

**IOWA RACING AND GAMING COMMISSION  
MINUTES  
MARCH 5, 2024**

The Iowa Racing and Gaming Commission (IRGC) met on Tuesday, March 5, 2024 at Prairie Meadows Racetrack and Casino (PMRC) in Altoona, Iowa. Commission members present were Daryl Olsen, Chair; Mark Campbell, Vice Chair; and members Julie Andres, Amy Burkhart and Alan Ostergren.

**APPROVE AGENDA:** Chair Olsen called the meeting to order at 8:30 AM and requested a motion to approve the agenda. Commissioner Andres moved to approve the agenda as presented. Commissioner Campbell seconded the motion, which carried unanimously.

**APPROVE MINUTES:** Chair Olsen requested a motion to approve the minutes from the January 25, 2024 Commission meeting. Commissioner Burkhart moved to approve the minutes as printed. Commissioner Ostergren seconded the motion, which carried unanimously.

Chair Olsen requested a motion to approve the minutes from the February 9, 2024 Commission meeting. Commissioner Ostergren moved to approve the minutes as printed. Commissioner Campbell seconded the motion, which carried unanimously.

**WELCOME:** Chair Olsen announced Tina Eick as the new administrator and asked for a round applause for her as this was our first in person meeting since she was selected Administrator at the special meeting in February. He also recognized Brian Ohorilko's work with the Commission, presented him with his old name plate, thanked him for all his years of service and wished him the best.

Gary Palmer welcomed the Commission and staff and thanked them for being there. He apologized for the construction at the entrance of the casino but said it will be beautiful when it is done.

**ANNOUNCEMENTS:** Tina Eick, Administrator, introduced Tammy Storey and Holly Ewing, two of the staff members that work at Prairie Meadows. She stated their positions and what they do for the Commission and thanked them for all of their hard work.

Ms. Eick announced the next scheduled meeting would be April 18, 2024 at the Mid-America Center in Council Bluffs. Submissions for that meeting are due April 4<sup>th</sup>. She reminded everyone that the Commission office has moved and to please send those submissions to the new office address and use the new submission form that has the new address on it.

There will be no meeting in May.

Ms. Eick announced the final meeting for the fiscal year 2024 will be June 13, 2024 and will be held at Wild Rose Clinton. She stated that the meeting dates for the 2025 fiscal year will be voted on at the June meeting.

**NATIONAL PROBLEM GAMBLING AWARENESS MONTH:** Chair Olsen introduced Katrina Bee, Project Manager of Problem Gambling, Iowa Department of Health and Human Services (Iowa HHS).

Ms. Bee started by stating March is National Problem Gambling Awareness Month. She presented a brief PowerPoint presentation covering gambling behaviors and the prevention and treatment services available in the state of Iowa.

She defined what problem gambling was, and discussed the various media outlets that are placed to help make Iowans aware of problem gambling and encourage them to reach out for help if they or their loved ones are experiencing problems due to gambling. She touched on 1-800-BETS OFF and said it has a really high recognition rate of 83% according to a recent study.

Ms. Bee discussed a very high level of prevention services available in all 99 counties in the State. She also discussed the outpatient counseling services available, stating there are 19 providers covering all 99 counties.

She referenced the Your Life Iowa website and said it contains a plethora of information including a chat and text option and encouraged IRGC staff to visit the website and become familiar with that resource. In SFY23 there were 1,523 calls to 1-800-BETS OFF and 119,946 visits to yourlifeiowa.org/gambling website. A total of 393,809 Iowans were served with a problem gambling individual-level or population-level prevention service. A total of 1,417 Iowans received an evaluation and were recommended to gambling treatment. A total of 5,939 direct hours were provided towards problem gambling community outreach, engagement, family education, or crisis services. And, a total of 28 hours of collaborative training opportunities were provided.

Ms. Bee ended by thanking the facility staff for updating the information and promoting 1-800-BETS OFF. She stated Problem Gambling Awareness Month is lead by the National Council on Problem Gambling and Iowa HHS supports this as well as it is a really great month to dedicate awareness to this issue. She provided the anticipated efforts for the month. She directed people to reach out to her with questions and provided her contact information.

Chair Olsen thanked Ms. Bee for coming and her presentation.

