

Bet on Guv letting SEA 339 be law?

No reasons not to allow bill to become law, but buyer's remorse?

We were spot-on with our projection that SB 339, the fantasy sports wagering bill that removes the platform from a legal gray zone, would avoid conference committee, receive Senate concurrence, and head to the Governor's desk.

The betting bucks favor it becoming law without his signature, as Governor Mike Pence (R) has never publicly opposed the measure as an expansion of gambling, and when asked about it after the concurrence, he deftly chose to characterize it to inquiring reporters as helping to corral activities in the Wild West. "My understanding is this is just simply an effort to create some legal boundaries and guidelines around a - the fantasy sports practice - that many Hoosiers enjoy relative to the NFL, particularly," said the Governor, "and so we'll take a look at it, give it a fair-minded look."

This statement is along the lines of what we had told you to expect. As we had suggested to you in our last issue, he is clearly cognizant of one key reason why the bill was on rails: the numbers bandied about that some 1.5 million Hoosiers participate in fantasy sports activities (though that number could perhaps be as "low" as 500,000 who actually played via the major paid vendors, and not on the free Yahoo! and ESPN sites), and offending 1.5 million Hoosiers during an election year - many of whom are in the younger demographic who may not be as staid in their respective political maturation - isn't a winning proposition. In the absence of any organized public opposition and even newspaper editorials, there is no pressure on the Governor to deep-six the measure.

Indeed, the only real concern being evinced is that from the industry, which may have a touch of buyer's remorse. On the evening of March 7, the day that Virginia's governor signed the first fantasy sports regulatory measure in the nation into law, officials with the Fantasy Sports Trade Association (FSTA) dispatched an email missive to membership questioning the "onerous" Virginia licensing fee of \$50,000 - the same amount that Indiana's measure had been lowered to thanks to the actions of House Committee on Ways and Means Chair Tim Brown (R) of Crawfordsville. FSTA leaders expressed concern that many game operators would be unable to afford such a fee, a fear that played out in Indiana as well just a few short days after the bill passed, when sites such as the Fantasy Football Players Championship (FFPC), FanTrax, and RealTime Fantasy Sports suddenly emerged from the woodwork to complain that they "can't afford those costs," as Brandon Smith reported for Indiana Public Media. And, adds Smith, there appears to be an industry split between the (two) haves and the have-nots. "While FanDuel and DraftKings are daily fantasy sites, operators such as FFPC's Dave Gerczak say they run season-long, traditional fantasy games. And he says they shouldn't have to pay the same fees. 'Maybe one or two could try and pony up the dough. But when you think about all the states we're talking about, what they're trying to do is create this duopoly.'"

Smith notes that "Sen. Jon Ford, R-Terre Haute, the bill's author, says he never heard those complaints. And he notes the legislature will study paid fantasy sports further this summer: 'I think this is the first bite at the apple and we're trying to do as much as we can and compromise the most and get a good piece of legislation.'"

For more, please see the following page . . .

Gaming job nos. cut for 2015

Huge changes from federal benchmarking

The U.S. Department of Labor has reached back and benchmarked employment figures for 2015, and you won't be happy with what that means for Indiana gaming employment.

The newly revised federal job numbers, released just last week, suggest to us that the employment picture in Indiana over the past year wasn't quite as rosy as it seemed (at least to those who might have thought it was rosy in the first place).

The revised numbers for the state as a whole meant that the four months of 4.4% unemployment in the Hoosier State that had been touted as dropping our unemployment rate to its lowest point since August 2001 (the month before 9/11) no longer holds true. Our rate never fell below 4.5% during 2015, and it is back on the upswing. Unfortunately, what seemed like some (relatively) strong 2015 months of gaming employment have similarly been revised downward - and this appears to be an extremely significant negative push-down for these figures which had once offered some hope looking forward.

The federal benchmarking process results in 11 of the 12 months of 2015 actually experiencing a lower level of direct gaming employment than initially reported by the Feds. One month (August) remained the same as the preliminary numbers, but the difference between the 2015 monthly direct Hoosier gaming employment numbers preliminarily dangled in front of us and the benchmarked data are often stark.

The difference ranges from about 100 fewer jobs than originally reported to as many as 700 in a given month, with the mode falling by about 600 jobs in a given month - a difference of more than six percent in at least one month. During the first six months of 2015, the difference between the original employment figures and the revised numbers grew in every month save one.

The largest difference between the preliminary numbers and the benchmarked figures was found in November, when there were really 700 fewer direct gaming jobs in Indiana than had been initially reported by the U.S. Department of Labor.

But comments such as that are also filtering through to the Governor's Office, as some forces around the bill - and lawmakers themselves - are now beginning to realize that there are more questions raised or unanswered by Senate Enrolled Act 339 than those answered or loopholes closed, making some uneasy.

Indiana's enrolled act does not even contain a formal definition of "fantasy sports," and the National Conference of State Legislatures blogged Wednesday that "Chris Grove, editor of the Legal Sports Report, a Nevada-based publication, says the definition of 'fantasy contests' used in some of the legislation doesn't specifically limit competitions to sports. Fantasy contests based on award shows, political debates, even spelling bees could theoretically be permissible, he says."

Indeed, the Legal Sports Report published a memo from FSTA president Paul Charchian that suggested getting in the way of the Virginia measure "would have been poor optics for the industry," as the trade publication characterized it. A Charchian email to concerned operators explained that "sabotaging our own bill will be A) unlikely to change anything in Virginia, and B) political suicide for us in every other state. It should be viewed as a 'nuclear option' only." "Please remember," FSTA's Charchian continued, "getting good legislation passed is [the] best outcome for everyone in the industry. We all need legal clarity for fantasy sports...just ask anyone struggling for payment processing. And that remains our goal. We didn't hit the mark in Virginia, and we recognize that."

The Legal Sports Report also let the cat out of the bag: "The legislation in Indiana - which now sits on the governor's desk - started out as the model FSTA bill, which included a \$5,000 fee. That has been upped to \$50,000 initially, through the course of amending the legislation."

A separate Charchian email contended that both the Virginia and Indiana bills as passed "represent an important step in the ongoing process of creating legal clarity for fantasy sports, a goal we all share." Then he dropped the bombshell that seemed to have not emerged in any public discussion (or in the minds of any lawmakers with whom your favorite gaming newsletter discussed the then-pending bill): "However, both states have an onerous mandatory regulation fee that makes both states untenable for the majority of the FSTA's members. We are deeply concerned that these states have made it impossible for so many of our member companies to do business. The FSTA will work toward improving those bills as quickly as possible."

This point was also raised during House Public Policy Committee by Rep. Todd Huston (R) of Fishers. We told you that he noted back on February 24 that the new licensee fee matrix may stifle innovation from entrepreneurs who might not be on the same plateau as industry leaders DraftKings and FanDuel. "If you're a provider or a provider that we have never even heard of before - better yet, a young entrepreneur - these are pretty stiff amounts to come up with to create innovation."

Rep. Alan Morrison (R) of Terre Haute, the chief advocate of the legalization and regulation of fantasy sports wagering, explained to members of that panel that \$50,000 is what casinos pay annually, and while he was concerned about instituting "barriers to entry," he acknowledged then that the bill "is a work in progress."

House Committee on Public Policy Chair Tom Dermody (R) of LaPorte explained that there are expenses to the state for regulation, and an infrastructure would have to be created for the first operators - probably two - and \$150,000 will help to support such operations. Rep. Huston observed that "government hurries up to regulate innovation and creates barriers for more innovation," and, as you may remember, questioned if only two entities would be able to pay \$75,000 each, wouldn't it be better to have 10 entities eventually pay just \$25,000 each?

Rep. Charlie Brown (D) of Gary asked if Rep. Dermody's intent was to "to keep bad actors out," and Dermody responded in the affirmative. "So are small guys bad actors?" retorted Brown. Not necessarily, Rep. Dermody shot back. He wanted to send the message that "if you're going to do this in Indiana, you're going to be a committed industry partner."

But fear not, concerned lawmakers, operators, and industry officials: SEA 339 contains a provision calling for a study of all the stuff that should have been resolved (or at least fully vetted) before solons overwhelmingly passed this bill . . . although one of those topics may well be imposing a real tax, and New Jersey lawmakers are currently working to impose the same (9.25%) tax on gross revenues of fantasy sports operators as Atlantic City casinos pay on their wins.

And despite all the hinkiness, the prospects for the measure becoming law are far better than not at this point.

In the first week that he assumed office in 2013, our sister newsletter, **INDIANA LEGISLATIVE INSIGHT**, treated readers to an exclusive look at the philosophy that Gov. Pence said he would bring to the table in deciding whether to sign or veto a bill. He said back then that he intended to be "very discerning and disciplined in the times that we would use the veto authority," and he has remained true to that overarching statement. But digging deeper, he told us that "My two lodestars are constitutionality and fiscal responsibility," and "any bill that comes across our desk will *primarily* be considered in that prism" While "sometimes people think that beyond 'constitutionality' and 'fiscal responsibility' that a 'best interest' standard" be applied, "I would be - and maybe it comes from the fact that I'm a former legislator - I would be less inclined to use the veto authority in ways that I thought would be subjective, or would supplant the judgment of the executive branch for the judgment of the legislative branch. I believe in the legislative process."

The March 24 bill-signing deadline likely will come in the midst of March Madness (oddly, the enrolled act did not reach the Governor's desk until Thursday), fostered by the Indianapolis-based National Collegiate Athletic Association.

The timing again raises questions about why NCAA basketball tournament pools (in which participants complete their own brackets, rather than draw teams blindly) remain “illegal gambling” while the fantasy sports games have now been deemed by lawmakers to be a game of skill, and not chance (or at least not principally chance). Or maybe we’re just grouchy about this because our bracket was busted by the results of that play-in (“First Four”) game between Western Governors University - Indiana and the University of Phoenix!

IN General

- Combined riverboat wagering and racino wagering tax collections of \$44.0 million for February topped the \$40.5 million monthly forecast last updated in December by \$3.5 million (8.64%), and were \$1 million (2.32%) above February 2015 collections in the combined two categories. There were no riverboat admissions tax dollars reflected in February 2016 collections, vs. \$1.1 million brought in during February 2015.

- Riverboat wagering tax collections of \$33.8 million in February surged ahead of the \$31.6 million monthly estimate by \$2.2 million (6.9%), and improved on a year-over-year basis by \$600,000 (1.7%). This was only the second month so far this fiscal year in which the category grew from prior-year levels (the other month was November). Fiscal year-to-date riverboat wagering taxes, however, have declined by \$7.8 million (- 4.4%) from the same eight-month period in Fiscal Year 2015..

- Racino wagering collections of \$10.2 million topped the February target by a healthy \$1.3 million (14.6%) while growing from the prior year by \$400,000 (3.7%). This was the sixth time in Fiscal Year 2016 that state revenue from this category increased vs. the same month in Fiscal Year 2015. At the eight-month mark, racino wagering taxes are running ahead of FY 2015 July - February numbers by \$700,000 (1.0%).

