



24th Annual
**EAST COAST
GAMING CONGRESS**
& NexGen Gaming Forum

CAPTURE THE FUTURE OF GAMING

APRIL 27 - 28, 2020

Harrah's Conference Center | Atlantic City, NJ

register at www.ecgc.us



Approved for 6.0 general CLE credits in NJ | pending CLE credits in PA | Maximum 6 CPE credits for NJ CPAs

ORGANIZED AND
PRODUCED BY:

**COOPER
LEVENSON**
ATTORNEYS AT LAW

 **SPECTRUM
GAMING GROUP**
Independent Research and Professional Services

Sysco
At the heart of
food and service

The East Coast Gaming Congress & NexGen Gaming Forum

ECGC is a two-day conference which will focus on the dynamic convergence of gaming.
New for 2020 — individual presentations by CEOs of leading gaming companies.

PARTICIPATING COMPANIES AND ORGANIZATIONS:

5 Diamond Development	New Jersey Casino Control Commission
888 Holdings	New Jersey Casino Reinvestment Development Authority (NJCRDA)
American Gaming Association	New Jersey Division of Gaming Enforcement (NJDEGE)
Argyle Interactive	Novomatic Americas
Aristocrat Technologies Inc.	Ocean Casino Resort
Aruze Gaming America	Ohio State Senate
Association of Gaming Equipment Manufacturers (AGEM)	OPTX
Atlantic City Electric, an Exelon Company	Parker Plants
AtlantiCare, a member of Geisinger	PCI Gaming Authority
BMM Testlabs	Penn National Gaming
Borgata Hotel Casino & Spa	Pennsylvania Gaming Control Board
Caesars Entertainment	Playtech
Casino Journal	Press of Atlantic City
Clarion Events	Resorts Casino Hotel
Cooper Levenson, Attorneys at Law	Richard Weil Inc.
Council on Compulsive Gambling of New Jersey	Rush Street Gaming
District of Columbia Office of Lottery and Gaming	SBTech
Eldorado Resorts	Seneca Gaming Corporation
Everi	SeventySix Capital
Evolution Gaming	Sightline
Fantini Gaming Report	Skrilla
Famous Brands International	So-G (Socially Responsible Gaming)
Friedman LLP	Spectra Food Services & Hospitality
Fortress Investment Group	Spectrum eSports Advisors
Gamblit Gaming	Spectrum Gaming Capital
Gameacon	Spectrum Gaming Group
GameCo	Spectrumetrix
GGB Magazine	Sports Information Services
Hard Rock International & Seminole Gaming	State of New Jersey
House of Cards	Stockton University
iGaming Business North America	Sysco Corporation
IGT	The Cordish Companies
Indiana State Senate	The Lotter Group
Lloyd D. Levenson Institute of Gaming, Hospitality & Tourism (LIGHT)	theScore
Macquarie Securities	Tropicana Casino and Resort
Michigan House of Representatives	Twin River Casino
Millennial eSports Corp	Twin River Worldwide Holdings
Mohegan Gaming & Entertainment	Wells Fargo
National Council of Legislators from Gaming States (NCLGS)	William Hill US
	Worldpay



DAY 1: APRIL 27, NEXGEN GAMING FORUM

Sponsored by **888.com**

1:00 pm/
7:00 pm

Registration

2:15 pm/
2:45 pm

Keynote Address: New Decade in Payment Processing

Joseph Pappano, Senior Vice President, U.S. Gaming, Worldpay, From FIS

2:45 pm/
3:45 pm

FINDING SLOT FLOORS OF TOMORROW

While Baby Boomers and the Silent Generation still account for the majority of slot play, surveys show that younger generations find slots boring. What happens as slot players die out? Will tomorrow's casino floor need an overhaul? Will the slot makers or the casino operators drive change?

Moderator: Roger Gros, Publisher, GGB Magazine

Christopher Downey, Vice President, Casino Operations, Tropicana Casino and Resort

Blaine Graboyes, Chief Executive Officer, GameCo

Lauren Licuanan, Vice President, Strategy and Corporate Development, Aristocrat Technologies Inc.