**DIAMOND JO WORTH, LLC & DIAMOND JO, LLC:** Robin Maxim, local counsel from Hopkins & Huebner, P.C. presented and requested approval of the Casino Management Agreement between Boyd Gaming Corporation and Boyd Acquisition, LLC.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Ostergren moved to approve the management agreement as submitted by Diamond Jo Worth, LLC & Diamond Jo, LLC. Commissioner Burkhart seconded the motion, which carried unanimously.

**IOWA GAMING ASSOCIATION:** Wes Ehrecke, President, presented the Annual Report of Qualified Community County Foundation Projects. His reports highlighted the 84 non-casino

counties that received donations from the gaming tax revenue. During 2022-2023 there were 1,860 grants provided to the non-casino counties totaling \$11.8 million. Mr. Ehrecke commented on the remarkable impact of this fund and how he likes to believe that every Iowan is touched in some way by these grants.

Chair Olsen thanked Mr. Ehrecke for his report.

**EXCURSION GAMBLING BOAT AND GAMBLING STRUCTURE LICENSE RENEWALS (OSV = OUT OF STATE VENDOR; RP = RELATED PARTY):** Chair Olsen stated we would get into the 17 license renewals and that it would be a lengthy process. He stated that the Commission wanted to hear from each of them on what they are doing and the good things they have going with each of their Qualified Sponsoring Organizations (QSO), but to please hold comments to 5 minutes or less out of respect for everyone's time and to leave time for questions from the Commissioners. He also indicated that in January, the Commission held stakeholder meetings with representatives from each casino licensee. As a result of the information provided at these meetings, the Commission may not have as many additional questions for the operators.

Iowa West Racing Association/Ameristar Casino Council Bluffs, LLC: Paul Czak, General Manager, Ameristar Casino Council Bluffs, LLC and Brenda Mainwaring, CEO of the Iowa West Racing Association respectfully requested their licenses be renewed.

Ms. Mainwaring stated Ameristar is a great partner and said she appreciates the long-standing support they receive from them. Ms. Mainwaring touched on the \$20 million in grants that they are able to fund and stated that was only possible through their partnership and support of the gaming industry.

Paul Czak, General Manager, Ameristar Casino Council Bluffs, touched on the capital projects that have been made throughout the year. He confirmed that all the major capital projects are now being done by all Iowa vendors.

Commissioner Burkhart asked about the uptick in calls to law enforcement about intoxicated patrons. She asked about the plan going forward to handle this in regards to training or mitigation.

Mr. Czak said one of the main reasons for the increase is they used to staff officers at the casino on Friday and Saturday evenings, but due to officer shortages in the last couple of years, they don't have the staff to be able to do that. He said in the last couple of weeks they have launched a card reader program that makes it harder for someone to bounce from the upstairs bar to the middle bar to the lower level bar to get a drink and that should help.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to renew the license to conduct gambling games to Iowa West Racing Association, renew the license to operate Ameristar Casino Council Bluffs, LLC as an excursion boat that will not cruise, renew the license to conduct sports wagering to Ameristar Casino Council

Bluffs, LLC, and approve the facility's revised security plan included in the application. Commissioner Ostergren seconded the motion, which carried unanimously.

Washington County Riverboat Foundation, Inc./Riverside Casino & Golf Resort, LLC: Damon John, General Manager, Riverside Casino & Golf Resort, LLC and Stephanie Sexton, President of Washington County Riverboat Foundation, Inc., respectfully requested their licenses be renewed.

Mr. John discussed the company's economic impact on the local community. He also stated the upgrades they have made over the year and the impact those have had by bringing more dollars to Iowa and keeping Iowa dollars in Iowa.

Ms. Sexton commented that since 2006 they have infused \$65 million into Southeast Iowa. She said in 2023 they awarded over \$5 million in grants. Ms. Sexton expressed how fortunate they are to have the tremendous partnership they do with Riverside Casino & Golf Resort.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to renew the license to conduct gambling games to Washington County Riverboat Foundation, Inc., renew the license to operate Riverside Casino & Golf Resort, LLC as a gambling structure, renew the license to conduct sports wagering to Riverside Casino & Golf Resort, LLC, and approve the facility's revised security plan included in the application. Commissioner Andres seconded the motion, which carried unanimously.

Contracts: Mr. John presented the following contracts for Commission approval:

- Acushnet Company – Golf retail and special order for Blue Top Ridge (OSV)
- Power Promotions – Continuity and promotion gifts (OSV)
- UMR is a United Healthcare Company – Medical & flexible spending plan

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Ostergren moved to approve the contracts as submitted by Riverside Casino & Golf Resort, LLC. Commissioner Campbell seconded the motion, which carried unanimously.