FYTD Comparison to Monthly Targets

	Forecast	Actual	\$ Amount	Percent
Riverboat Wagering	\$ 164.0M	\$ 167.9M	\$ 3.9M	2.4%
Racino Wagering	\$ 63.4M	\$ 67.6M	\$ 4.2M	6.5%
Riverboat Admissions	\$ 8.9M	\$ 8.3M	(- \$ 0.6M)	(- 6.8%)
Total	\$ 236.3M	\$ 243.8M	\$ 7.5M	3.2%

FYTD Comparison to Prior Year-to-Date

	2015	2016	\$ Amount	Percent
Riverboat Wagering	\$ 175.7M	\$ 167.9M	(- \$ 7.8M)	(- 4.4%)
Racino Wagering	\$ 66.9M	\$ 67.6M	\$ 0.7M	1.0%
Riverboat Admissions	\$ 9.1M	\$ 8.3M	(- \$ 0.8M)	(- 8.9%)
Total	\$ 251.7M	\$ 243.8M	(- \$ 7.9M)	(- 3.1%)

- The Judicial Nominating Commission presents the Governor with three names from which he will select the next member of the Indiana Supreme Court, and one of them has some experience in the gaming milieu. Taft Stettinius & Hollister LLP partner Geoffrey G. Slaughter is the only non-judge among the trio of finalists from a top-notch field of more than 30 applicants.

- Among the other dozen or so semi-finalists: Hamilton County Superior Court I Judge Steve Nation, who presided over several major (and often-fascinating) gaming-related cases during his years on the bench, and top appellate practitioner Peter Rusthoven of Barnes & Thornburg LLP, who was part of so many key appeals matters (including the first case challenging the constitutionality of the Indiana casino law) that we can’t keep track, in addition to his work in gaming licensing work for several applicants through the mid- and late 1990s.

- Slaughter, a life-long Republican, was a finalist for the last open slot on the Supreme Court, one which went to Loretta Rush, then a judge in Tippecanoe County, and now chief justice. While we don’t recall him as an attorney of record on any gaming-related cases during his five years in the Office of the Attorney General (under Democrats), after returning to private practice in 2001, Slaughter handled a few matters for Centaur Gaming - one of which resulted in a published judicial opinion: *Cloverleaf Enterprises, Inc. v. Centaur Rosecroft, LLC*, 815 N.E.2d 513 (Ind. Ct. App. 2004), *trans. denied*.

- This was a multi-jurisdictional suit that resulted from an alleged breach of an asset purchase agreement (for Rosecroft Raceway), a case of first impression involving the reversal of a preliminary injunction of out-of-state litigation. Cloverleaf, a Maryland corporation, appealed the trial court’s grant of an anti-suit injunction, without the issuance of a bond, in favor of Slaughter’s client, Centaur subsidiary Centaur Rosecroft, LLC. The anti-suit injunction precluded Cloverleaf from prosecuting a case that it filed in Maryland, which involved similar parties and issues to the one at bar in Indiana. The Court of Appeals reversed under principles of judicial restraint and comity. Slaughter’s representation of Centaur came on behalf of Sommer Barnard Ackerson, PC - since merged into Taft Stettinius & Hollister LLP

- The Indiana Department of Workforce Development releases gaming industry direct employment figures for January, and they show a decline from the revised December numbers (as we described to you in detail on the front page). January direct gaming employment in Indiana totaled an anemic 11,300, down by 100 (- 0.88%) from the updated December 2015 numbers, and down by 400 jobs (- 3.42%) from January 2015. So after remaining at 11,400 jobs in November and December, the number dips down to 11,300 in January, fully 1,000 jobs lower than at the end of the third quarter of 2015, and the fourth consecutive month without improvement in gaming employment. January now becomes the 29th successive month in which the state has seen the gaming employment level linger below 13,000 direct industry jobs. We believe that direct gaming employment in Indiana has not been this low since 1998, when there was an entirely different legalized gambling landscape locally.

- Direct gaming employment has progressively slipped in each January since 2011, continuing a trend we had seen before being fooled by the original set of December 2015 numbers.

□ Those numbers had led us to believe that the December 2014 to December 2015 gain (which dissipated after the revision) had been the first over-the-year jump in gaming jobs since 2013, but now you'd have to go back earlier than that to find any such annual increment.

Direct Gaming Employment - Past 16 Months

	01/16	12/15	11/15	10/15	09/15	08/15	07/15	06/15
New	11,300	11,400	11,400	11,500	12,300	11,800	11,800	11,900
Old	N/A	12,000	12,100	12,000	12,300	12,400	12,400	12,500
Diff.		- 600	- 700	- 500	0	- 600	- 600	- 600
	05/15	04/15	03/15	02/15	01/15	12/14	11/14	10/14
New	11,900	11,800	11,800	11,600	11,700	11,900	12,100	12,300
Old	12,300	12,000	12,100	11,800	11,800	11,800	12,200	12,400
Diff.	- 400	- 200	- 300	- 200	- 100	100	- 100	- 100

□ Direct gaming employment has not been this low in any other January since 1998 - before the respective openings of Belterra Casino Resort, French Lick Resort • Casino, Hoosier Park Racing & Casino, and Indiana Grand. January direct gaming employment in Indiana last registered at least 14,000 jobs back in 2009. Compared to just five years back in January 2011, Hoosier gaming industry direct employment is down by 2,600 jobs (- 18.71%), and going back 10 years, such employment is down by 3,200 (- 22.07%) from 14,500 in 2006, meaning that one in every five direct gaming jobs Indiana enjoyed a decade ago has been eliminated, even though three properties - the Orange County casino and both racinos - were not yet open. Indiana is also down by 4,800 gaming jobs (- 29.81%) from the peak level of January direct gaming employment, a robust 16,100 in 2001. Average employment by property was about 869 workers at the 13 properties in January 2015, compared to 1,610 at 10 properties in January 2001, 741 (- 46.0%) fewer jobs per property today.

Direct Gaming Employment - Prior Months of January

2016	11,300	2010	13,700	2004	15,300	1998	11,000
2015	11,700	2009	14,100	2003	15,900	1997	8,100
2014	12,200	2008	13,900	2002	15,300	1996	1,100
2013	12,700	2007	14,300	2001	16,100	1995	100
2012	13,300	2006	14,500	2000	14,300		
2011	13,900	2005	14,700	1999	13,100		

● The brilliant or bust bifurcated out-of-the-box casino plan laid out by Full House Resorts, Inc. CEO Dan Lee to keep his company's Rising Star Casino • Resort afloat while bringing gaming to Indianapolis appeared to be dead after the Indianapolis Airport Authority (IAA) Board of Directors, with no public debate, ignored the Full House American Place entertainment, retail, hotel, and casino proposal for the former IAA terminal site in favor of a \$500 million medical complex focused on brain injuries with an incongruous professional soccer stadium. But Lee's big vision may be back in the game again. That blockbuster Athlete's Business Network (ABN) deal started to look more like a medical version of a Potemkin village when John Russell of the *Indianapolis Business Journal* took his journalistic scalpel to the Global Center for Brain Health proposal and found that not only was large-scale commercial development experience thin on the untested team pitching the plan, but financing was entirely speculative.

□ After Russell pointedly questioned the academic and medical bona fides of the project's putative medical director, his name was yanked from the role, and new questions also started to circulate about other key ABN leaders . . . and after the company attempted to put to rest financing concerns by saying financing was contingent upon a letter of intent, Airport and city officials became suspicious (recall that the Indiana Gaming Commission refused to consider casino applicants whose financing was only contingent upon the equivalent of licensing). Even *Indianapolis Star* Editorial Page Editor Tim Swarens inked a highly skeptical editorial early last week . . . and, voila! - the consortium backed out from a planned community forum where it would be called upon to explain and justify its project (including to the abundance of nearby hoteliers - about one-dozen of them who were not happy about more competition being proposed in a seemingly saturated market of some 2,000 underutilized rooms, in comparison to a complementary high-end boutique hotel with just a few rooms as sought by Team Lee).

□ By Tuesday, the Airport board appeared ready to take a Friday vote on approving the ABN deal, albeit putting it on a short leash for getting its assorted affairs in order . . . but that same evening, Russell was breaking the news for *IBJ* that "In a sudden turnaround, the airport board is pulling the issue from Friday's agenda to allow board members to reconsider whether the proposal is the best use for the land—a move that comes as some health leaders in the community question whether the plan would work. Airport Authority Board Chairman Kelly Flynn sent an email Tuesday evening to other board members, telling them 'we need to step back.'"

□ "In conversations with the mayor's office, it has become clear that in order for us to be successful in putting this land back on the tax rolls, we need to take a step back," Flynn wrote to other airport board members, in the email revealed by Russell. The man who preceded Flynn as board chair this quarter, well-connected Republican developer Mike Wells (who remains on the board) dismissed the ABN proposal to *IBJ* as "pie in the sky." "I think everyone just wants to slow down and take a hard look at this before we move any further," Wells added.

□ And don't put much credence in Indianapolis media reports that refer to large numbers of table games at the airport site. We continue to believe that the plans will not call for more than 28 to 30 table games at that site . . . although on Thursday, the *Indianapolis Star* implied that Full House was ready to advance with its American Place proposal sans casino, despite the fact that a limited high-end casino had been touted as the *sine qua non* of the deal. If, in fact, Full House is prepared to forge ahead without that component, it must be simply to keep the proposal alive while it continues to work to persuade lawmakers to allow it to transfer its unused gaming positions under the new legal cap from Ohio County to the old airport terminal site. Recall that Full House had said in late 2015 that it would forego a 2016 legislative battle for the shift, and that it instead expected to focus on this during the 2017 session.

IN Fantasy Gambling

● We told you to expect a concurrence motion on SB 339, the fantasy sports wagering bill, so as to avoid senators who might seek to increase the registration fees for operators, and impose taxes upon them, and just hours after we published our last issue, the Senate spent about 14 minutes discussing concurrence before overwhelmingly sending the measure to the Governor. Sen. Jon Ford (R) of Terre Haute spoke for less than a minute in introducing his bill, describing it as “an attempt to put some consumer protections on fantasy sports.” He praised the “positive changes” to the bill in the House, including oversight by the Indiana Gaming Commission, which has rulemaking and investigative powers; a ban on ads targeted to juveniles, a \$50,000 registration fee, child support collection mandates (albeit delayed for a year), a ban on horse racing as a part of fantasy sports wagering, and establishing an interim study committee to review assorted provisions.

□ Senators proceeded to rise to ask questions or make statements about the measure, many of which made it clear that they themselves were quite unclear on what they were voting on. Sen. Mike Young (R) of Indianapolis prefaced his round of inquiries by telling Sen. Ford, “I don’t gamble so I don’t know the answers to these questions.” He asked about whether betting on college games would be allowed, and was told no. He then asked a series of questions with confusing syntax. “Betting - that would indicate gambling? Can they have gambling?” reminding the author that gambling would be illegal. “Illegal, yeah” was Ford’s response. He then asked some general questions about gambling on college sports. “Not legally, that’s right,” Ford told him. “So the answer to the question is this,” posed Sen. Young. “Can you bet on college sports in Indiana? That means to gamble.” Sen. Ford told him, “In Indiana, the answer is no.” Young then proceeded to suggest that fantasy sports was no different than gambling because players were “betting on live teams” - including the ability of the players, what they were likely to do, and the strengths and weaknesses of both teams. “The idea is the same. it isn’t any different - no different” Sen. Young asserted. “In this bill they say it’s not gambling. But we know it’s gambling. And the reason it’s not gambling, in this bill, is so that they don’t have to follow the rules and regulations you have to follow in the gaming law.” He then asked rhetorically, “Why don’t they want to follow those rules and regulations under the gaming [laws]?” He said that legal gaming entities “have to follow” those laws, yet they still manage to remain in business.