Rick Meitzler, Chief Executive Officer and President, Novomatic Americas

Marcus Yoder, Vice President, Regulated Markets Business Development, Gamblit Gaming

3:45 pm/
4:15 pm

Networking Break

4:15 pm/
5:15 pm

IGAMING VS. ILOTTERY — DEFINING THEIR LANES

As lotteries and casino operators look to igaming and sports betting as the means to attract younger demographics, clashes are already occurring. How can each industry find its lane and move from competition to cooperation? How do states that encouraged capital investment in casinos justify allowing an online lottery to compete against them? Are state lotteries becoming gaming companies?

Moderator: William Egan, Senior Lottery Associate, Spectrum Gaming Group

Peggy Daniel, US General Manager, The Lotter Group

Jon Ford, State Senator, Indiana State Senate; Vice President, National Council of Legislators from Gaming States (NCLGS)

Brandt Iden, Representative, Michigan House of Representatives; Vice President, National Council of Legislators from Gaming States (NCLGS)

Richard Weil, President, Richard Weil Inc.

5:15 pm/
6:15 pm

WHAT DOES ESPORTS IN THE U.S. MEAN FOR GAMING?

Esports are hot, casinos want to host their tournaments, and the gaming industry generally wants to be associated with this emerging sport. But why? Are esports a casino attraction like boxing? Will it become the focus of betting? Has the gaming industry figured out exactly what it wants from esports – and vice versa?

Moderator: Josh Faber, Director, Spectrum eSports Advisors

Sam Chernak, Senior Vice-President, Complex Solutions and Connectivity, Comcast Business

Ari Fox, Co-Chief Executive Officer, Gameacon

Nicholas Heaney, Chief Executive Officer, Skrilla

Alex Igelman, Principal, Spectrum eSports Advisors and Chairman, Millennial eSports Corp

Aubrey Levy, Vice President of Content & Marketing, theScore

Louis Rogacki, Deputy Director, New Jersey Division of Gaming Enforcement

Rohini Sardana, Head of Product Propositions, Sports Information Services

6:30 pm/
8:30 pm



WELCOME COCKTAIL RECEPTION, The Pool at Harrah's Resort & Casino

Sponsored by **New Jersey Casino Reinvestment Development Authority (NJCRDA)**



DAY 2: APRIL 28, EAST COAST GAMING CONGRESS

- 7:30 am/
2:30 pm Registration | **Sponsored by BMM Testlabs**
- 7:30 am/
8:45 am Continental Breakfast | **Sponsored by Atlantic City Electric, an Exelon Company**
- 8:15 am/
8:20 am Welcome
- 8:20 am/
8:30 am Update from the Chairman: **James T. Plousis**, Chairman, New Jersey Casino Control Commission
- 8:30 am Keynote **Bill Miller**, President & Chief Executive Officer, American Gaming Association

- 9:00 am/
9:20 am  **CEO Presentation I: Holly Gagnon**, President and Chief Executive Officer, Seneca Gaming Corporation
- 9:20 am/
9:40 am  **CEO Presentation II: Greg Carlin**, Chief Executive Officer, Rush Street Gaming

- 9:40 am/
10:10 am Networking Break | **Sponsored by Novomatic Americas**

- 10:10 am/
10:30 am  **CEO Presentation III: Jay Dorris**, President and Chief Executive Officer, PCI Gaming Authority

- 10:30 am/
10:50 am  **CEO Presentation IV: Mario Kontomerkos**, Chief Executive Officer, Mohegan Gaming & Entertainment

- 11:00 am/
12:00 pm Concurrent Sessions I:
GAMING EAST

Gaming expansion continues unabated up and down the East Coast – from the new gaming resorts in Massachusetts to the lottery in Pennsylvania to potential casinos in Virginia to “skill-based” games of dubious legality in bars and taverns seemingly everywhere. Who are the winners and losers? Are traditional gaming companies adapting fast enough? Can regulators move swiftly enough? Do states’ public policy decisions make sense?

Moderator: Matt Doherty, Executive Director, New Jersey Casino Reinvestment Development Authority
William Coley II, Senator, Ohio State Senate; President, National Council of Legislators from Gaming States (NCLGS)

Marcus Glover, President and Chief Operating Officer, Borgata Hotel Casino & Spa
Phil Juliano, Senior Vice President and Chief Marketing Officer, Twin River Worldwide Holdings
Kevin O’Toole, Executive Director, Pennsylvania Gaming Control Board
David Rebuck, Director, New Jersey Division of Gaming Enforcement

BAR-SINOS, STADIUM-SINOS, & OTHER NEW GAMING VENUES

The expansion of sports betting into non-traditional outlets such as stadiums, sports bars and other venues raises a number of questions – and opportunities. Will traditional regulatory requirements apply to these new patrons? How can this be addressed, and how can states make sure that the playing field is level? Are these venues an opportunity or a threat to traditional gaming operators? Is sports betting just the beginning for these venues?

