

November 16, 2021

Mr. Thomas Brandt, Chair  
Maryland Sports Wagering Application  
Review Commission (SWARC)  
c/o State Lottery & Gaming Control Agency  
Montgomery Park Business Center, Suite 330  
1800 Washington Blvd.  
Baltimore, MD 21230

Re: MGM Sports Wagering Facility License and Minority Inclusion

Dear Chair Brandt,

The Maryland General Assembly's enactment of Chapter 356 of the 2021 Laws of Maryland creates an opportunity for the establishment of Sports Wagering in the state, as well as provide opportunities for the participation of minority and women-owned business enterprises (M/WBE's) in the sports wagering industry. The Prince George's County Council urges the Sports Wagering Application Review Commission (SWARC) to approve the sports wagering licenses under consideration at the upcoming meeting on November 18, 2021 and, just as importantly, urges that all steps be taken to ensure the maximum participation of M/WBE's in the licensing and contracting portions of the industry.

Prince George's County has experienced a productive relationship with one of the casinos eligible for a sports wagering license, MGM Resorts International. MGM has invested \$1.4 billion to build a world-class resort and signed a Community Benefits Agreement (CBA) with the County that requires a number of elements that are critical to building a productive partnership with our citizens. We continue to work with MGM to meet the CBA goals and requirements as MGM National Harbor has become the centerpiece for entertainment in the region and one of Prince George's County's top taxpayers.

MGM started their relationship with Prince George's County by creating *The Aspire Program*, which was a first-of-its-kind investment program that allowed Prince Georgians and Minority Business Enterprises (MBEs) to invest directly in the property. Additionally, 40% of MGM's construction was completed by MBEs. Currently, 47% of its employees are Prince George's County residents and 89% of its employees considers themselves minority.

MGM Sports Wagering Application Approval  
Page 2

As the Sports Wagering industry is established in Maryland, the County Council looks forward to capturing the revenues that are currently being lost. Our residents continue to make their wagers in surrounding jurisdictions or in the illegal market. Every day we allow these bets to be made elsewhere, we lose revenue that could be coming back to our state and county. In addition, Prince George's County residents are ready to get to work in this new industry. MGM National Harbor has more than 60 people ready to work, the majority of whom are minorities and Prince George's residents, in what can be one of the premier sports betting locations in the nation.

Once the Sports Wagering Facility License is approved for MGM, the Prince George's County Council expects the same level of attention to minority inclusion from MGM as well as the other sports wagering licensees approved by SWARC and the Maryland Lottery and Gaming Control Commission. It is just as important for the SWARC to approve a sports wagering facility license to eligible M/WBE applicants as well.

The Prince George's County Council urges the SWARC to approve the sports wagering license for MGM National Harbor and the other eligible entities at the November 18, 2021 meeting. The Council believes it is entirely possible to bring much needed tax revenue and job creation to Prince George's County and the State of Maryland through the sports wagering industry, while accomplishing the legislative intent of the Maryland General Assembly regarding Minority inclusion. Thank you for your consideration and support in this matter.

Sincerely,

Hon. Calvin Hawkins, III  
Chair

cc: Hon. Lawrence Hogan, Governor  
Hon. Bill Ferguson, Senate President  
Hon. Adrienne Jones, Speaker of the House  
Hon. JoAnne Benson, Chair, Prince George's Senate Delegation  
Hon. Nick Charles, Chair, Prince George's House Delegation  
Hon. Angela D. Alsobrooks, County Executive  
Ms. Rosie Allen-Herring, Member SWARC  
Ms. Laura Gamble, Member SWARC  
Mr. Bert Hash, Jr., Member SWARC  
Mr. E. Randolph Marriner, Member SWARC, Chair, MLGCC  
Ms. Cassandra Stevenson, Member SWARC  
Hon/ Frank Turner, Member SWARC  
Mr. John Martin, Executive Director, MLGCA