□ Sen. Karen Tallian (D) of Portage rose to tell colleagues that “What we have learned in the past three months is that this is a multi-billion business that has bills ... all over the country. I am not advocating having this business in our state.” She continued, “there are a whole lot of issues involved in this,” including who is their banker, who is insuring them, how the funds on deposit are being taken care of, who is taxed, who pays registration fees, and whether they are subject to being sued in Indiana. “Do we have jurisdiction over them?” asked the attorney rhetorically.

□ “I am not arguing against fantasy gambling in Indiana,” Sen. Tallian, who cut a 2016 gubernatorial bid short last year. “I am saying we need a lot more regulations, and we need to look at this a lot harder.” She noted several of the positive changes since the measure first left the Senate, and was pleased about the proposed study committee, but Sen. Tallian concluded that “I just don’t think we’re ready to pass this bill yet.”

□ Sen. Scott Schneider (R) of Indianapolis asked about the fees, recalling that the bill left the Senate with a \$5,000 fee. “What happened in the House?” Sen. Ford told him that the House Committee on Public Policy jacked the registration tab up to \$75,000, and then when the bill was recommitted to the House Committee on Ways and Means, it was decreased to \$50,000. Sen. Schneider asked about who was advocating for the higher fee, why, and how the issue was raised. Sen. Ford told him, “I think that originally they wanted to get as much money from this industry as they could,” and this could be addressed more in depth in the proposed study committee. “So this is kind of an arbitrary figure?” asked Schneider. “In my opinion, yes,” replied Ford. “So who was advocating for a higher fee?” “Some members of the House,” Sen. Ford told him. Were the industry officials involved in advocating for a higher fee? “No,” Ford firmly told him. Sen. Schneider asked about whether the fee would apply to every company involved in fantasy sports, or whether existing operators would be grandfathered? All must pay, he was told by Ford, who pointed out that the Virginia bill that had just passed also called for a \$50,000 registration fee, while other states were “all over the board.”

□ Senate Committee on Public Policy Chair Ron Alting (R) of Lafayette came to the rostrum to assure colleagues that “this is a very good bill,” citing as evidence that it had passed his committee 11-0, made it through the full Senate 38-11, was approved by the House Committee on Public Policy 12-1, was backed 19-4 in the House Committee on Ways and Means, and then enjoyed 82-12 approval by the House. “We can put our heads in the sand and say ‘This is not happening,’ and look the other way, and bad things are going to continue to happen in this, or we can address this head-on, just like Sen. Ford has done.” The bill, as viewed through Sen. Alting’s eyes, establishes “important consumer protections,” including age verification, predetermined prize values, operator and athletes are barred from betting, self-exclusion policies are included, independent audits are required, and prize money must be segregated from operating costs. There are civil penalties for violations, but “the most important thing that I see” is that responsibility for oversight and regulation is moved to the Indiana Gaming Commission - the “finest gaming commission in the country to make sure all the ‘i’s is [sic] dotted and ‘t’s crossed.”

□ Senate Committee on Tax and Fiscal Policy Chair Brandt Hershman (R) of Buck Creek, perhaps sensing that bill backers could use a bit of support, took to the floor to ask a series of questions of Ford designed to steer him in the right direction and seemingly shore up the legislative history of the bill . . . just in case.

□ Senate Majority Floor Leader Hershman asked if it was correct that now there was no regulation of the industry – and this “is essentially the wild, wild west?” He then went on a roll. None of these companies are physically located in Indiana? Isn’t there a regulatory burden imposed upon a state agency under this bill? Isn’t the fee designated toward helping fund the regulatory oversight that is currently unregulated? Wouldn’t the state otherwise be forced to rely upon general tax dollars – including taxes paid by non-gamers – to underwrite the regulatory costs, so we would simply be asking those companies that wanted to enter Indiana to pay a fee to allow us to keep an eye on the industry, similar to other activities that the state licenses? Isn’t this merely “a fee assessed on the industry to fund the regulatory activity?” Each question received the anticipated answer from the author.

□ Senate Democratic Caucus Chair Jim Arnold (D) of LaPorte remarks that began as though he was siding with those opposed to fantasy sports wagering, but then came around to indicate that he supported it. Fantasy sports have been around for a long time, he noted, and he didn’t play. And his message was “If you don’t like it, don’t play it.” He thanked Sen. Ford for having taken the initiative, reminded senators that the activity would be covered by the Gaming Commission going forward, and there would probably be revenue emanating from this industry “down the road.” If you don’t like it, don’t vote for it. If it passes, don’t play it.”

□ Sen. Lonnie Randolph (D) of East Chicago left more than a few observers puzzled when he told the chamber that the bottom line was “new jobs” from a “new industry” and “new money coming into the state.” SB 339 means “more jobs for the State of Indiana. So I urge you to support it.”

□ Sen. Ford offered a quick close to the concurrence debate. “The fact is our constituents love fantasy sports and will continue to participate in fantasy sports regardless of whether we pass this bill. But failing to act will deprive them of key consumer protections.” After fewer than 15 minutes of discussion, the Senate sent SB 339 to the Guv on a 34-10 vote.

IN Riverboats

Northern Market News . . .

● *In Lee v. Blue Chip Casino, LLC, et al.*, No. 46A04-1512-CT-02325, casino patron Cheryll Lee appeals a grant of summary judgment on behalf of Blue Chip Casino by a LaPorte County Circuit Court judge in her complaint for negligence in a slip and fall case at the casino entrance in 2013. Represented by Blackburn & Green of Indianapolis, Lee contends the trial court erred in its ruling. Her attorneys argue that the casino owed a duty of reasonable care to Lee; the trial court erred when it concluded, as a matter of law, that the conditions of the casino premises were “open and obvious,” and similarly erred when it concluded, as a matter of law, that the casino did not breach its duty of care; and that the trial court erred when it concluded that Lee failed to sufficiently identify the cause of her fall.

● After hosting the Chicago Poker Classic from March 3 - 13, Horseshoe Casino Hammond prepared for the March 19 culmination of its Chicago Blackhawks PowerPlay promotion, and will then segue into setting up for the third annual Brews @ The Shoe craft beer fest Saturday, April 2, which will feature more than 30 breweries, including local Indiana and Chicago-area products, as well as some brewers from as far away as Pennsylvania, New York, and Vermont.

Southern Market News . . .

● Writing for WCPO-TV in Cincinnati, veteran business reporter Dan Monk puts the Indiana side of the Cincinnati gaming market on notice: with the conversion of Horseshoe Casino Cincinnati to Jack Cincinnati Casino in June, Jack Entertainment LLC plans to jack up their game after the casino failed to hit the \$300 million annual revenue goal it had established prior to opening.

□ “Operators will invest in new slot-machine products and may expand the number of restaurants in the facility. They’re also more open to building an on-site hotel,” Monk reports, and the company will be “investing \$40 million in the rebranding effort, including several million in Cincinnati,” as well as its properties in Cleveland and Detroit. “In addition to signage and new uniforms, the casino will invest in non-gaming amenities like restaurants and concerts.” Casino officials say to “look for local and national restaurant concepts that could replace Jack Binion and complement its other dining options. Those include Jimmy Buffett’s Margaritaville, Bobby’s Burger Palace and The Spread Buffet. One option is to replace Jack Binion with more than one restaurant.” And Jack Entertainment inks a deal with Scientific Gaming Corporation “to install a new suite of Bally Systems slot machines that can send individual promotional messages to frequent customers. The system is designed to complement the casino’s new loyalty program[,] a ‘four-level’ reward system that ‘accrues benefits faster than any other program.’ But perhaps the biggest change in the casino’s operating approach involves its long-term view on the hotel business. When the Horseshoe Casino Cincinnati opened in 2013, [Dan] Gilbert promised not to build his own hotel on the site – opting instead to boost the Downtown hotel industry by booking blocks of rooms for its out-of-town guests. But ‘lots of things are changing in that regard,’ Jack Entertainment LLC CEO Matt Cullen explains to WCPO. “‘There’s lots of new hotel product.’ Since the Horseshoe property opened in March 2013, Cincinnati’s central business district added three new hotels with 572 rooms. Three more hotels with 393 rooms are in the pipeline, aiming to be open by next summer. More than 1,000 Downtown hotel rooms have been renovated ‘The market has changed in a very positive way,’ Cullen said. Building an on-site hotel ‘didn’t make any sense at the time. It could make sense in the future, but we’re not doing anything with it now.’”

● Craig Witham, 42, of Rising Sun was charged March 4 with Level 5 felony theft in Dearborn County Circuit Court for allegedly having stolen \$106,655.54 from his employer, Aurora Emergency Rescue, Inc., between January 2015 and February 2016.

□ After EMT Witham was questioned by police in February about the money that was missing from the coffers of his long-time employer, he himself went missing on February 24, only to resurface and turn himself in to local law enforcement authorities late last week. According to an affidavit filed with the court in the matter by Aurora Police Detective Vernon McBride, "He stated that he spent all of the funds on gambling" at the three local riverboat casinos.

IN Casinos . . .

● Here are your February casino numbers:

CASINO	ADMITS.	TABLE WIN	SLOT WIN	TOTAL WIN
Ameristar	194,698	\$ 5,409,216	\$ 15,554,276	\$ 20,963,492
Belterra	96,577	\$ 1,004,742	\$ 7,980,344	\$ 8,985,086
Blue Chip	185,209	\$ 1,543,391	\$ 11,666,486	\$ 13,209,877
French Lick	N/A	\$ 1,025,918	\$ 6,056,769	\$ 7,082,687
Hollywood	137,184	\$ 2,011,303	\$ 12,680,590	\$ 14,691,893
Hoosier Park	N/A	N/A	\$ 17,623,001	\$ 17,623,001
Horseshoe HD	321,639	\$ 9,370,705	\$ 26,211,771	\$ 35,582,476
Horseshoe SI	171,460	\$ 4,527,519	\$ 16,840,908	\$ 21,368,427
Indiana Grand	N/A	N/A	\$ 23,317,562	\$ 23,317,562
Majestic Star I	77,577	\$ 2,746,876	\$ 6,417,357	\$ 8,444,315
Majestic Star II	77,577	\$ 152,059	\$ 5,761,124	\$ 5,913,183
Rising Star	61,217	\$ 603,338	\$ 3,702,328	\$ 4,305,666
Tropicana	101,672	\$ 1,760,785	\$ 8,924,834	\$ 10,685,619
Statewide	1,424,810	\$29,435,934	\$162,737,350	\$192,173,284