Regional Development Authority/Rhythm City Casino, LLC: Mo Hyder, General Manager, Rhythm City Casino and Matt Mendenhall, President & CEO of Regional Development Authority, respectfully requested their licenses be renewed.

Mr. Hyder commented on the great relationship they have with the Regional Development Authority and stated they really appreciate the work they do for the community. He talked about the gaming revenue being down in 2023 due to competition from Illinois, but said on the non-gaming side business has been good.

Mr. Mendenhall commented on the great relationship between the Regional Development Authority and Rhythm City Casino, the great communication they have, and what they have been

able to accomplish with that partnership. He was excited to announce they signed a new 10-year contract.

Commissioner Burkhart touched on the uptick in calls to security in 2021 and how bringing back voluntary off duty officers helped to bring that down significantly in 2022. She commended them on working with their local police department and community to make that happen.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Andres moved to renew the license to conduct gambling games to Regional Development Authority, renew the license to operate Rhythm City Casino, LLC as a gambling structure, renew the license to conduct sports wagering to Rhythm City Casino, LLC, and approve the facility's revised security plan included in the application. Commissioner Campbell seconded the motion, which carried unanimously.

Worth County Development Authority/Diamond Jo Worth, LLC d/b/a Diamond Jo Worth: Scott Smith, General Manager, Diamond Jo Worth, LLC and Deb Hanson, CFO, Worth County Development Authority, respectfully requested their licenses be renewed.

Mr. Smith started by talking about what a rollercoaster 2023 was. He said 4<sup>th</sup> quarter ended with a positive gaming revenue. He touched on the many positive things they have in the works and stated in 2023 they were able to distribute \$6.4 million to their partner, Worth County Development Authority.

Ms. Hanson started by thanking Mr. Smith and the entire Diamond Jo Worth team and said they are a great partner. She talked about the educational scholarships they are able to provide and said last year they were able to give 69 seniors a scholarship and of those 69 seniors, only 4 are attending out of state colleges.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Ostergren moved to renew the license to conduct gambling games to Worth County Development Authority, renew the license to operate Diamond Jo Worth, LLC as a gambling structure, renew the license to conduct sports wagering to Diamond Jo Worth, LLC, and approve the facility's revised security plan included in the application. Commissioner Burkhart seconded the motion, which carried unanimously.

Lyon County Riverboat Foundation, Inc./Grand Falls Casino Resort, LLC: Sharon Haselhoff, General Manager, Grand Falls Casino Resort, LLC and Randy Waagmeester, President, Lyon County Riverboat Foundation, Inc. respectfully requested their licenses be renewed.

Ms. Haselhoff stated 2023 was a record revenue year for them in gaming and non-gaming, and December was their total resort revenue and gaming revenue month since opening in 2011. She discussed the different events they host to draw people to their resort. She also touched on the \$28 million they have invested into their property in the past 5 years to keep it nice.

Mr. Waagmeester said they truly value their relationship with Grand Falls Casino Resort and also discussed their 2023 record year. He said they received \$3.6 million (a 4% increase from 2022) from Grand Falls Casino Resort, LLC.

Commissioner Campbell asked Ms. Haselhoff to elaborate on their relationship with local law enforcement. He said as their events get larger their numbers are going down and he appreciates seeing that.

Ms. Haselhoff said they meet annually with the county sheriff's office, they conduct quarterly training for their security staff from retired DCI agents, and they have a great working relationship with law enforcement across state lines.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to renew the license to conduct gambling games to Lyon County Riverboat Foundation, Inc., renew the license to operate Grand Falls Casino Resort, LLC as a gambling structure, renew the license to conduct sports wagering to Grand Falls Casino Resort, LLC, and approve the facility's revised security plan included in the application. Commissioner Andres seconded the motion, which carried unanimously.

Contract: Ms. Haselhoff presented a contract with Hy-Vee for marketing gift card promotions.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to approve the contract as submitted by Grand Falls Casino Resort, LLC. Commissioner Campbell seconded the motion, which carried unanimously.

Black Hawk County Gaming Association/IOC Black Hawk County, Inc: Chad Moine, Senior Vice President, IOC Black Hawk County, Inc and Emily Hanson, Executive Director, Black Hawk County Gaming Association respectfully request their licenses be renewed.

