

December 20, 2017

Tribal Alliance Roundtables

Summary Notes

Alliance Leadership

Facilitator: Kenneth George Jr. kgeorgejr@paysbig.com

General consensus in the meeting:

- The Tribal Alliance is a step in the right direction for the future of Tribal Gaming regulation.
- It is powerful and important for all Tribes to be on the same page and at the same level of understanding for the protection of the industry and promotion of future gaming opportunities.
- An Alliance is a way to help smaller Tribes with limited resources.
- Working together as one Alliance is more powerful than working alone.
- Want to be ready to regulate iGaming and be on the cutting edge of the industry.
- The Alliance should form partnerships with and gain support from national tribal gaming regulatory organizations (NIGA, NTGC/R, TGPN).
- Education and information sharing is necessary.
- Use national platforms to educate other Tribes about the Alliance and the standards created by Tribes, for Tribes.
- Those in the casino operations side of Indian gaming are also interested in learning more about iGaming and regulations.
- Outside vendors and test labs should not be telling Tribes how to regulate within their own jurisdictions.
- Looking forward to progress with skill-based standards, continuing the momentum and seeing standards developed for eSports and Social Gaming.
- GSA is in support of the Alliance and would like to be a resource for the Alliance to give Tribes a voice in their own regulations – in favor of Tribes writing their own standards.
- An organizational structure was not decided upon, but all look forward to the next step and would like to participate.

Alliance Communication

Facilitator: Billy David billy.david90@gmail.com

Goals

- Make sure standards are simplified.
- Establish guidelines of committee.
- Need a good Mission Statement.
- Identify leadership.
- Recruit other members: LinkedIn, Facebook (via link), website & marketing (handouts, etc.).

Communication

- Website: Who updates? Needs to be timely.
- Webinars (to reach people who do not travel).
- Indian Gaming Magazine – write article twice yearly; add photo taken at Alliance Roundtable showing the significant number of people who support the effort of building an Alliance.
- Potawatomi Gathering: GC has workshops; what can be provided to support (i.e. PPT); and focus on Internet gaming.
- TGNP Women's Conference & Surveillance Symposium - opportunity for a flyer (information, link, contact info).
- Social Media? If you have social media would you be willing to post Alliance information? Create a Facebook page/LinkedIn; create a YouTube channel.
- Video (1-5 minutes) - interview people who share a different perspective (5-minute clip & then click on link to see the rest of the interview).
- Share "Evolution of Indian Gaming" presentation with smaller casinos.
- Have a point of contact with the State.
- Point of Contact - Jamie Kellicut (jkellicut@paysbig.com) and Billy David.

Subject Matter Experts

- Perhaps pick someone from the Technical group (Standards Development).
- Partnerships with other governments (Tribal/Federal/State)?

Seven Categories of iGaming

- Breakout into sessions; make a short video of each category.

Is there a branding format that everyone wants to follow?

Committee

- Do we need to appoint people? More time to make decision? Ask for volunteers? Recommend a committee so there are designated people, up to 3; Main: Andrew, Jesse, Dorothy; Sub-committee name: Communication.

Leadership Interest

- 1/5/18 – response date; until then have open communication; look at recruiting people who are passionate, energetic & have the time.

E-mail Questionnaire

- Jamie & Billy will put together and send out midweek (12/20); response time – 2 days.

Standards Development

Facilitator: Jason Nichols jnichols@paysbig.com

What education is needed before we evaluate skill-based gaming technical standards?

- Education is a debatable point, if you know the game and define the skill, formal education may not be necessary. Many people can know the games, while others have education and do not know the games. Game and machine understanding is what is imperative.

What activities should occur to adequately evaluate these standards?

- Evaluate what products are coming out, watch and monitor. Need flexibility in standards - where is industry going, need to evolve with the Industry?
- Definitions needed for the words “skill, skill-based games, Class II and Class III, eSports, legalities, server-based, return-to-player, gambling and non-gambling.” Poker and blackjack classifications – are they chance or skill?
- Debatable issue: who drives decisions - manufacturers or regulators?
- Each Tribal/State Compact is different due to jurisdiction, law, definitions and classifications. Tribal/State Compacts could have to be renegotiated.
- Consensus of opinion is to include the test laboratories in the discussion of the standards.
- Return on investment on skill-based games is a concern. Training needed and guest relations will need to be involved. How games are taught and marketed will matter to their success.
- Game protection is missing from current tech standards document. Also player security is needed. Reference to NIGC Part 547.5, Class II Technical Standards.
- One technical standard does not have to be all things to all people. It is covered in NIGC part 547 or other regulations.

What is a reasonable timeframe for presenting agreed standards to the Executive Committee?

- When reviewing time frames pay attention to different paces in governments. Website and blog available for comments on standards. Agreed deadline date for commentary period is February 12, 2018.

Should we form a Standards Development Committee and who would like to be a member?