	ADMISSIONS	TABLE WIN	SLOT WIN	TOTAL WIN
(1)	Horseshoe HD	Horseshoe HD	Horseshoe HD	Horseshoe HD
(2)	Ameristar	Ameristar	Indiana Grand	Indiana Grand
(3)	Blue Chip	Horseshoe SI	Hoosier Park	Horseshoe SI
(4)	Horseshoe SI	Majestic Star I	Horseshoe SI	Ameristar
(5)	Hollywood	Hollywood	Ameristar	Hoosier Park
(6)	Tropicana	Tropicana	Hollywood	Hollywood
(7)	Belterra	Blue Chip	Blue Chip	Blue Chip
(8)	Majestic Star I	French Lick	Tropicana	Tropicana
(9)	Majestic Star II	Belterra	Belterra	Belterra
(10)	Rising Star	Rising Star	Majestic Star I	Majestic Star I
(11)	N/A	Majestic Star II	French Lick	French Lick
(12)	N/A	N/A	Majestic Star II	Majestic Star II
(13)	N/A	N/A	Rising Star	Rising Star

WIN, month-over-month change

CASINO	TOTAL WIN	ADMISSIONS
Majestic Star I	14.96% \$ 1,098,966	3.70% 2,770
Ameristar	12.14% \$ 2,269,995	3.01% 5,697
Indiana Grand	11.45% \$ 2,394,939	N/A N/A
Hoosier Park	10.74% \$ 1,709,420	N/A N/A
Horseshoe SI	8.77% \$ 1,723,516	11.28% 17,386
Majestic Star II	7.82% \$ 428,849	3.70% 2,770
Rising Star	7.17% \$ 287,973	6.26% 3,604
Hollywood	6.41% \$ 885,424	11.08% 13,687
Tropicana	6.20% \$ 623,835	8.45% 7,922
Blue Chip	5.22% \$ 655,086	2.30% 4,157
French Lick	2.91% \$ 200,507	N/A N/A
Horseshoe HD	1.36% \$ 477,332	3.57% 11,075
Belterra	- 0.66% (\$ 60,013)	16.63% 13,771
Statewide	7.07% \$ 12,695,829	6.17% 82,839

WIN, year-over-year change

CASINO	TOTAL WIN	ADMISSIONS
French Lick	31.92% \$ 1,713,844	N/A N/A
Rising Star	20.85% \$ 742,933	14.11% 7,569
Blue Chip	14.77% \$ 1,699,727	10.56% 17,688
Ameristar	13.15% \$ 2,436,062	0.25% 487
Tropicana	11.04% \$ 1,062,666	12.46% 11,265
Indiana Grand	10.82% \$ 2,275,682	N/A N/A
Majestic Star I	10.73% \$ 818,525	2.59% 1,959
Hoosier Park	7.50% \$ 1,229,166	N/A N/A
Belterra	5.47% \$ 466,250	16.99% 14,022
Majestic Star II	4.65% \$ 262,684	2.59% 1,959
Horseshoe SI	4.16% \$ 852,569	7.27% 11,616
Hollywood	2.43% \$ 349,199	6.99% 8,957
Horseshoe HD	- 1.24% (\$ 445,860)	5.82% 17,681
Statewide	7.53% \$13,463,447	2.50% 34,782

WIN, year-to-date

CASINO	2016	2015	DIFFERENCE	%
Horseshoe HD	\$ 70,687,620	\$ 70,154,491	\$ 533,129	0.76%
Indiana Grand	\$ 44,240,185	\$ 40,065,348	\$ 4,174,837	10.42%
Horseshoe SI	\$ 41,013,338	\$ 41,840,986	(\$ 827,648)	- 1.98%
Ameristar	\$ 39,656,989	\$ 36,122,889	\$ 3,534,100	9.78%
Hoosier Park	\$ 33,536,582	\$ 31,932,374	\$ 1,604,208	5.02%
Hollywood	\$ 28,498,362	\$ 29,118,861	(\$ 620,499)	- 2.13%
Blue Chip	\$ 25,764,668	\$ 23,235,212	\$ 2,529,456	10.89%
Tropicana	\$ 20,747,403	\$ 19,283,278	\$ 1,464,125	7.59%
Belterra	\$ 18,030,185	\$ 18,385,936	(\$ 355,751)	- 1.93%
Majestic Star I	\$ 15,789,664	\$ 14,856,490	\$ 933,174	6.28%
French Lick	\$ 13,964,867	\$ 11,486,492	\$ 2,478,375	21.58%
Majestic Star II	\$ 11,397,517	\$ 10,949,113	\$ 448,404	4.10%
Rising Star	\$ 8,323,359	\$ 7,693,482	\$ 629,877	8.19%
Statewide	\$371,650,739	\$355,124,952	\$ 16,525,787	4.65%

ADMISSIONS, year-to-date

CASINO	2016	2015	DIFFERENCE	%
Horseshoe HD	632,203	612,730	19,473	3.18%
Ameristar	383,699	388,320	(4,621)	- 1.19%
Blue Chip	366,261	335,224	31,037	9.26%
Horseshoe SI	325,534	334,738	(9,204)	- 2.75%
Hollywood	260,681	255,642	5,039	1.97%
Tropicana	195,422	186,972	8,450	4.52%
Belterra	179,383	168,935	10,448	6.18%
Majestic Star I	152,384	152,038	346	0.23%
Majestic Star II	152,384	152,038	346	0.23%
Rising Star	118,830	110,229	8,601	7.80%
French Lick	N/A	123,608	(123,608)	N/A
Statewide	2,766,781	2,820,474	(53,693)	- 1.90%

WIN PER ADMISSION

CASINO	02/2016	02/2015	01/2016
Horseshoe SI	\$ 125	\$ 128	\$ 128
Horseshoe HD	\$ 111	\$ 119	\$ 113
Majestic Star I	\$ 109	\$ 101	\$ 98
Ameristar	\$ 108	\$ 95	\$ 99
Hollywood	\$ 107	\$ 112	\$ 112
Tropicana	\$ 105	\$ 106	\$ 107
Belterra	\$ 93	\$ 103	\$ 109
Majestic Star II	\$ 76	\$ 75	\$ 73
Blue Chip	\$ 71	\$ 69	\$ 69
Rising Star	\$ 70	\$ 66	\$ 70
French Lick	N/A	\$ 92	N/A
Statewide	\$ 101	\$ 102	\$ 101

WIN PER SLOT PER DAY

CASINO	02/2016	02/2015	01/2016
Indiana Grand	\$ 386	\$ 373	\$ 324
Horseshoe SI	\$ 352	\$ 342	\$ 296
Hoosier Park	\$ 319	\$ 304	\$ 269
Horseshoe HD	\$ 316	\$ 326	\$ 283
Ameristar	\$ 313	\$ 316	\$ 281
Tropicana	\$ 309	\$ 328	\$ 264
Majestic Star I	\$ 252	\$ 238	\$ 208
Hollywood	\$ 246	\$ 206	\$ 210
Belterra	\$ 242	\$ 219	\$ 213
Majestic Star II	\$ 237	\$ 237	\$ 206
Blue Chip	\$ 228	\$ 203	\$ 204
French Lick	\$ 216	\$ 164	\$ 191
Rising Star	\$ 134	\$ 119	\$ 116
Statewide	\$ 288	\$ 273	\$ 249

WIN PER TABLE PER DAY

CASINO	02/2016	02/2015	01/2016
Ameristar	\$ 2,914	\$ 1,538	\$ 1,801
Horseshoe HD	\$ 2,085	\$ 2,192	\$ 2,016
Horseshoe SI	\$ 1,546	\$ 1,627	\$ 1,438
Tropicana	\$ 1,518	\$ 1,151	\$ 1,612
Majestic Star I	\$ 1,319	\$ 1,181	\$ 1,009
Blue Chip	\$ 1,023	\$ 837	\$ 863
French Lick	\$ 956	\$ 785	\$ 947
Hollywood	\$ 878	\$ 831	\$ 870
Belterra	\$ 753	\$ 879	\$ 1,038
Rising Star	\$ 717	\$ 522	\$ 652
Majestic Star II	\$ 202	\$ 260	\$ 204
Statewide	\$ 1,488	\$ 1,352	\$ 1,345

WIN, past six months (\$ in millions)

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Horseshoe HD	\$ 35.58	\$ 35.11	\$ 36.44	\$ 32.60	\$ 36.32	\$ 32.44
Indiana Grand	\$ 23.32	\$ 20.92	\$ 21.56	\$ 19.99	\$ 20.88	\$ 19.96
Horseshoe SI	\$ 21.37	\$ 19.64	\$ 21.53	\$ 19.99	\$ 20.88	\$ 20.06
Ameristar	\$ 20.96	\$ 18.69	\$ 20.08	\$ 16.24	\$ 18.14	\$ 17.81
Hoosier Park	\$ 17.62	\$ 15.91	\$ 16.79	\$ 15.72	\$ 16.79	\$ 16.59
Hollywood	\$ 14.69	\$ 13.81	\$ 14.93	\$ 12.66	\$ 15.16	\$ 13.67
Blue Chip	\$ 13.21	\$ 12.55	\$ 13.61	\$ 12.72	\$ 13.76	\$ 13.09
Tropicana	\$ 10.69	\$ 10.06	\$ 10.72	\$ 9.89	\$ 10.14	\$ 9.58
Belterra	\$ 8.99	\$ 9.05	\$ 8.85	\$ 8.49	\$ 9.70	\$ 8.73
Majestic Star I	\$ 8.44	\$ 7.35	\$ 7.31	\$ 6.90	\$ 7.04	\$ 6.86
French Lick	\$ 7.08	\$ 6.88	\$ 7.28	\$ 6.36	\$ 7.25	\$ 6.53
Majestic Star II	\$ 5.91	\$ 5.48	\$ 5.41	\$ 4.94	\$ 5.46	\$ 5.18
Rising Star	\$ 4.31	\$ 4.02	\$ 4.37	\$ 4.08	\$ 4.09	\$ 4.08
Statewide	\$ 192.17	\$ 179.48	\$ 188.89	\$ 170.60	\$ 185.60	\$ 174.60

WIN, same month past years (\$ in millions)

CASINO	02/2016	02/2015	02/2014	02/2013	02/2012	02/2011
Horseshoe HD	\$ 35.58	\$ 36.03	\$ 36.07	\$ 45.63	\$ 45.48	\$ 40.59
Indiana Grand	\$ 23.32	\$ 21.04	\$ 20.43	\$ 20.04	\$ 22.76	\$ 20.11
Horseshoe SI	\$ 21.37	\$ 20.52	\$ 21.18	\$ 22.03	\$ 24.43	\$ 23.50
Ameristar	\$ 20.96	\$ 18.53	\$ 18.27	\$ 19.09	\$ 22.01	\$ 21.28
Hoosier Park	\$ 17.62	\$ 16.39	\$ 17.20	\$ 18.43	\$ 20.28	\$ 18.04
Hollywood	\$ 14.69	\$ 14.34	\$ 17.45	\$ 29.66	\$ 38.94	\$ 36.40
Blue Chip	\$ 13.21	\$ 11.51	\$ 11.86	\$ 12.57	\$ 14.92	\$ 13.54
Tropicana	\$ 10.69	\$ 9.62	\$ 9.96	\$ 9.67	\$ 10.31	\$ 9.68
Belterra	\$ 8.99	\$ 8.52	\$ 9.15	\$ 11.09	\$ 12.64	\$ 11.27
Majestic Star I	\$ 8.44	\$ 7.63	\$ 8.03	\$ 8.90	\$ 10.18	\$ 9.84
French Lick	\$ 7.08	\$ 5.37	\$ 5.53	\$ 6.72	\$ 7.15	\$ 6.44
Majestic Star II	\$ 5.91	\$ 5.65	\$ 6.02	\$ 7.03	\$ 8.10	\$ 8.33
Rising Star	\$ 4.31	\$ 3.56	\$ 4.50	\$ 6.59	\$ 8.06	\$ 8.17
Statewide	\$ 192.17	\$ 178.71	\$ 185.64	\$ 217.45	\$ 245.25	\$ 227.19

