

Massachusetts Gaming Commission Meeting Minutes

Date/Time: July 22, 2025, 12:00 p.m.

Place: Massachusetts Gaming Commission
VIA CONFERENCE CALL NUMBER: 1-646-741-5292
PARTICIPANT CODE: 112 443 6361

The Commission conducted this public meeting remotely utilizing collaboration technology. Use of this technology was intended to ensure an adequate, alternative means of public access to the Commission's deliberations for any interested member of the public.

Commissioners Present:

Chair Jordan Maynard Commissioner Eileen O'Brien Commissioner Bradford Hill Commissioner Nakisha Skinner Commissioner Paul Brodeur

1. Call to Order (00:00)

Chair Maynard called to order the 559th Public Meeting of the Massachusetts Gaming Commission ("Commission"). Roll call attendance was conducted, and all five Commissioners were present for the meeting.

- 2. Sports Wagering Division (00:34)
 - a. <u>Presentation of Sports Wagering Operators Q1 Quarterly Reports</u> (00:45)
 - i. Caesars Sportsbook (01:08)

American Wagering, Inc. d/b/a Caesars Sportsbook ("Caesars") presented their Q1 2025 Quarterly Sports Wagering Report. *A copy of their presentation is found in the Commissioners' Packet on pages 5-19.* Vice President of Compliance and Licensing Lisa Rankin reviewed Caesars' Q1 2025 revenue in comparison with Q4 2024.

Senior Vice President of Corporate Social Responsibility and Internal Communications Kierstin Flint presented Caesars' workforce diversity data and their Corporate Social Responsibility 2024 Report highlights. Commissioner Skinner briefly praised Caesars' initiatives. Commissioner Brodeur asked if the employees had health clinic access on site, which Senior Vice President Flint confirmed by stating that there were 13 locations across the company alongside virtual care.

Vice President of Procurement David Schulte presented Caesars' total vendor/supplier/engagement spend, including Massachusetts-related spend.

Vice President Rankin discussed Caesars' compliance data. Commissioner O'Brien asked to hear more detail on how underage monitoring flagged those prohibited players. Vice President Rankin stated that there was a major component in account review that caused the flag and noted that she would be able to provide more detail in an executive session.

Responsible Gaming Program Director Carolene Layugan shared Caesars' responsible gaming information. She mentioned that Caesars sent an email to online customers which informed them about GameSense Advisor contact information and the Gambling Disorder Screening Day on March 11. The email was delivered to 10,021 online customers and opened by 2,048 of them. Commissioner O'Brien asked if that was the typical ratio of emails delivered to opened. Director Layugan stated that it was the second email campaign conducted, and she did not know the numbers for the previous campaign.

Vice President Rankin briefly described Caesars' lottery engagement and concluded the presentation.

Commissioner Skinner requested that all of the sports wagering operators identify their representations on diversity goals noted during the application process and compare them to where they are at now in order to provide more context to the diversity data. Ms. Flint stated that Caesars would follow up on that request.

Commissioner Brodeur asked Chief of the Sports Wagering Division Carrie Torrisi to provide an overview on the intake of the underage cases by the Division. Chief Torrisi stated that all underage incidents were reviewed by the Commission's Gaming Enforcement Unit.

• Executive Session (33:45)

Chair Maynard stated that the Commission anticipated that it may meet in executive session in accordance with G.L. c. 30A, § 21(a)(7) and G.L. c. 4, § 7(26)(n) to review certain materials in connection with the sports wagering operators' policies and procedures, as approved by the Commission in accordance with 205 CMR 238.20 and/or 238.33, to prevent access by underage individuals as these matters relate to cyber security in the Commonwealth, and the discussion or public disclosure of which is likely to jeopardize public safety or cyber security.

Commissioner O'Brien moved that the Commission enter executive session on the matter and for the reasons just stated by the Chair. Commissioner Hill seconded the motion.

Roll call vote:

Commissioner O'Brien: Aye.
Commissioner Hill: Aye.
Commissioner Skinner: Aye.
Commissioner Brodeur: Aye.
Chair Maynard: Aye.

The motion passed unanimously, 5-0.

Transcriber's note: The Commission entered executive session at $\underline{34:52}$ and reconvened the public session of this meeting at 42:17.

