



24th Annual EAST COAST GAMING CONGRESS & NexGen Gaming Forum

CAPTURE THE FUTURE OF GAMING

OCTOBER 26 - 27, 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: OCTOBER 26, 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, Gambolit 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: OCTOBER 27, 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 | October 26-27, 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

☐ American Express ☐ VISA ☐ Master Card ☐ Discover ☐ Check
 Card Number _____

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

Cardholder's Name _____

Signature _____

SPONSORS



early bird special REGISTER NOW AND SAVE!

early registration

October 2: \$595 | October 3-25: \$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

FIRST-CLASS MAIL
PRESORTED
US POSTAGE
PAID
PLEASANTVILLE, NJ
PERMIT NO: 777

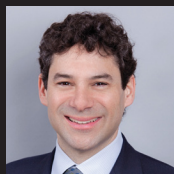


"I am again honored to speak at the East Coast Gaming Conference and I thank Lloyd Levenson and Michael Pollock for the invitation to address the conference. As our state looks to the future of gaming, this conference presents an opportunity for industry leaders, stakeholders and elected officials to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

Honorable Phil Murphy
New Jersey Governor



James Allen



Greg Carlin



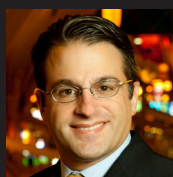
David Cordish



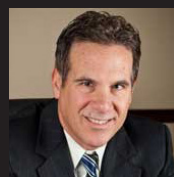
Jay Dorris



Holly Gagnon



Mario Kontomerkos



George Papanier



Thomas Reeg