WIN, month-over-month change

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015
Majestic Star I	14.96%	0.43%	5.93%	- 1.86%	2.49%
Ameristar	12.14%	- 6.92%	23.65%	- 10.47%	1.84%
Indiana Grand	11.45%	- 2.97%	7.87%	- 4.27%	4.61%
Hoosier Park	10.74%	- 5.21%	6.78%	- 6.38%	1.20%
Horseshoe SI	8.77%	- 8.78%	7.74%	- 4.28%	4.08%
Majestic Star II	7.82%	1.31%	9.58%	- 9.47%	5.41%
Rising Star	7.17%	- 8.14%	7.12%	- 0.09%	0.14%
Hollywood	6.41%	- 7.53%	17.95%	- 16.51%	10.88%
Tropicana	6.20%	- 6.10%	8.38%	- 2.53%	5.89%
Blue Chip	5.22%	- 7.78%	7.00%	- 7.51%	5.07%
French Lick	2.91%	- 5.41%	14.42%	- 12.25%	10.93%
Horseshoe HD	1.36%	- 3.66%	11.76%	- 10.22%	11.93%
Belterra	- 0.66%	2.23%	4.17%	- 12.41%	11.14%
Statewide	7.07%	- 4.99%	10.73%	- 8.08%	6.30%

WIN, year-over-year change

CASINO	02/2016	02/2015	02/2014	02/2013	02/2012
French Lick	31.92%	- 2.85%	- 17.77%	- 5.97%	5.64%
Rising Star	20.85%	- 20.90%	- 31.60%	- 18.28%	11.01%
Blue Chip	14.77%	- 2.94%	- 5.65%	- 15.76%	10.24%
Ameristar	13.15%	1.41%	- 4.30%	- 13.26%	3.43%
Tropicana	11.04%	- 3.36%	2.99%	- 6.20%	6.50%
Indiana Grand	10.82%	3.00%	1.94%	- 11.97%	13.20%
Majestic Star I	10.73%	- 5.03%	- 9.82%	- 12.54%	3.43%
Hoosier Park	7.50%	- 4.69%	- 6.77%	- 9.11%	12.40%
Belterra	5.47%	- 6.90%	- 17.52%	- 12.20%	12.09%
Majestic Star II	4.65%	- 6.17%	- 14.30%	- 13.25%	- 2.75%
Horseshoe SI	4.16%	- 3.12%	- 3.86%	- 9.85%	3.98%
Hollywood	2.43%	- 17.78%	- 41.18%	- 23.89%	6.96%
Horseshoe HD	- 1.24%	- 0.11%	- 20.97%	0.34%	12.05%
Statewide	7.53%	- 3.73%	- 14.63%	- 11.34%	7.95%

SLOT WIN % vs. TABLE WIN %, past four months

CASINO	02/2016	01/2016	12/2015	11/2015
Majestic Star II	97.4/02.6%	97.0/03.0%	96.9/03.1%	97.0/03.0%
Belterra	88.8/11.2%	83.6/16.4%	88.6/11.4%	94.4/05.6%
Blue Chip	88.3/11.2%	88.9/11.1%	87.4/12.6%	88.1/11.9%
Hollywood	86.3/13.7%	84.6/15.4%	84.8/15.2%	83.1/16.9%
Rising Star	86.0/14.0%	85.4/14.6%	86.3/13.7%	89.4/09.6%
French Lick	85.5/14.5%	84.2/15.8%	82.7/11.3%	83.8/16.2%
Tropicana	83.5/16.5%	80.1/19.9%	83.5/16.5%	83.1/16.9%
Horseshoe SI	78.8/21.2%	77.1/22.9%	78.1/21.9%	78.8/21.2%
Majestic Star I	76.0/24.0%	77.4/22.6%	77.5/22.5%	75.0/25.0%
Horseshoe HD	73.7/26.3%	71.3/28.7%	72.3/17.7%	71.6/28.3%
Ameristar	74.2/25.8%	79.7/20.3%	73.4/26.6%	85.3/14.7%
Statewide	84.7/15.3%	83.9/16.1%	83.8/16.2%	85.6/14.4%

ADMISSIONS, past five months

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015
Horseshoe HD	321,639	310,564	328,069	296,245	323,096
Ameristar	194,698	189,001	190,899	179,465	194,058
Blue Chip	185,209	181,052	196,008	180,178	201,267
Horseshoe SI	171,460	154,074	162,645	149,192	162,078
Hollywood	137,184	123,497	131,854	116,535	126,675
Tropicana	101,672	93,750	100,615	90,052	92,642
Belterra	96,577	82,806	91,784	87,545	96,323
Majestic Star I	77,577	74,807	73,226	69,594	73,923
Majestic Star II	77,577	74,807	73,226	69,594	73,923
Rising Star	61,217	57,613	65,294	62,775	63,908
Statewide	1,424,810	1,341,971	1,413,620	1,301,175	1,407,893

ADMISSIONS, same month past years

CASINO	02/2016	02/2015	02/2014	02/2013	02/2012
Horseshoe HD	321,649	303,958	326,528	378,604	491,000
Ameristar	194,698	194,211	185,603	210,913	240,296
Blue Chip	185,209	167,521	167,338	170,335	199,283
Horseshoe SI	171,460	159,844	178,350	179,309	201,316
Hollywood	137,184	128,227	150,612	250,979	322,409
Tropicana	101,672	90,407	94,067	93,721	107,371
Belterra	96,577	82,555	92,396	117,174	141,339
Majestic Star I	77,577	75,618	82,607	101,275	128,599
Majestic Star II	77,577	75,618	82,607	101,275	128,599
Rising Star	61,217	53,648	61,372	81,827	109,174
French Lick	N/A	58,421	56,565	72,867	77,444
Statewide	1,424,810	1,390,028	1,478,045	1,758,279	2,146,830

SOUTH	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Horseshoe SI	31.84%	30.96%	31.82%	32.52%	31.06%	32.02%
Hollywood	21.89%	21.76%	22.06%	20.59%	22.56%	21.83%
Tropicana	15.92%	15.86%	15.83%	16.08%	15.09%	15.29%
Belterra	13.39%	14.25%	13.07%	13.82%	14.43%	13.93%
French Lick	10.55%	10.85%	10.75%	10.35%	10.78%	10.43%
Rising Star	6.41%	6.33%	6.46%	6.64%	6.08%	6.51%

SOUTH	02/2016	02/2015	02/2014	02/2013	02/2012	02/2011
Horseshoe SI	31.84%	33.13%	31.25%	25.68%	24.07%	24.61%
Hollywood	21.89%	23.16%	25.75%	34.59%	38.35%	38.13%
Tropicana	15.92%	15.54%	14.70%	11.28%	10.15%	10.14%
Belterra	13.39%	13.76%	13.50%	12.94%	12.45%	11.81%
French Lick	10.55%	8.67%	8.16%	7.84%	7.04%	6.74%
Rising Star	6.41%	5.75%	6.65%	7.68%	7.94%	8.56%

INDIANA vs. ILLINOIS WIN (\$ in millions)

STATE	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Indiana	\$ 192.17	\$ 179.48	\$ 188.89	\$ 170.60	\$ 185.60	\$ 174.60
Illinois	\$ 115.39	\$ 117.86	\$ 118.05	\$ 110.54	\$ 122.33	\$ 111.72
IL VGTs	\$ 88.88	\$ 81.58	\$ 85.50	\$ 78.95	\$ 83.15	\$ 75.68
Spread	\$ 76.78	\$ 61.62	\$ 70.85	\$ 60.05	\$ 63.27	\$ 62.89

CORPORATE MARKET SHARE (\$ in millions)

\$	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Caesars	\$ 56.95	\$ 54.75	\$ 57.97	\$ 52.59	\$ 57.20	\$ 52.51
Centaur	\$ 40.94	\$ 36.84	\$ 38.35	\$ 35.71	\$ 37.68	\$ 36.56
Pinnacle	\$ 29.95	\$ 27.74	\$ 28.93	\$ 24.74	\$ 27.84	\$ 26.54
Majestic Star	\$ 14.36	\$ 12.83	\$ 12.73	\$ 11.84	\$ 12.49	\$ 12.04

STATEWIDE MARKET SHARE

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Horseshoe HD	18.52%	19.56%	19.29%	19.11%	19.57%	18.58%
Indiana Grand	12.13%	11.66%	11.42%	11.72%	11.25%	11.43%
Horseshoe SI	11.12%	10.95%	11.40%	11.72%	11.25%	11.49%
Ameristar	10.91%	10.42%	10.63%	9.52%	9.78%	10.20%
Hoosier Park	9.17%	8.87%	8.89%	9.21%	9.05%	9.50%
Hollywood	7.65%	7.69%	7.90%	7.42%	8.17%	7.83%
Blue Chip	6.87%	7.00%	7.21%	7.46%	7.41%	7.50%
Tropicana	5.56%	5.61%	5.67%	5.80%	5.47%	5.49%
Belterra	4.68%	5.04%	4.68%	4.98%	5.23%	5.00%
Majestic Star I	4.39%	4.09%	3.87%	4.05%	3.79%	3.93%
French Lick	3.69%	3.83%	3.85%	3.73%	3.90%	3.74%
Majestic Star II	3.08%	3.06%	2.87%	2.90%	2.94%	2.96%
Rising Star	2.24%	2.24%	2.32%	2.39%	2.20%	2.34%

%	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Caesars	29.64%	30.51%	30.69%	30.83%	30.82%	30.07%
Centaur	21.30%	20.52%	20.30%	20.93%	20.30%	20.94%
Pinnacle	15.58%	15.46%	15.32%	14.50%	15.00%	15.20%
Majestic Star	7.47%	7.15%	6.74%	6.94%	6.73%	6.90%

SLOT PAYBACK PERCENTAGE, past six months

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Rising Star	91.63%	91.85%	91.89%	91.30%	91.29%	91.22%
Hoosier Park	91.47%	91.56%	91.54%	91.80%	91.72%	91.43%
Indiana Grand	91.44%	91.53%	91.57%	91.54%	91.75%	91.53%
Blue Chip	91.33%	91.39%	91.56%	92.84%	91.67%	91.46%
French Lick	91.00%	91.06%	91.50%	91.27%	91.12%	91.26%
Belterra	90.85%	90.64%	91.13%	90.49%	90.81%	91.19%
Ameristar	90.50%	90.55%	90.54%	90.39%	90.27%	90.52%
Majestic Star I	90.45%	90.65%	90.31%	90.58%	90.57%	90.36%
Hollywood	90.26%	90.50%	90.54%	90.74%	90.17%	90.47%
Tropicana	90.25%	90.45%	90.18%	90.11%	89.85%	90.16%
Horseshoe SI	90.04%	90.19%	89.80%	89.93%	89.95%	89.85%
Majestic Star II	89.64%	90.03%	89.79%	89.95%	89.72%	90.02%
Horseshoe HD	89.49%	90.23%	89.56%	89.96%	89.70%	90.48%
Statewide	90.64%	90.83%	90.74%	90.92%	90.72%	90.83%

