission or is it the Attorney  
21 General's office who will be looking at rules  
22 and regulations governing advertising, sales,  
23 marketing practices by casino operators once  
24 things are up and running?

1                   And I don't know who has what  
2 jurisdiction in that regard, but I thought it  
3 would be something that the advisory committee  
4 as a group might be interested in learning  
5 about.

6                   MR. ZIEMBA: Primarily, most of our  
7 conversations with the Attorney General's  
8 office has been regarding a background issue or  
9 joint enforcement responsibility. The Attorney  
10 General's office sits on the public safety  
11 subcommittee.

12                   We've also dealt with the Attorney  
13 General's office on credit related practices as  
14 a result of responsible gaming issues.

15                   Those types of issues we haven't yet  
16 approached. Obviously, all of our licensees  
17 are required to follow all of the general laws  
18 that apply to them. But on that specific  
19 issue, I don't believe we've broached that with  
20 the Attorney General's office yet.

21                   CHAIRMAN CROSBY: We would have the  
22 authority to set whatever regs. we thought were  
23 appropriate, if any, relative to the  
24 advertising practices.

1 MS. ANTHONY: I'm not suggesting it  
2 should be the Attorney General, I'm really  
3 asking the question does the Commission have  
4 the authority to do that.

5 CHAIRMAN CROSBY: The answer is yes.

6 CHAIR DIZOGLIO: Any other comments  
7 before we entertain a motion to adjourn?

8 Hearing none --

9 MS. ANTHONY: Motion to adjourn.

10 CHAIR DIZOGLIO: All in favor say  
11 aye.

12 MS. ANTHONY: Aye.

13 MR. STEIN: Aye.

14 MR. LANG: Aye.

15 REP. D'EMILIA: Aye.

16 CHAIRMAN CROSBY: Aye.

17 SEN. FLANAGAN: Aye.

18 MS. ULTIMO: Aye.

19 MR. MESSNER: Aye.

20 CHAIR DIZOGLIO: The ayes have it.

21

22 (Meeting adjourned at 10:53 a.m.)

23

24

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

C E R T I F I C A T E

I, Laurie J. Jordan, an Approved Court Reporter, do hereby certify that the foregoing is a true and accurate transcript from the record of the proceedings.

I, Laurie J. Jordan, further certify that the foregoing is in compliance with the Administrative Office of the Trial Court Directive on Transcript Format.

I, Laurie J. Jordan, further certify I neither am counsel for, related to, nor employed by any of the parties to the action in which this hearing was taken and further that I am not financially nor otherwise interested in the outcome of this action.

Proceedings recorded by Verbatim means, and transcript produced from computer.

WITNESS MY HAND this 22nd day of December 2014.



LAURIE J. JORDAN  
Notary Public

My Commission expires:  
May 11, 2018