- More information is needed. What should the reporting structure be for the committee (not yet defined)? Seek approval of their leadership prior to committing to a position. Subject matter experts needed.

Should we choose a committee Chairperson/organizer?

- Heather Cloud, Tribe Inspector, Ho-Chunk Nation offered to be Interim Chairperson pending more information.

Vendors, Consultants

Facilitator: Jason “Wolf” Rosenberg wolf@americanigamingsolutions.com

How can we collaborate to share the Alliance’s work with other Tribes and interested parties?

- Participate in gaming associations (e.g. NIGA, WGRA, and CNIGA).
- Determine funding and buy-in needs and abilities.
- Assist regulators to communicate better utilizing vendor’s products.
- Identify vendor barriers: general education (e.g. social gaming), contentious manufacturers, navigating multiple compacts, “Worry about it when” vs. “prep now” schools of thought.
- Ensure identical educational context and content; include 5 w’s (who, what, where, when, why).
- Observe what will be regulated in order to see reality and increase knowledge.
- Modernize (live streaming), and not reinvent the wheel (e.g. Malta has regulatory framework).
- Identify present environment, and help understand the balancing act (e.g. information vs. theory).
- Help market to keep brick and mortar in business; understand viewpoints (operator, regulator).
- Understand entertainment destinations with gambling vs. historical casinos. Market effectively and give each demographic group their desired content (e.g. social gaming).

What are the priorities they should consider?

- Lead way in understanding future; provide consistent information (e.g. DFS, social gaming).
- Supreme Court rulings.
- Protect against States’ compacts, and be more of a capitalist model.
- Determine definitions of skill/social gaming and provide draft standards; develop data dictionary.

What suggestions do you have regarding the Alliance’s mission?

- Acknowledge power in numbers in discussions with state jurisdictions.
- Understand vendors can only be involved in limited sponsorships.
- Include an open-source dialogue.
- Identify revenue benefit from different viewpoints - for all, by all, benefit all.
- Encourage open communication: forum to ask questions and share practices.
- Determine best way to address organizations.
- Memberships are dropping (for any type of membership) because of unwanted fees.
- Identify why the Alliance is important to Tribal communities (e.g. use educational departments).

How can you assist the Alliance in its work (developing Tribal standards, education)?

- Identify who has expertise in what area, and figure out how to help foster the Alliance.
- Determine specific needs of the Alliance, and help in understanding standards before adopting them.
- Look at Title 31. Licensing databases and tracking systems can be an asset.
- Development and evaluation of standards; provide approved time-to-market database of products.
- Provide ideas/process to unify certification process by making it more transparent.
- Identify what associations have not been reached yet.
- Share interpretation of gray areas in test lab standards to foster testing uniformity.

Outside Regulators

Facilitator: Richard McGee richardmcgee@comcast.net

Tribal Alliance collaboration:

- What is open for public vs. proprietary? Protocols for information sharing are needed.
- Lack of trust between Tribes, but their regulatory bodies tend to communicate.
- Involvement in other regulatory associations – NIGA, WGRA, or similar.
- In March there will be a state round table/test lab in Las Vegas.
- How are other states handling iGaming?

Regulators assisting the Alliance

- Develop an “Open Source” model for people to offer improvements. Framework to include who and how to approach and include technical and policy/procedure.
- Create standards together through standards building, roundtables, forums, meetings.
- When will skill-based gaming become profitable? The market will drive it, it needs time to grow. Think long term, need to develop players – it’s essential.
- How does WI define skill-based games? WI definition is not yet known. One aspect is if the game has any element beyond the control of the player, and when is it focused on how the player performs? No real concrete decision.
- Current legislation is outdated for when gambling was looked at as being a “social evil”.
- Has anyone had a chance to look at the standards and will this work for your Tribe? Have any of you taken a look at the website? How are you reaching out to other states to share or receive information?
 - *The standards need to be allowable in the compact and might need to be reworked to fit with compact.
 - *Mississippi has already adopted e-sports.
 - *Nevada has skill-based standards. Current standards were designed to protect cash-box only, not designed for functionality. Common standards need to be developed so manufacturers better meet Tribal needs. NIGC has available resources for Tribes to utilize for research and advice.

Mission Statement

- Alliance should publish what they are trying to accomplish; what is the end goal? Leave room for change, not one size fits all.
- Send out/post what our standard template. Allow for others to make opinions.
- Mission should be a catalyst of information, not opinion. Should provide parity to establish an equal playing field between Tribes and commercial properties.
- Tribes want to keep legal and treaty advantages.
- Mission should consist of good content, transparency, not a heavy hand, and specific application of rules.

Priorities

- Alliance should be a tool for content and sharing information.
- Invite those who have experience to share: example is Mashantucket has social gaming.
- Alliance should contact manufacturers to understand new games and research to provide research notes, and consider beta-testing.
- Develop “whitepapers” that are specific to Tribes.
- Contact Illinois who has fantasy sports information available.