REGIONAL WIN (\$ in millions)

\$	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
North	\$ 84.11	\$ 79.18	\$ 82.87	\$ 73.42	\$ 80.71	\$ 75.39
South	\$ 67.12	\$ 63.46	\$ 67.68	\$ 61.47	\$ 67.22	\$ 62.66
Racino	\$ 40.94	\$ 36.84	\$ 38.35	\$ 35.71	\$ 37.68	\$ 38.15

%	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
North	43.77%	44.12%	43.87%	43.03%	43.48%	43.18%
South	34.93%	35.36%	35.83%	36.03%	36.22%	35.88%
Racino	21.30%	20.52%	20.30%	20.93%	20.30%	20.94%

REGIONAL MARKET SHARE

NORTH	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Horseshoe HD	42.30%	44.33%	43.97%	44.41%	45.00%	43.03%
Ameristar	24.92%	23.61%	24.24%	22.12%	22.48%	23.63%
Blue Chip	15.70%	15.86%	16.43%	17.33%	17.04%	17.37%
Majestic Star I	10.04%	9.28%	8.83%	9.40%	8.72%	9.10%
Majestic Star II	7.03%	6.93%	6.53%	6.73%	6.76%	6.87%

NORTH	02/2016	02/2015	02/2014	02/2013	02/2012	02/2011
Horseshoe HD	42.30%	45.41%	44.94%	48.95%	45.17%	43.38%
Ameristar	24.92%	23.35%	22.77%	20.48%	21.86%	22.74%
Blue Chip	15.70%	14.51%	14.78%	13.48%	14.82%	14.46%
Majestic Star I	10.04%	9.61%	10.01%	9.55%	10.11%	10.52%
Majestic Star II	7.03%	7.12%	7.50%	7.54%	8.04%	8.90%

COIN-IN, past five months (\$ in millions)

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015
Indiana Grand	\$ 272.54	\$ 247.01	\$ 255.67	\$ 236.22	\$ 253.15
Horseshoe HD	\$ 249.32	\$ 256.36	\$ 252.32	\$ 232.45	\$ 249.26
Hoosier Park	\$ 206.63	\$ 188.52	\$ 198.55	\$ 191.65	\$ 202.90
Horseshoe SI	\$ 169.09	\$ 154.44	\$ 164.87	\$ 156.47	\$ 167.03
Ameristar	\$ 163.66	\$ 157.62	\$ 155.89	\$ 144.24	\$ 155.65
Blue Chip	\$ 134.58	\$ 129.67	\$ 141.00	\$ 146.69	\$ 146.69
Hollywood	\$ 130.16	\$ 122.83	\$ 133.76	\$ 118.92	\$ 131.92
Tropicana	\$ 91.50	\$ 84.44	\$ 91.10	\$ 83.01	\$ 85.02
Belterra	\$ 87.25	\$ 80.86	\$ 88.40	\$ 84.32	\$ 90.50
French Lick	\$ 67.32	\$ 64.83	\$ 70.73	\$ 61.06	\$ 67.76
Majestic Star I	\$ 67.17	\$ 60.85	\$ 58.50	\$ 55.02	\$ 55.97
Majestic Star II	\$ 55.63	\$ 53.36	\$ 51.42	\$ 47.67	\$ 51.62
Rising Star	\$ 44.22	\$ 42.09	\$ 46.49	\$ 41.95	\$ 43.55
Statewide	\$ 1.739B	\$ 1.643B	\$ 1.709B	\$ 1.609B	\$ 1.701B

COIN-IN, same month past years (\$ in millions)

CASINO	02/2016	02/2015	02/2014	02/2013	02/2012
Indiana Grand	\$ 272.54	\$ 240.34	\$ 228.76	\$ 222.84	\$ 276.67
Horseshoe HD	\$ 249.32	\$ 245.90	\$ 257.37	\$ 289.04	\$ 333.07
Hoosier Park	\$ 206.63	\$ 200.21	\$ 194.67	\$ 224.49	\$ 256.14
Horseshoe SI	\$ 169.09	\$ 150.51	\$ 171.42	\$ 183.22	\$ 206.49
Ameristar	\$ 163.66	\$ 159.64	\$ 165.91	\$ 176.54	\$ 193.71
Blue Chip	\$ 134.58	\$ 120.79	\$ 120.88	\$ 129.18	\$ 151.64
Hollywood	\$ 130.16	\$ 131.66	\$ 160.26	\$ 266.66	\$ 354.59
Tropicana	\$ 91.50	\$ 83.97	\$ 82.06	\$ 84.35	\$ 95.21
Belterra	\$ 87.25	\$ 77.97	\$ 86.61	\$ 105.68	\$ 124.22
Majestic Star I	\$ 67.17	\$ 60.86	\$ 62.16	\$ 67.45	\$ 79.97
French Lick	\$ 67.32	\$ 54.86	\$ 52.81	\$ 66.92	\$ 71.57
Majestic Star II	\$ 55.63	\$ 53.16	\$ 55.89	\$ 67.20	\$ 80.57
Rising Star	\$ 44.22	\$ 39.82	\$ 47.61	\$ 68.15	\$ 87.21
Statewide	\$ 1.739B	\$ 1.619B	\$ 1.686B	\$ 1.952B	\$ 2.311B

TABLE DROP vs. TABLE HOLD

CASINO	TABLE DROP	TABLE HOLD
Horseshoe HD	\$ 41,151,800	\$ 9,370,705 22.77%
Ameristar	\$ 22,437,297	\$ 5,409,216 24.11%
Horseshoe SI	\$ 18,611,132	\$ 4,527,519 24.33%
Hollywood	\$ 10,034,199	\$ 2,011,303 31.07%
Majestic Star I	\$ 9,515,301	\$ 2,026,958 21.30%
Tropicana	\$ 7,393,213	\$ 1,760,785 23.82%
Blue Chip	\$ 6,472,911	\$ 1,543,391 23.84%
Belterra	\$ 6,279,503	\$ 1,004,742 16.00%
French Lick	\$ 4,619,933	\$ 1,025,918 22.21%
Rising Star	\$ 3,023,426	\$ 603,338 19.96%
Majestic Star II	\$ 141,869	\$ 152,059 107.18%
Statewide	\$129,680,584	\$29,435,934 22.70%

SLOT & TABLE WIN, month-over-month change

CASINO	SLOT WIN		TABLE WIN	
Majestic Star I	12.84%	\$ 730,201	22.24%	\$ 368,765
Indiana Grand	11.45%	\$ 2,394,939	N/A	N/A
Horseshoe SI	11.21%	\$ 1,697,206	0.58%	\$ 26,310
Hoosier Park	10.74%	\$ 1,709,420	N/A	N/A
Tropicana	10.69%	\$ 862,108	- 11.92%	(\$ 238,273)
Hollywood	8.61%	\$ 1,005,696	- 5.64%	(\$ 120,272)
Majestic Star II	8.30%	\$ 441,564	- 7.72%	(\$ 12,715)
Rising Star	7.88%	\$ 270,523	2.98%	\$ 17,450
Belterra	5.48%	\$ 414,843	- 32.09%	(\$ 474,856)
Horseshoe HD	4.66%	\$ 1,166,965	- 6.85%	(\$ 689,633)
Blue Chip	4.50%	\$ 502,150	11.00%	\$ 152,936
French Lick	4.50%	\$ 260,773	- 5.55%	(\$ 60,266)
Ameristar	4.41%	\$ 656,363	42.51%	\$ 1,613,632
Statewide	8.04%	\$ 12,112,751	2.02%	\$ 583,078

SLOT MACHINES, past six months

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Horseshoe HD	2,857	2,857	2,863	2,869	2,858	2,858
Indiana Grand	2,085	2,081	2,074	2,072	2,072	2,070
Hoosier Park	1,907	1,911	1,907	1,908	1,908	1,908
Hollywood	1,777	1,795	1,798	1,802	1,816	1,846
Blue Chip	1,761	1,764	1,766	1,780	1,780	1,780
Ameristar	1,711	1,711	1,718	1,721	1,711	1,711
Horseshoe SI	1,652	1,652	1,652	1,652	1,662	1,650
Belterra	1,136	1,144	1,150	1,164	1,164	1,162
Tropicana	995	985	969	945	919	911
French Lick	968	980	972	970	981	972
Rising Star	952	953	944	944	943	974
Majestic Star I	879	881	877	883	886	886
Majestic Star II	837	835	836	844	840	838
Statewide	19,517	19,549	19,526	19,544	19,540	19,566

SLOT & TABLE WIN, year-over-year change

CASINO	SLOT WIN		TABLE WIN	
French Lick	32.97%	\$ 1,501,668	26.07%	\$ 212,176
Rising Star	17.96%	\$ 563,815	42.22%	\$ 179,118
Blue Chip	13.36%	\$ 1,375,090	26.64%	\$ 324,637
Indiana Grand	10.82%	\$ 2,275,682	N/A	N/A
Majestic Star I	8.05%	\$ 477,928	20.20%	\$ 340,597
Belterra	7.68%	\$ 569,364	- 9.31%	(\$ 103,114)
Hoosier Park	7.50%	\$ 1,229,166	N/A	N/A
Tropicana	7.10%	\$ 591,439	36.54%	\$ 471,227
Horseshoe SI	5.81%	\$ 925,164	- 1.58%	(\$ 72,595)
Majestic Star II	5.50%	\$ 300,167	- 19.78%	(\$ 37,483)
Hollywood	0.85%	\$ 106,530	13.72%	\$ 242,669
Horseshoe HD	0.73%	\$ 189,656	- 6.35%	(\$ 635,516)
Ameristar	0.55%	\$ 85,059	76.88%	\$ 2,351,003
Statewide	6.68%	\$ 10,190,728	12.51%	\$ 3,272,719

TABLE GAMES, past six months

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Horseshoe HD	155	161	161	161	160	163
Horseshoe SI	101	101	101	101	101	101
Hollywood	79	79	79	79	79	79
Ameristar	64	68	68	68	56	56
Majestic Star I	53	53	53	53	53	53
Blue Chip	52	52	52	52	52	52
Belterra	46	46	46	45	45	45
Tropicana	40	40	40	40	40	40
French Lick	37	37	37	37	37	37
Rising Star	29	29	25	25	25	29
Majestic Star II	26	26	26	26	26	26
Statewide	682	692	688	687	674	681

