DAY ONE: WEDNESDAY, JUNE 12, 2019

NexGen Gaming Forum

1:00 - 7:00 REGISTRATION

2:30 WELCOME

2:45 - 3:45 GENERAL SESSION

ESPORTS: WHAT IS ITS IMPORTANCE FOR THE GAMBLING INDUSTRY?

Having proven it is more than a passing trend, esports has evolved into a major industry, with cities from Katowice to Las Vegas clamoring to host the biggest events. Casino host cites – and casinos themselves – want a big piece of the action. Is esports just another form of sports entertainment like boxing or MMA? Or could it become a major driver of sports-betting revenue? Professionals from both esports and the gaming industry discuss the synergies.

Moderator: **Josh Faber**, Director, Spectrum eSports Advisors
Speakers: **Russell Aleksey**, Founder and Chief Executive Officer, OkLetsPlay
Ari Fox, Producer, Gameacon & Casino Esports Conference
Antoine Grimond, Chief Operating Officer, Gamifly Esports
Alex Igelman, Principal, Spectrum Esports Advisors and Chairman, Millennial Esports Corp
Josh Marcus, Managing Partner and Co-Founder, MKM Esports

3:45 - 4:15 ***NETWORKING AND REFRESHMENT BREAK***

4:15 - 5:15 GENERAL SESSION

PAYMENT TECHNOLOGIES AND THE NEW GAMING WORLD

Bitcoin. Blockchain. PayPal. Venmo. In-play sports betting. iGaming. Credit cards. Debit cards. Cross-border cashouts. As payment technologies advance at a fast pace, is the ever-expanding legal gambling industry keeping pace? How do gaming providers balance what consumers want with what technology allows? Experts from both industries discuss the possibilities, the expectations and the legal and regulatory issues that arise within an industry that operates under different rules for each state.

Moderator: **Mark Hemmerle**, Vice President, Legal & Compliance, Worldpay
Speakers: **Neil Erlick**, Executive Vice President, Business Development, Paysafe
Rodney Rickenbach, Jr, Manager of Cyber Security & Analytics, New Jersey Division of Gaming Enforcement
Omer Sattar, Executive Vice President and Co-Founder, Sightline

5:15 - 6:15 GENERAL SESSION

THE IGAMING/SPORTS BETTING NEXUS

Although 42 states have some form of casino gambling, almost all of them have been reluctant to authorize online gaming – despite the robust and still growing results in New Jersey since its launch more than five years ago. At the same time, states are clamoring for sports betting, which in order to reach its potential must include the online/mobile component. Will the rush to legalize sports betting also usher in the long-awaited world of online casino gaming? Experts from both the gaming and betting sectors examine the future of iGaming and betting.

Moderator: **Seth Young**, Chief Innovation Officer, PointsBet
Speakers: **Max Bichsel**, Director, Kambi
Brad Cummings, Founder & Chief Executive Officer, EquiLottery
Melanie Gross, Vice President of Online Casino and Sports, Caesars Interactive Entertainment

6:30 - 8:30 WELCOME COCKTAIL RECEPTION: THE POOL AT HARRAH'S

SPONSORED BY: SBTECH

23rd Annual
EAST COAST
GAMING CONGRESS
& NexGen Gaming Forum

THE DYNAMIC CONVERGENCE OF GAMING

DAY TWO: THURSDAY, JUNE 13, 2019

7:30 – 2:30 REGISTRATION
Sponsored by BMM Testlabs

7:45 – 8:45 CONTINENTAL BREAKFAST
Sponsored by Atlantic City Electric, An Exelon Company

8:45 – 8:50 WELCOME: HONORABLE FRANK GILLIAM, Mayor, City of Atlantic City

8:50 – 9:00 UPDATE FROM THE CHAIRMAN: JAMES T. PLOUSIS, Chairman, New Jersey Casino Control Commission

9:00 – 9:20 VIEW FROM WASHINGTON:
BILL MILLER, President and CEO, American Gaming Association

9:20 – 9:40 OPENING KEYNOTE ADDRESS:
TED LEONSIS, Chairman and CEO, Monumental Sports and Entertainment

9:45 – 10:45 CONCURRENT SESSIONS I

SO FAR, SO GOOD?

With six states having launched sports betting since Murphy v. NCAA, including two states that allow online/mobile betting, the early results have demonstrated its potential... or have they? Casino operators and systems providers examine expectations vs. reality, how the states' regulatory schemes stack up against each other, and what any of the 20 or so additional states considering legalization can learn from the early adopters.

Moderator: **Roger Gros,** Publisher, GGB Magazine
Speakers: **Brad Fisher**, Regulatory Legal Counsel, The Stars Group
Kevin O'Toole, Executive Director, Pennsylvania Gaming Control Board
David Rebuck, Director, New Jersey Division of Gaming Enforcement
Dan Shapiro, Vice President – Strategy & Business Development, William Hill US

WOMEN IN GAMING

Challenges women face in the Gaming World will spotlight these prominent women in different fields who will provide insights and advice about challenges faced, work-life balance, and what the future holds for women in the gaming industry.

Moderator: **Alisa Cooper**, Vice Chair, New Jersey Casino Control Commission
Speakers: **Christina Clifton**, Vice President of Food & Beverage, Foxwoods Resort Casino
Karla Perez-Larragoite, Vice President National Accounts, Gaming, Sysco Corporation
Stephanie Lepori, Chief Accounting Officer, Eldorado Resorts

WALL STREET WISDOM

From an investment perspective, the gaming industry continues to change rapidly, with continuing consolidation of both the operators and suppliers, on a global scale. Sports betting could become a game changer for the US industry due to its rapid spread, new customer engagement and relationship to mobile gaming. Meanwhile, a new wave of growth in Las Vegas, Atlantic City's recovery, and continued expansion in the regional markets could either mean great corporate profits or disappointment from oversupply. A panel of top finance professionals discuss and debate the industry outlook from the perspective of the money that shapes the industry.