Mr. Moine commented on the many challenges they faced in 2023. He said they met those challenges head on, persevered and came out stronger. He touched on the refresh projects they have made, and stated they always use Iowa vendors when able to. He said they have a tremendous relationship with Black Hawk County Gaming Association and they are proud to say they have one of the highest QSO contribution percentages in the state.

Ms. Hanson stated that in 2023 they were able to fund 41 different non-profit and government agencies with over \$6 million due to their relationship with IOC Black Hawk County, Inc. Since 2007 over 650 projects worth \$75 million have been funded. She said the partnership they have is invaluable and thousands of individuals have benefited over the past 17 years as a result of it.

Commissioner Campbell commented and thanked them for all the hard work and preparations that have been put into the past year.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to renew the license to conduct gambling games to Black Hawk County Gaming Association, renew the license to operate IOC Black Hawk County, Inc. as a gambling structure, and renew the license to conduct sports wagering to IOC Black Hawk County, Inc. and approve the facility's revised security plan included in the application. Commissioner Andres seconded the motion, which carried unanimously.

Contract: Mr. Moine presented a contract with Electronic Engineering for purchasing radios.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to approve the contracts as submitted by IOC Black Hawk County, Inc. Commissioner Campbell seconded the motion, which carried unanimously.

Missouri River Historical Development, Inc./SCE Partners, LLC d/b/a Hard Rock Hotel & Casino Sioux City: Doug Fisher, General Manager, SCE Partners, LLC and Sarah Kleber, President, Missouri River Historical Development, Inc. respectfully requested their licenses be renewed.

Mr. Fisher said 2023 was a solid year for them. He said it was the 3<sup>rd</sup> highest revenue numbers in property history. He discussed the capital improvements in 2023 and the \$2.7 million they have anticipated for upgrades in 2024. He also stated the various awards they received in 2023.

Ms. Kleber commented that they have a wonderful partnership with Hard Rock Hotel and Casino and they are continually impressed with their day to day investments into the facility and operations that are continually recognized as being a leader in the industry. She said they have been able to invest \$52 million into the community through gaming revenue.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Andres moved to renew the license to conduct gambling games to Missouri River Historical Development, Inc., renew the license to operate SCE Partners, LLC as a gambling structure, renew the license to conduct sports wagering to SCE Partners, LLC. Commissioner Campbell seconded the motion, which carried unanimously.

Contracts: Mr. Fisher presented the following contracts for Commission approval:

- Data Business Equipment, Inc. – Purchase cage/cash handling equipment
- SHI – Microsoft license & software assurance, other IT purchases (OSV)
- K2J Marketing Partners, LLC – Marketing promotional items (OSV)

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to approve the contracts as submitted by SCE Partners, LLC. Commissioner Ostergren seconded the motion, which carried unanimously.

Dubuque Racing Association, LTD/Diamond Jo, LLC d/b/a Diamond Jo Casino: Wendy Runde, General Manager, Diamond Jo, LLC and Alex Dixon, President and CEO, Dubuque Racing Association, LTD respectfully requested their licenses be renewed.

Ms. Runde said they are honored and pleased to hold a license in the State of Iowa and have a great relationship with their partner, Dubuque Racing Association, LTD. She said 2023 was a great year, revenue and attendance were up, and they had an 18% increase in non-gaming revenue. She said they focus on spending local when possible.

Mr. Dixon started by saying it is an absolute pleasure to work with Wendy and Diamond Jo, LLC. He said they have had over a billion-dollar impact on the community since 1985 and that even though they compete for customers they collaborate on community.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Ostergren moved to renew the license to conduct gambling games to Dubuque Racing Association, Ltd., renew the license to operate Diamond Jo, LLC as a gambling structure, renew the license to conduct sports wagering to Diamond Jo, LLC, and approve the facility's revised security plan included in the application. Commissioner Campbell seconded the motion, which carried unanimously.

Iowa West Racing Association/Harveys Iowa Management Company LLC: Thomas Roberts, General Manager, Harveys Iowa Management Company LLC and Brenda Mainwaring, President and CEO, Iowa West Racing Association respectfully requested their licenses be renewed.

Ms. Mainwaring expressed her appreciation to Harrah's. She said they have made significant improvements and as soon as you walk in the door you can see that is the case. She said their commitment to Council Bluffs is very clear and she appreciates the investment they are making in the community.