Moderator: Sherry Amos, Vice President of Marketing, Spectrum Gaming Group
Joseph Asher, Chief Executive Officer, William Hill US
Ridgely Bennett, Chief Counsel, District of Columbia Office of Lottery and Gaming
Steve Callender, Senior Vice President of Eastern Regional Operations, Eldorado Resorts
Pete Ciarrocchi, Chairman and Chief Executive Officer, Chickie & Pete’s Crab House and Sports Bar
Wayne Kimmel, Managing Partner, SeventySix Capital



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: **Karla Perez-Larragoite**, Vice President - Head of Gaming, Sysco Corporation
Erin Chamberlin, Senior Vice President, Regional Operations, Penn National Gaming
Brooke Fiumara, Chief Operating Officer, OPTX
Jennifer Galle, Regional Vice President of Marketing, Caesars Entertainment
Terry Glebocki, Chief Executive Officer, Ocean Casino Resort
Stephanie Lepori, Chief Administrative and Accounting Officer, Eldorado Resorts
Karen Worman, Regional Vice President of Finance, AC Region, Caesars Entertainment

12:00 pm/
1:30 pm



KEYNOTE LUNCHEON ADDRESS

by **Honorable Phil Murphy**, New Jersey Governor
Sponsored by **SBTech**

1:30 pm/
1:50 pm



CEO Presentation V: David Cordish, Chairman, The Cordish Companies

1:50 pm/
2:10 pm



CEO Presentation VI: George Papanier, President and Chief Executive Officer,
Twin River Worldwide Holdings

2:15 pm/
3:15 pm

Concurrent Sessions I:

WALL STREET VS. MAIN STREET

Does the increase in M&A activity and industry consolidation represent a shift in leverage and power from regulators and legislators to operators? As mergers and acquisitions among gaming companies continue, more states will find themselves in a position in which their licensees operate facilities in nearby states. This will put pressure on states to develop more investment-friendly regulatory and tax systems to keep capital, jobs and revenue from flowing to other jurisdictions.

Moderator: **Robert Heller**, President and Chief Executive Officer, Spectrum Gaming Capital
Chad Beynon, Managing Director, Macquarie Securities
Duane Bouligny, Managing Director, Wells Fargo
Steve Capp, Executive Vice President & Chief Financial Officer, Twin River Worldwide Holdings
Adam Rosenberg, Managing Director, Head of Gaming and Leisure, Fortress Investment Group

A VIEW FROM THE SUPPLIERS

Technology providers are rapidly and radically changing the face of the gaming industry, from creating immersive electronic gaming devices to innovative mobile apps to creating whole new categories of gaming. In this session, the industry's suppliers discuss the future of gaming across all segments and formats, both digitally and land-based.

Moderator: **Lynne Levin Kaufman**, Partner, Cooper Levenson, Attorneys at Law
Todd Haushalter, Chief Product Officer, Evolution Gaming
Yaniv Sherman, Senior Vice President and Head of Commercial Development, 888 Holdings
Mor Weizer, Chief Executive Officer, Playtech
Adrian Farley, Vice President for Digital Policy and Strategy, FOX Corporation
Michael Shorrock, Head of PlayDigital Innovation Lab, IGT

FOOD & BEVERAGE

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: Matt Sheahan, Senior Manager, National Accounts-Gaming, Sysco Corporation

Chef Neil Doherty, Senior Director, Sysco Corporation

Michael Doocey, Regional Vice President, Casino Operations, Spectra Food Services and Hospitality

George Fiorile, President and Chief Executive Officer, 5 Diamond Development

Betsy Schmandt, President, Famous Brands International

3:15 pm/
3:45 pm

Networking Break | Sponsored by OPTX

3:45 pm/
4:05 pm



CEO Presentation VII: **Thomas Reeg**, Chief Executive Officer, Eldorado Resorts

4:05 pm/
4:25 pm



CEO Presentation VIII: **James Allen**, Chief Executive Officer,
Hard Rock International & Seminole Gaming