II. DraftKings (42:41)

Crown MA Gaming, LLC d/b/a DraftKings ("DraftKings") presented their Q1 2025 Quarterly Sports Wagering Report. *A copy of their presentation is found in the Commissioners' Packet on pages 20-48.* Senior Director of Regulatory Operations Jake List reviewed DraftKings' Q1 2025 revenue in comparison with Q4 2024.

Vice President of Inclusion Equity and Belonging Cristina Ackas presented DraftKings' Q1 2025 workforce diversity data, recruitment events, and development trainings. She also presented DraftKings' Q1 2025 vendor/supplier diversity spend statistics.

Director List described DraftKings' compliance data. Commissioner O'Brien noted that the number of registration attempts was markedly higher than other operators and asked why that was such a discrepancy. Director List stated that it was DraftKings' first time presenting the statistic. Chief Torrisi stated that the Commission's Sports Wagering Division would look into it.

Senior Manager of Responsible Gaming Julie Hynes presented DraftKings' responsible gaming information and efforts.

Director of Communications Jared Hess discussed DraftKings' community, outreach and charitable impacts.

Commissioner O'Brien asked the Commission's Sports Wagering Division to coordinate with the operators on getting the answers to the previously asked question on underage determination processes. Chair Maynard and the Commissioners supported Commissioner O'Brien's proposition.

Bally's Interactive, LLC d/b/a Bally Bet ("Bally's") presented their Q1 2025 Quarterly Sports Wagering Report. *A copy of their presentation is found in the Commissioners' Packet on pages 49-61*. Director of Compliance Kim McAllister reviewed Bally's Q1 2025 revenue.

Executive Director of Diversity, Equity, and Inclusion Tracey Wiley presented Bally's workforce diversity statistics and goals. Director of Procurement Analysis and Diversity Spend Nancy Duvall presented the information on Bally's vendor/supplier spend and supplier diversity.

Director McAllister continued by presenting Bally's compliance metrics. Commissioner O'Brien asked if, due to their use of Artificial Intelligence to deny registration of underage users, those numbers were counted towards their compliance metrics. Director McAllister noted that those users were not allowed to register in the first place.

Head of Responsible Gaming Scott Nejrup shared Bally's responsible gaming program highlights. Commissioner Brodeur asked about the possibility of Bally's expanding a Rhode Island responsible gaming outreach program into Massachusetts. Mr. Nejrup stated that the program was a pilot, and due to its success, Bally's would look into implementing it in Massachusetts. Mr. Nejrup continued to present on Bally's responsible gaming tools.

IV. BetMGM (1:35:14)

BetMGM, LLC d/b/a BetMGM ("BetMGM") presented their Q1 2025 Quarterly Sports Wagering Report. *A copy of their presentation is found in the Commissioners' Packet on pages 62-87.* Senior Director of Compliance Sarah Brennan reviewed BetMGM's Q1 2025 revenue in comparison with Q4 2024 and presented BetMGM's vendor utility, both global and local.

Senior Director of DEI Jazmin Polite shared BetMGM's diversity statistics and programs. Commissioner Skinner asked if BetMGM had plans to increase recruitment efforts in the Commonwealth. Director Polite said that BetMGM was looking to identify more opportunities to recruit employees, including online job boards and in-person events. Commissioner Skinner applauded BetMGM's increase in the race/ethnicity voluntary identification statistics and asked what efforts were used to improve those numbers. Director Polite stated that it was primarily due to strong communication to their employees on the importance of the race/ethnicity information.

Director of Responsible Gaming Richard Taylor reviewed BetMGM's compliance data. In response to Commissioner O'Brien's previously asked question, he noted that BetMGM's system did not allow those under the age of 21 to enter a date of birth. Commissioner O'Brien asked if those who enter a date of birth under 21 were captured in the data report. Senior Manager of Suspicious Activity and Fraud Andrew Soles stated that the attempt to enter a date of birth under 21 was not captured and the individual was not allowed to proceed with the registration. Commissioner O'Brien asked if after a failed attempt the individual tried inputting their age as above 21, would the system capture the attempt. Mr. Soles said that the individual that provided an incorrect date of birth would not be able to pass the verification system.