Moderator: **Robert Heller**, President and Chief Executive Officer, Spectrum Gaming Capital
Speakers: **Alex Bumazhny**, Senior Director, US Corporate Finance, Fitch Ratings
Drew Kelley, Senior Vice President and Chief Financial Officer, Mohegan Gaming & Entertainment
Evan Levy, Partner, Weil Gotschal & Manges
Adam Rosenberg, Managing Director, Global Head of Gaming & Leisure, Fortress Investment Group

10:45 – 11:15 ***NETWORKING AND REFRESHMENT BREAK***
Sponsored by AtlantiCare, A Member of Geisinger

11:15 – 12:15 CONCURRENT SESSIONS II

THE LEAGUES' PERSPECTIVE

From passive spectators in the only-in-Nevada days to vigorous opponents in the challenge to New Jersey's appeals to legalize sports betting, major US sports leagues and teams are now embarking on long-term business partnerships with gaming companies in ways that may forever change the way sports are consumed are wagers are made. Why have the leagues so quickly embraced their one-time foe... and what do they want from sports betting? How will they shape the future of sports betting in America?

Moderator: **David Isaacson**, Vice President, Spectrum Gaming Capital
Speakers: **Scott Ward**, Partner, Public Policy, Orrick, Herrington & Sutcliffe
Marquest Meeks, Senior Counsel, Office of the Commissioner of Baseball (MLB)
Dan Spillane, Vice President & Assistant General Counsel, National Basketball Association (NBA)

DRIVING REVENUE THROUGH FOOD & BEVERAGE OPPORTUNITIES

Attendees will gain insight into creative and innovative concepts in food & beverage – from innovation and future trends in menus/food offerings to unique restaurant concepts.

Moderator: **Karla Perez-Larragoite**, Vice President National Accounts, Gaming, Sysco Corporation
Speakers: **Christina Clifton**, Vice President of Food & Beverage, Foxwoods Resort Casino
Chef Neil Doherty, Senior Director, Culinary Development, Sysco Corporation
Leonard Queiroz, Senior Vice President of Operations, Parlay Solutions

THE MID-ATLANTIC BATTLEGROUND

With 32 casinos (and counting) within a 150-mile radius of Philadelphia, along with myriad other gaming and betting options, the gaming landscape in the Mid-Atlantic has become intensively competitive – and increasingly localized. How will operators continue to achieve growth? Are new gaming offerings such as igaming and sports betting helping or hurting the primary casino gaming product? Analysts and operators discuss what it takes to thrive in this dynamic marketplace.

Moderator: **Joseph Weinert**, Executive Vice President, Spectrum Gaming Group
Speakers: **Matthew Doherty**, Executive Director, New Jersey Casino Reinvestment Development Authority
Mark Giannantonio, President and Chief Executive Officer, Resorts Casino Hotel
Phil Juliano, Senior Vice President & Chief Marketing Officer, Twin River Management Group
Brian McGill, Managing Director and Senior Research Analyst, Gaming and Lodging, Telsey Advisory Group

12:15– 1:30 KEYNOTE LUNCHEON:
KEYNOTE SPEAKER: HONORABLE PHIL MURPHY, Governor, State of New Jersey

1:40 - 2:40 GENERAL SESSION

WHAT'S NEXT IN SPORTS BETTING?

Product development will be one of the key drivers of growth over the next year, and beyond. We can see from early sports-betting metrics that giving the US player options for in-running betting and the ability to cash-out his or her bet is still in its infancy, but how do we think this will develop over the next 12 months? What effect might that trajectory have for revenues – and margins? Should new product development – either entirely new, or adapted from elsewhere – be entirely within the control of the operator, alongside their suppliers? And should regulators have more than just a monitoring role here? Product development – whether new bets, markets or related offerings – has proven itself one of the key drivers of innovation in other developed sports betting markets; will that be the same for the regulated US market, or are there special factors to consider here?

Moderator: **Frank Fantini**, Chief Executive Officer, FantIni Research
Speakers **Parikshat Khanna**, Chief Executive Officer, CG Technology
Moti Malul, Chief Executive Officer, NeoGames
Itai Pazner, Chief Executive Officer, 888 Holdings
Mor Weizer, Chief Executive Officer, Playtech

Schedule subject to change

2:40 – 3:00 ***NETWORKING AND REFRESHMENT BREAK***

3:00 – 4:30 GENERAL SESSION

LEADERSHIP THINKTANK

As gaming rapidly expands into new frontiers – from online wagering to partnerships with sports leagues to sophisticated payment technologies – the need for steady, visionary leadership is more critical than ever. In this ECGC signature session, leaders from prominent gaming companies with East Coast properties discuss the future of land-based gaming, how sports betting is shaping their operations, the M&A environment, and how and where they seek their next opportunities.

Moderators: **Lloyd Levenson**, Chief Executive Officer, Cooper Levenson, Attorneys at Law & **Michael Pollock**, Managing Director, Spectrum Gaming Group
Speakers: **Greg Carlin**, Chief Executive Officer, Rush Street Gaming
David S. Cordish, Chairman, The Cordish Company
Mario Kontomerkos, Chief Executive Officer, Mohegan Gaming & Entertainment
Thomas Reeg, Chief Executive Officer, Eldorado Resorts
Timothy Wilmott, Chief Executive Officer, Penn National Gaming

Schedule subject to change