4:30 pm

East Coast Gaming Congress & NexGen Gaming Forum Concludes

REGISTRATION FORM

24th Annual East Coast Gaming Congress | April 27-28, 2020 | Harrah's Atlantic City Conference Center



First Name _____ Last Name _____
Company _____ Job Title _____
Address _____
City _____ State _____ Zip _____
Phone _____ Fax _____
Email _____

What is the primary business of your firm? (check one)

- | | |
|---|--|
| <input type="checkbox"/> Casino/Hotel/Resort | <input type="checkbox"/> Casino Board Commission |
| <input type="checkbox"/> Racetrack Casino/"Racino" | <input type="checkbox"/> Racing Board Commission |
| <input type="checkbox"/> Lottery | <input type="checkbox"/> Hospitality/Entertainment |
| <input type="checkbox"/> Indian Gaming Class III Casino | <input type="checkbox"/> Law Enforcement |
| <input type="checkbox"/> Cruise Ship | <input type="checkbox"/> Elected Officials |
| <input type="checkbox"/> Card Club | <input type="checkbox"/> Bureau/Agency |
| <input type="checkbox"/> Indian Gaming Class II Bingo | <input type="checkbox"/> Law Firm |
| <input type="checkbox"/> Consultant/Research Firm | <input type="checkbox"/> Finance/Banking |
| <input type="checkbox"/> Suppliers | <input type="checkbox"/> Other _____ |

BADGES: Registration packets and badges will be issued on-site and will not be mailed.

CONDITIONS: The East Coast Gaming Congress & NexGen Gaming Forum is produced for the hotel, gaming, and hospitality industries. No one under 18 will be admitted. Full payment must be received prior to or at registration for admittance.

GOVERNMENT/EDUCATOR RATE: Available to officials representing city, county, state and federal agencies, academic institutions and members of the military. Be sure to state the name and nature of your employer.

CANCELLATIONS/SUBSTITUTIONS: Registered attendees who cancel before March 31 are eligible for a full 100% refund. Cancellations before April 8 are eligible for a 50% refund. **NO REFUND of any type will be provided for cancellations received after April 8.** All cancellations must be made by the registered attendee in writing and emailed to dvecere@cooperlevenson.com. Substitutions may be made without penalty.

REGISTRATION FEES For multiple registrations, photocopy this form.

Includes: Evening Cocktail Reception, April 27 • All Seminars, April 27 & 28 • Continental Breakfast • Networking Breaks • Keynote Luncheon

	By April 3	April 4 – April 26	On-site
Individual Registration	<input type="checkbox"/> \$595	<input type="checkbox"/> \$695	<input type="checkbox"/> \$795
Government, Tribal or Educator	<input type="checkbox"/> \$350	<input type="checkbox"/> \$350	<input type="checkbox"/> \$350

	10 or more	20 or more
Group Registration	<input type="checkbox"/> \$495	<input type="checkbox"/> \$450
Group Govt., Tribal or Educator	<input type="checkbox"/> \$325	<input type="checkbox"/> \$300

Priority Code: _____

Grand Total _____

*ATTORNEYS Please check if you are interested in _____ NJ CLEs _____ PA CLEs

PAYMENT INFORMATION Make checks payable to ECGC

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Card Number _____

Exp. Date _____ / _____ Verification Code _____ Billing Zip _____

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early registration

April 3: \$595 | April 4-26: \$695 | On Site: \$795

group rates available

10+ Attendees - \$495 | 20+ Attendees - \$450

REGISTER AT ECGC.US

ORGANIZED AND
PRODUCED BY:



East Coast Gaming Congress

1125 Atlantic Avenue
Third Floor
Atlantic City, NJ 08401



"I am again honored to speak at the East Coast Gaming Conference and I thank Lloyd Levenson and Michael Pollock for the invitation to address the conference. As our state looks to the future of gaming, this conference presents an opportunity for industry leaders, stakeholders and elected officials to discuss potential opportunities and ways that the industry is evolving."

Honorable Phil Murphy
New Jersey Governor



James Allen



Greg Carlin



David Cordish



Jay Dorris



Holly Gagnon



Mario Kontomerkos



George Papanier



Thomas Reeg