Director Taylor continued the presentation by sharing BetMGM's responsible gaming data and efforts.

Director Polite discussed BetMGM's community, outreach and charitable impacts.

Transcriber's note: The Commission went on a break at 2:04:50 and returned at 2:16:56.

V. Fanatics Betting and Gaming (2:17:27)

Chair Maynard announced the return of the Commission. Roll call attendance was conducted, and all five Commissioners were present for the meeting.

FBG Enterprises Opco, LLC d/b/a Fanatics Betting & Gaming ("Fanatics") presented their Q1 2025 Quarterly Sports Wagering Report. *A copy of their presentation is found in the Commissioners' Packet on pages 88-106.* Senior Regulatory Counsel Michael Levine discussed Fanatics' Q1 2025 revenue.

Senior Director of People Operations Stephanie Althouse presented Fanatics' workforce diversity metrics, goals and initiatives.

Mr. Levine discussed Fanatics' diverse and Massachusetts-specific spend.

Responsible Gaming Senior Manager Anthony D'Angelo presented on Fanatics' responsible gaming metrics, tools and programs. Commissioner O'Brien asked if Fanatics captured failed registration attempts for underage users. Mr. D'Angelo stated that there was no opportunity for an individual to advance if they were under 21.

Mr. Levine further discussed Fanatics' community, outreach and charitable impacts. Commissioner Hill thanked Fanatics for their continued work with the Make-A-Wish Foundation.

VI. FanDuel (2:39:35)

Betfair Interactive US, LLC d/b/a FanDuel ("FanDuel") presented their Q1 2025 Quarterly Sports Wagering Report. *A copy of their presentation is found in the Commissioners' Packet on pages 107-121*. Vice President of Regulatory Richard Cooper discussed FanDuel's Q1 2025 revenue and compliance. Commissioner O'Brien noted that the operators would receive a follow-up request for information regarding underage access on their platforms.

Senior Manager of Responsible Gaming Cam Zuckert reported on FanDuel's responsible gaming tools and metrics.

Vice President of Community Impact Keita Young presented on FanDuel's community impact efforts and supplier relations.

Head of Inclusion, Learning & Engagement J.J. Jelks discussed FanDuel's engagement principles, employee development initiatives, and workforce diversity metrics.

VII. Penn Sports Interactive (3:08:16)

Penn Sports Interactive, LLC ("PSI") presented their Q1 2025 Quarterly Sports Wagering Report. A copy of their presentation is found in the Commissioners' Packet on pages 122-136.

Senior Director of Partnerships and Business Development Adam Kates reviewed PSI's Q1 2025 revenue. He further presented on PSI's workforce diversity metrics and diversity spend.

Director of Regulatory Compliance Amanda Gaffney discussed PSI's compliance and responsible gaming data.

Director Kates reviewed PSI's lottery promotion. Director Gaffney concluded the presentation by discussing PSI's community outreach.

3. Commissioner Updates (3:16:32)

Commissioner Brodeur commented that Polymarket was re-entering the United States market as the Department of Justice dropped ongoing investigations into the entity. He noted that the operators' quarterly report presentations demonstrated the value of legalized gambling with robust supervision, unlike Polymarket which would not fall under the control of the Commission.

Chair Maynard reminded the residents of the Commonwealth that the legal operators were the best choice for betting. Commissioner Skinner followed up by suggesting that the Commission should create a public service announcement to reach broader audiences to deliver the message about choosing the legal operators. Commissioner O'Brien agreed and noted that the Commission had conversations with the Attorney General's Office about similar public service announcements.

4. Other Business (3:23:22)

Hearing no other business, Chair Maynard requested a motion to adjourn.

Commissioner Brodeur moved to adjourn. The motion was seconded by Commissioner O'Brien.

Roll call vote:

Commissioner O'Brien: Aye.
Commissioner Hill: Aye.
Commissioner Skinner: Aye.
Commissioner Brodeur: Aye.
Chair Maynard: Aye.

The motion passed unanimously, 5-0.

List of Documents and Other Items Used

- 1. Notice of Meeting and Agenda dated July 18, 2025
- 2. Commissioners' Packet from the July 22, 2025 meeting (posted on massgaming.com)