Mr. Roberts started by thanking Brenda for her kind words. He said their gross gaming revenue was down in 2023 due to the impact of the addition of slot machines in Nebraska. He said however, their net revenue wasn't down as much as the gaming revenue due to improved hotel and restaurant operations.

Commissioner Burkhart asked Mr. Roberts to discuss the continued plans to mitigate law enforcement calls.

Mr. Roberts said they will better educate their employees to be proactive on the front end. He said training is key. He said they will have multiple people on the front doors to check ID's, but he also stated that sometimes calling is a better solution then allowing them to leave in a car and get hurt.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to renew the license to conduct gambling games to Iowa West Racing



Association, renew the license to operate Harveys Iowa Management Company LLC as a gambling structure, and renew the license to conduct sports wagering to Harveys Iowa Management Company LLC, and approve the facility's revised security plan included in the application. Commissioner Campbell seconded the motion, which carried unanimously.

Contracts: Mr. Roberts presented the following contracts for Commission approval:

- Custom Concrete Designs – Concrete replacement vendor (OSV)
- Facility Gateway Corp – UPS and battery service for mission critical systems (OSV)
- Sysco – Food supplier

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to approve the contract as submitted by Harveys Iowa Management Company LLC. Commissioner Ostergren seconded the motion, which carried unanimously.

Scott County Regional Authority/Isle of Capri Bettendorf, L.C.: Nancy Ballenger, Vice President and General Manager, Isle of Capri Bettendorf, L.C. and Chad Manternach, President, Scott County Regional Authority respectfully requested their licenses be renewed.

Ms. Ballenger said the market was a little bit soft in 2023 and especially the 2<sup>nd</sup> half where they saw a decline. She is excited about 2024 though and said their hotel is the largest in Iowa. They continue to host events that bring people to the State of Iowa. She said they have been working with Scott County Regional Authority since 1991 and have one of the longest standing partnerships. They have a lot of great history with them and a lot of great work has been done.

Mr. Manternach said that in 2023 they provided \$3 million worth of grants and funded 93 projects. He said since 1991 they have provided \$98 million in grants and in 2024 they will surpass \$100 million. He said they are thrilled to work with Isle of Capri and they have been nothing but supportive of Scott County Regional Authority.

Commissioner Burkhart asked if there were any thoughts about evaluating times that they are experiencing peak calls to law enforcement.

Ms. Ballenger said they can take a look at that. She said they have implemented technology that allows them to scan license plates, so sometimes they catch people coming over the riverfront and apprehend them on the property grounds. They have a great relationship with law enforcement and will look at higher volume times.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to renew the license to conduct gambling games to Scott County Regional Authority, renew the license to operate Isle of Capri Bettendorf, L.C. as a gambling structure, renew the license to conduct sports wagering to Isle of Capri Bettendorf, L.C., and approve the facility's revised security plan included in the application. Commissioner Andres seconded the motion, which carried unanimously.

Chair Olsen called a 5-minute break at 10:42. Meeting resumed at 10:47.

Clarke County Development Corporation/HGI-Lakeside, LLC: David Monroe, General Manager, HGI-Lakeside, LLC and Bill Trickey, Executive Director, Clarke County Development Corporation respectfully requested their licenses be renewed.

Mr. Monroe commented that 2023 was a very challenging year due to weather related issues, including a hail storm that caused over \$8 million in damages. He said that he also felt that 2023 was also a good year in the sense that they built a foundation and gave them some momentum looking forward. As of January 15, 2024, they have expanded casino hours to 24/7. In 2023 they had capital investments of just around \$10 million and they hosted some special events. Their total economic impact on the State of Iowa was just under \$31 million and he said none of this would be possible without their relationship with their QSO partner.

Mr. Trickey stated that since opening 24 years ago, Lakeside has contributed \$23 million to the Clarke County Development Corporation. He discussed the numerous different things they have been able to do with that money and how it wouldn't be possible to do without them. Mr. Trickey commented that Mr. Monroe was his hero the last few years and commended him on his management efforts during the pandemic.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Andres moved to renew the license to conduct gambling games to Clarke County Development Corporation, renew the license to operate HGI-Lakeside, LLC as a moored barge, renew the license to conduct sports wagering to HGI-Lakeside, LLC, and approve the facility's revised security plan included in the application. Commissioner Campbell seconded the motion, which carried unanimously.