WIN, past 12 months

	Statewide Win	% Change Previous Yr.	Actual Change Previous Yr.
03/15	\$ 196,450,461	- 7.32%	(\$ 15,514,944)
04/15	\$ 187,716,865	- 3.30%	(\$ 6,397,364)
05/15	\$ 199,432,784	0.45%	\$ 894,296
06/15	\$ 175,226,090	- 2.51%	(\$ 4,505,866)
07/15	\$ 195,750,205	4.39%	\$ 8,236,341
08/15	\$ 186,225,826	- 6.67%	(\$ 13,319,652)
09/15	\$ 174,604,070	0.20%	\$ 349,164
10/15	\$ 185,602,105	0.47%	\$ 872,054
11/15	\$ 170,597,423	- 4.35%	(\$ 7,754,682)
12/15	\$ 188,894,445	3.22%	\$ 5,895,607
01/16	\$ 179,477,455	1.74%	\$ 3,062,340
02/16	\$ 192,173,284	7.53%	\$ 13,463,447

TABLE HOLD, past six months

CASINO	02/2016	01/2016	12/2015	11/2015	10/2015	09/2015
Majestic Star II	107.18%	107.35%	110.00%	108.82%	107.06%	109.91%
Hollywood	31.07%	30.24%	33.10%	25.63%	31.50%	29.28%
Horseshoe SI	24.33%	26.89%	25.93%	24.79%	23.77%	27.70%
Ameristar	24.11%	17.66%	17.78%	10.57%	13.75%	16.93%
Blue Chip	23.84%	19.73%	24.99%	23.73%	22.14%	18.95%
Tropicana	23.82%	65.32%	23.45%	24.67%	22.56%	25.16%
Horseshoe HD	22.77%	23.41%	23.70%	24.22%	26.01%	25.79%
French Lick	22.21%	22.18%	21.84%	23.03%	23.41%	21.09%
Majestic Star I	21.30%	17.24%	18.39%	20.14%	20.23%	19.05%
Rising Star	19.96%	8.06%	19.23%	15.28%	10.74%	11.94%
Belterra	16.00%	23.84%	16.78%	8.31%	22.27%	18.16%
Statewide	22.70%	22.36%	21.90%	20.08%	22.05%	22.46%

WIN, same month past year	Statewide Win	% Change Previous Yr.	Actual Change Previous Yr.
02/02	\$ 167,177,904	10.27%	\$ 15,565,342
02/03	\$ 172,729,673	3.32%	\$ 5,551,769
02/04	\$ 204,140,928	18.19%	\$ 31,411,255
02/05	\$ 213,562,010	4.61%	\$ 9,421,082
02/06	\$ 220,929,886	3.45%	\$ 7,367,876
02/07	\$ 213,516,046	- 3.36%	(\$ 7,413,840)
02/08	\$ 211,069,492	- 1.15%	(\$ 2,446,554)
02/09	\$ 238,356,444	12.93%	\$ 27,286,952
02/10	\$ 232,401,390	- 2.50%	(\$ 5,955,054)
02/11	\$ 227,192,034	- 2.24%	(\$ 5,209,356)
02/12	\$ 245,254,845	7.95%	\$ 18,062,811
02/13	\$ 217,450,216	- 11.34%	(\$ 27,804,629)
02/14	\$ 185,638,169	- 14.63%	(\$ 31,812,047)
02/15	\$ 178,709,837	- 3.73%	(\$ 6,928,332)
02/16	\$ 192,173,284	7.53%	\$ 13,463,447

February State Summary

Indiana's 13 gaming properties collected February win of \$192.17 million, an improvement over February 2015 by 7.53% (\$13.46 million). This constitutes the highest monthly win since July, and the highest for any February since 2013. This is also the first February-to-February growth the state has experienced since 2012. Win has now improved on a year-over-year basis for three consecutive months for the first time since October-December 2010. The percentage and real-dollar improvements are the largest the state has seen since January 2015, and are the largest for any February since 2012. The win was aided by an extra day in the February 2015 calendar after leap year in 2014 (albeit a Monday), and by another month of mild weather which saw the worst conditions fall at mid-week. This also intriguingly becomes the first time since 2009 that we've started a calendar year with two consecutive months of year-over-year improvement (the over-the-year increment is almost \$16.53 million, or 4.65%).

All casinos improved win on a year-over-year basis save except Horseshoe Casino Hammond. Eight properties topped \$10 million in February for the first time since 2013. Seven posted year-over-year improvements above 10%, the most since nine did so in January 2015 (when the hurdle wasn't particularly high, given the record snow, ice, and cold of January 2014 that wreaked havoc on the state's overall economy).

Casino admissions of 1,424,810 are up compared to the previous February by 2.50% (34,782 patrons), and this comes even as one less casino is now reporting admissions. This represents the highest monthly turnout since August, but the second-weakest February turnstile count in state history. The guest count grew on a year-over-year basis for the first time since January 2015 (January 2014 had been notable for its record inclement weather). Every casino still reporting admissions boasted year-over-year admissions growth, which hadn't happened since January 2006, and each of those same casinos enjoyed both a year-over-year and over-the month boost in admissions, also the first time this has occurred in the state since January 2006.

The 10 casinos reporting their visitor tally collected win of \$101 per admission, and the category has now topped \$100 for three months in a row for first time since 2008.

The five Lake Michigan riverboats amassed win of \$84.11 million, the best for the northern tier in any February since 2013, and tops for any region since the north back in July. This was the third consecutive month of year-over-year growth for the northern properties, but the 5.6% improvement over the year was slightly less than the 5.7% gains posted by all the casinos in the greater Chicago market. The six Southern Indiana casinos attracted win of \$67.12 million. The southern market represented less than 35% of the statewide market for a second successive February. The pair of Central Indiana racinos combined for \$40.94 million, the largest joint take for the Centaur properties since March 2015, and their first-ever February north of \$40 million.

The 10 riverboats in Illinois generated February receipts of \$115 million, up by about five percent over the year, but nevertheless resulting in an advantage to the State of Indiana of \$77 million - the largest differential since April 2013. But before you celebrate the growing gap in our favor, you should know that the 22,525 video gaming terminals at 5,290 venues in Illinois - 3,008 (15.4%) more machines than operating at Indiana's casinos and racinos at the end of February - added another \$88.9 million in revenue during February. If the video gaming terminals continue on the same growth trajectory, it won't be long before they exceed the EGD win at the Illinois riverboats. January slot machine revenue at the Illinois boats totaled \$92 million. We should also note that the Illinois VGT coin-in during February was almost \$1.12 billion, compared to Indiana's \$1.73 billion, and while Illinois keeps adding VGTs, Indiana's 13 properties continue to pull machines from service.

Looking east, Horseshoe Casino Cincinnati nabbed February revenues of \$17.79 million (with the help of more than \$2.6 million in free play), up by 14% and easily topping the \$14.69 million posted by Hollywood Casino Lawrenceburg. All four Ohio casinos combined for revenues of \$72.11 million, rising from \$67.5 million in February 2015. The seven Ohio racinos added \$97.09 million to the Buckeye bottom line, with Hollywood Gaming Dayton up by seven percent, Scioto Downs seeing an 11% boost, Miami Valley Gaming up by 19%, and Belterra Park rising by 35% among the racinos arguably in the Indiana market reach.

Add the \$169.2 million in February Ohio revenues to the \$88.9 million in Illinois VGT numbers, and that's about \$258 million in combined Illinois and Ohio revenues that Indiana casinos and racinos didn't have to compete against just a few short years ago.

Back in Indiana, players risked \$1.739 billion at the slot machines, a three-year February peak, and the highest coin-in since July. Slots paid them back at an average rate of 90.64%, a slightly more generous rate than in February 2015 (and two casinos are back under 90% after a rare month in which all properties exceeded that rate).

Indiana slot win accumulated to \$162.74 million, rising from the previous year by 6.68% (\$10.19 million), the highest slot win since July 2015. This is also the largest percentage growth in slot win since January 2015 (which enjoyed an easy comparison due to weather issues). Slot win has now improved vs. the prior year in five of the past six months. Slot win also improved over the prior year at every single property, a phenomenon which hadn't happened in Indiana since July 2004 (when 70% of the casinos posted property-record win!). Every casino ramped up slot win both over the prior year and prior month, something that hasn't been seen in Indiana in many years. Slot win is up on a year-over-year basis for three consecutive months, the longest streak since October to December 2010. There were 19,517 slot machines available for play in Indiana at the end of February, the fewest in the EGD inventory since May 2008 (the month that Hoosier Park Racing & Casino debuted). The casinos posted solid win of \$288 per slot per day - the highest since March 2013.

Players risked \$129.68 million at the tables, a three-year February best. The table hold rate of 22.70% represents the highest hold rate since July but falls short of the 22.87% hold rate of February 2015. The hold rate is up for a third straight month. Table win tallied to \$29.44 million, soaring from February 2015 levels by 12.51% (\$3.27 million). This is the largest year-over-year improvement the state has seen in table win since July. The 11 casinos posted win of \$1,488 per table daily - their strongest performance since April 2013. Six casinos were in the four figures in this metric for the month. There were 682 table games in use in Indiana at the end of February, down from 691 in February 2015. The number was also down from 692 at the close of January, with every casino holding its table game inventory steady save Ameristar Casino East Chicago and Horseshoe Casino Hammond. The five-boat Lake Michigan market accounted for an even 350 table games, with 332 tables spread across the six southern tier casinos.

The two Caesars Entertainment Corporation-owned riverboats operating under the Horseshoe brand combined for \$56.95 million in February win, which translates into a corporate market share of 29.64% - the first February that the company has owned less than 30% of the Indiana market since 2012 (and the first time south of the mark since August). The Pinnacle Entertainment, Inc. boats (Ameristar Casino East Chicago and Belterra Casino Resort) raked in \$29.95 million for the corporate parent, a three-year February peak, and representing 15.58% of the statewide market. Gary's riverboats captured \$14.36 million in combined revenue, which is the first month at Buffington Harbor north of \$14 million since May, and representing a three-year February peak for the Majestic Star, LLC parent company.

Hoosier Lottery

- Indianapolis sports law attorney Milton O. Thompson is appointed to the State Lottery Commission of Indiana by the Governor to complete the unexpired four-year term of Luke Bosso of Indianapolis.

- The vacancy resulting from Bosso's resignation has been open for one year. Thompson's appointment runs through June 30, 2017. Thompson just wrapped up two terms on the Capital Improvement Board in Indianapolis, and is the former general counsel for the Pan American Games.

- The Hoosier Lottery again sponsored the traditional "Greening of the Canal" event in Indianapolis to kick off St. Patrick's Day events, with Hoosier Lottery Executive Director Sarah Taylor joining Indianapolis Mayor Joe Hogsett (D) and Archbishop of the Archdiocese of Indianapolis Joseph W. Tobin for the 20th Annual Greening of the Canal.

- Hoosier Lottery revenues through the first eight months of Fiscal Year 2016 totaled a record \$813.724 million, an increase of 20.2% (\$137 million) compared to the same point last year, driven by strong scratch-off ticket performance and - of course - the January 13 ≈ \$1.6 billion mega-record Powerball jackpot.

- IGT Indiana (formerly GTECH Indiana) is on pace to deliver income of \$275.011 million, meaning that the private manager would not be on the hook for a shortfall payment for the first time since taking over operations, as we exclusively told you to expect in February. Even with the largest Powerball jackpot in history significantly boosting sales and the State Lottery Commission of Indiana sweetening the privatization pot and dramatically reducing the annual targets under a major contract modification, IGT will still barely avoid a shortfall payment, illustrating just how problematic the original management agreement was . . . and reminding Hoosiers just how the Daniels Administration was able to deliver deals (such as the Indiana Toll Road lease) that were incredibly taxpayer-friendly despite being negotiated privately at arms-length with sophisticated international business entities who entered into the deals with their eyes open. In fact, the \$275 million in income that IGT is expected to deliver at the end of this fiscal year still would have fallen short of the pre-revision Fiscal Year 2015 target of \$308 million. The revised income target for FY 2016 was set between \$270 million and \$290 million, down considerably from the original FY 2016 goal of more than \$350 million.

- The Hoosier Lottery forecasts that it will return a record \$268.918 million to the State at the end of Fiscal Year 2016, an increase from strong FY15 levels of 11% (\$26 million).

- Fiscal year-to-date Powerball sales of \$101.677 million have soared on a year-over-year basis by 57.3% (\$37 million). Powerball sales had been forecasted at \$100.37 million for the *entire* fiscal year, even given the new rubric that went into effect in October. In January alone, Powerball sales exceeded the total from July-December by nearly 30 percent. Total January Powerball sales of almost \$53.15 million represent 52% of Fiscal Year-to-date Powerball sales. The Lottery shipped 2,915 miles of Powerball paper stock over the course of the \$1.5 billion jackpot run that ended on January 13 - nearly matching the width of the continental United States. For the first six months of FY 2016, Powerball revenue of \$41.16 million grew over July - December 2014 numbers by \$3.1 million (about eight percent).

□ While the record Powerball jackpot certainly stirred that pot, the other multistate draw game is stuck in a serious slump. Mega Millions sales of \$19.933 million for the eight-month span to date in FY 2016 sank from the July 2014-February 2015 period by 21.2% (- \$5 million), and have slipped from the July-February period in FY 2014 by 39.6 percent. Mega Millions in FY 2014 ranked as the second-most popular draw game in Indiana, with sales that topped even the venerable Hoosier Lotto. Where we stand today, however, Mega Millions is now only the fifth-most popular draw game.

□ July - February scratch-off ticket sales of \$579.425 million have increased over the same point in FY 15 by a solid 19.6% (\$95 million), and are up by 30.3% vs. FY 14 July - February instant game sales.

Hoosier Lottery July-February Sales (in millions)

	FY To-Date		Change	FYTD	Change
	2016	2015	1-yr.	2014	2-yr.
Scratch	\$ 579,425	\$ 484,634	19.6%	\$ 444,837	30.3%
Powerball	\$ 101,677	\$ 64,626	57.3%	\$ 79,357	28.1%
Hoosier Lotto	\$ 29,857	\$ 27,169	9.9%	\$ 31,159	- 4.2%
Daily 3	\$ 24,124	\$ 21,281	13.4%	\$ 20,456	17.9%
Daily 4	\$ 23,618	\$ 20,962	12.7%	\$ 19,809	19.2%
Mega Millions	\$ 19,933	\$ 25,295	-21.2%	\$ 32,990	-39.6%
Quick Draw	\$ 12,659	\$ 13,227	- 4.3%	\$ 12,222	3.6%
Cash 5	\$ 7,684	\$ 9,173	-16.2%	\$ 7,621	1.0%
Fast Play	\$ 6,844	N/A	N/A	N/A	N/A
EZ Match	\$ 4,809	\$ 4,989	- 2.0%	\$ 6,434	-25.3%
Poker Lotto	\$ 1,567	\$ 2,243	-30.1%	\$ 6,255	-75.0%
Bingo to Go	\$ 1,527	\$ 2,158	-29.2%	N/A	N/A

● We warned you to expect such a move in light of the popularity of the revised Powerball prize matrix, and beginning on April 24, the hometown-favorite game Hoosier Lotto will become Hoosier Lotto +PLUS . . . and, like Powerball, will double in price to \$2 per ticket. This is the first price increase since the game launched in 1994. The key selling point of the change will be bigger prizes and better odds . . . but you should consider this the riskiest move that IGT Indiana has taken since taking over operations. The average jackpot is expected to rise from \$7.6 million to \$10.2 million.

□ Helping drive the change: Hoosier Lotto sales of \$29.857 million on a fiscal year-to-date basis are down from the same point in FY14 by a disappointing 4.2%, even though the jackpot earlier this year rose to levels not seen in some time.

□ Drawings will remain on Wednesday and Saturday nights. The first drawing under the new rubric will be April 27. Each Hoosier Lotto +PLUS drawing will include the six winning Lotto numbers and a second set of six +PLUS numbers. There will now be 46 possible numbers for players to choose from, down from the current 48-number field. Jackpot odds improve from 1:12.3 million to 1:9.4 million. Overall odds, which include non-jackpot cash prizes, will also be lowered, down from 1:6.4 to 1:6. By comparison, overall Powerball odds are 1:24.

□ Adding the new +PLUS add-on option for another \$1 improves odds even further, nearly doubling them from 1:6 to 1:3.2. The +PLUS feature will replace the EZmatch feature, and allow players to have an additional chance at bigger prizes of up to \$1 million. Players who opt to add the +PLUS feature will earn a chance to match their Lotto numbers to a second set of six +PLUS numbers drawn with every Wednesday and Saturday Hoosier Lotto drawing.

□ A new built-in multiplier will allow Lotto winners to automatically multiply all non-jackpot cash winnings up to 10 times. A multiplier will be randomly selected on each \$2 ticket.

● Look for the two lowest-performing non-jackpot games in the Hoosier Lottery portfolio to be discontinued later this year. Due to underwhelming sales, Bingo-to-Go will end on May 15, and Poker Lotto will be yanked from stores on July 17.

□ Bingo-to-Go launched in August 2014 with a companion smart phone application (that met with some arched eyebrows in the Governor's Office) but never met expectations despite the interactive experience that appealed to the key millennial demographic. Poker Lotto exploded out of the gates when it was launched in August 2013 . . . but was unable to sustain its initial popularity. An enhancement to Poker Lotto rolled out about one year ago had no discernible impact.

● Jessica Powell leaves IGT Indiana where she worked as vice president of marketing and player engagement.

● The Hoosier Lottery should be back on a level retail playing field with the Illinois Lottery later this month when the pilot program that allowed Illinois Lottery tickets to be sold online expires on March absent legislative action . . . and legislators are not supposed to be back in session there until next month. Some estimates had suggested that the online sales option boosted lottery sales in the Land of Lincoln by as much as \$15 million annually.

Horse Racing & Racinos

● The Indiana Horse Racing Commission renews its contract with William Troilo as associate steward for Thoroughbred racing on the same terms and conditions of the original 2015 contract. The new contract runs from March 5, 2016 to March 3, 2017. The total amount of this renewal is \$53,136.16, which does not include state-paid fringe benefits.

● The Indiana Horse Racing Commission votes to designate four laboratories to handle split sample testing for 2016. They are: LGC of Lexington, Kentucky; the University of California-Davis; the University of Pennsylvania Equine Pharmacology Laboratory; and the Texas A&M University Veterinary Medical Diagnostic Laboratory.

- The Indiana Horse Racing Commission votes to approve the Association of Racing Commissioners International model rule on pentafecta wagering options, the carryover of pentafecta wagering pools, and the refund of wagers in the event that the number of horses in an event drops below seven.
- During 2015, more than \$15.6 million was distributed to owners, breeders, and stallion owners participating in Indiana's Thoroughbred Breed Development Program, and thanks to legislative action taken last year, the program will offer \$1.4 million more for 2016, notes Indiana Horse Racing Commission Director of Racing & Breed Development Jessica Barnes as she seeks to encourage participation. Improvements to the program for 2016 (combined with continuing support from Indiana Grand) will mean increased purses for twenty stake races, from \$85,000 to \$100,000 each, as well as the ability to offer a 15% increase in the number of overnight races restricted to Indiana-bred horses (approximately 48 more than 2015), resulting in a total of 322 restricted races that will be offered.
 - The 14th season of live Thoroughbred and Quarter Horse racing at Indiana Grand begins April 19, and more than \$4.4 million in purses will be offered in 36 stakes races this season.
- In our last issue we told you that a 25-year-old Chicago man was sentenced to eight years of probation by Madison County Circuit Court 3 Judge Thomas Newman for his participation "in a scheme to use stolen credit cards to take about \$60,000 from [Hoosier Park Racing & Casino and Indiana Grand Casino]," according to Rebecca R. Bibbs in the *Anderson Herald Bulletin*. More news from the investigation: Bibbs reports that "Of the other suspects, including the ringleaders in the alleged credit card fraud scheme at Hoosier Park, one has been apprehended, and three remain at large. Michael J. Johnson, 27, of Glenwood, Ill., has a jury trial set for May 9 a.m. May 4 in Madison Circuit Court 3. Arrest warrants have been issued for Jude C. Sayles, 26, of Indianapolis; Timothy A. Smith, 26, of Flossmoor, Ill., and Brandon K. Massey, 26, of Calumet City, Ill."
- The Indiana Horse Racing Commission on Tuesday approved a settlement agreement that calls for a suspension of at least 45 days for trainer Randy Haffner - president of the Quarter Horse Racing Association of Indiana. The May 1 - June 14 suspension is a result of racing a Thoroughbred with an excessive level of anti-inflammatory dexamethasone, and a Quarter Horse with an excessive amount of cobalt (triple the allowable amount) in 2015 races at Indiana Grand Racing & Casino. Haffner agreed to withdraw his appeal in the cases and admit to the two offenses in exchange for a 75-day suspension, with 30 days stayed absent any additional medication violations throughout 2016. He will also pay a \$2,500 fine, and both horses will be disqualified from their victories, reports bloodhorse.com.
- Kelly Goodwin, an owner and trainer, forfeits the purse money from two first-place finishes at Hoosier Park in 2014 and must pay a fine of \$200, after her Standardbred tested positive for methylprednisolone on race day. The Indiana Horse Racing Commission voted to approve the discipline at its March 15 meeting.
- The Indiana Horse Racing Commission imposes a 60-day "jail time" restriction for horses claimed at Indiana Grand Racing & Casino. According to bloodhorse.com, "Under the rule, any horse claimed during the Thoroughbred meet will have to wait 60 days, or until the end of the meet, before racing out of state - unless special permission is granted by the stewards. The state didn't have such a period of time in place, though it has previously had shorter 'jail time' periods."
- The Indiana Horse Racing Commission on Tuesday approved the 2016 agreement between Indiana Grand Racing & Casino and the Indiana Horsemen's Benevolent and Protective Association that runs from April 1, 2016 - March 31, 2017). The master agreement is substantively the same as the most recent pact between IHBPA and Indiana Grand that drew praise from the track, horsemen, and regulators.
- Hoosier Park Racing & Casino adds the Louisiana-based VooDoo BBQ & Grill to the menu at its Winner's Circle Brewpub & OTB satellite wagering facility in New Haven. The newly redesigned restaurant and its offerings will officially open to the public on Tuesday, April 12 at 11:00 a.m. The Winner's Circle Brewpub & OTB remains open throughout renovations. The New Haven location will become the 22nd nationally in five states for the New Orleans-style, full-service barbecue restaurant, and its second venture in the Midwest, building upon its success at Hoosier Park Racing & Casino in Anderson.

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