Contract: Mr. Monroe presented a contract with Resolve Marine for purchases and maintenance for a stabilization project for the barge.

Chair Olsen asked how the project is going.

Mr. Monroe said it is going well. The boat is stable so no risk there. They are working diligently in trying to find additional water sources. They are entering the season where consumption will go up, but they are at a good place right now.

Commissioner Burkhart commented that this was the same contract that was presented and approved in December.

Mr. Monroe confirmed that is correct and said that they are accounting for a few more changes that are coming up.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to approve the contract as submitted by HGI-Lakeside, LLC. Commissioner Ostergren seconded the motion, which carried unanimously.

Dubuque Racing Association, LTD: Alex Dixon, President, Q Casino and Dubuque Racing Association, Ltd. respectfully requested their license be renewed.

Mr. Dixon said he would not restate what was already presented earlier for Dubuque Racing Association and the contributions that have been made as it was the same organization associated with Diamond Jo Casino and he would focus his attention on Q Casino.

Mr. Dixon said that in 2023, despite a decline in revenue, they were hard at work with a \$100 million casino renovation. He also noted that in April 2024 they will break ground on a new hotel.

Commissioner Campbell asked when the anticipated completion date would be for that.

Mr. Dixon said fall of 2025 is the forecasted completion date.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Ostergren moved to renew the license to conduct gambling games to Dubuque Racing Association, Ltd., renew the license to operate Dubuque Racing Association, Ltd. as a gambling structure, renew the license to conduct sports wagering to Dubuque Racing Association, Ltd., and approve the facility's revised security plan included in the application. Commissioner Campbell seconded the motion, which carried unanimously.

Contract: Mr. Dixon presented a contract with GMA Consulting for a specialty service providing casino gaming analytics and strategy (OSV).

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Andres moved to approve the contract as presented by Dubuque Racing Association, LTD. Commissioner Burkhart seconded the motion, which carried unanimously.

Southeast Iowa Regional Riverboat Commission/Catfish Bend Casinos II, LLC: Rob Higgins, General Manager, Catfish Bend Casinos II, LLC and Justin Pieper, President, Southeast Iowa Regional Riverboat Commission respectfully requested their licenses be renewed.

Mr. Higgins stated he believes they have one of the most unique properties in the State of Iowa. They are proud of the location and the investment they have put into that. In 2023 they had the 2<sup>nd</sup> best year they have had in their company. They will continue to put money into the property in capital investments.

Mr. Pieper commented on the various different projects that they have helped fund and continue to contribute too, as well as all the different events hosted that are incredible for the community, that would not be possible without the funds from their partnership.

Commissioner Burkhart asked them to describe how each entity further distributes the funds back into the community.

Mr. Pieper said the funds that go into Burlington partnership are used for the Burlington community. The city of Keokuk's money flows through the tourism commission and into the city for improvement on the theater and some different projects the city is working on.

Commissioner Campbell questioned if there are 3 boards or just one board that the money flows through.

Mr. Pieper explained that the SIRRC board has general oversight into the distribution of funds, but that the funds are distributed evenly to 3 different communities, Burlington, Fort Madison and Keokuk.

Mr. Higgins said that they have a fantastic relationship with SIRRC and that they have made the changes to split the funds between the 3 communities and it has gone better than anticipated. He believes this is a positive situation and it is moving forward very well.

Commissioner Campbell asked Mr. Higgins to comment on the communication challenges with IRGC staff.

Mr. Higgins said one of the things he really focused on was making sure that anything that takes place in their facility, DCI and IRGC staff are made aware of. One of the challenges they have is that their security group are licensed through the IRGC Commission but they help on the hotel side and entertainment side. They have gotten better at working with their gaming representative so she knows anything that takes place that the security group handles. Everything that takes place at the facility is immediately communicated to DCI and IRGC.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to renew the license to conduct gambling games to Southeast Iowa Regional Riverboat Commission, renew the license to operate Catfish Bend Casinos II, LLC as a gambling structure, renew the license to conduct sports wagering to Catfish Bend Casinos II, LLC, and approve the facility's revised security plan included in the application. Commissioner Ostergren seconded the motion, which carried unanimously.

Grow Greene County Gaming Corporation/Wild Rose Jefferson, L.L.C.: Travis Dvorak, General Manager, Wild Rose Jefferson, L.L.C. and Bob Allen, Treasurer, Grow Greene County Gaming Corporation respectfully request their licenses be renewed.

Mr. Allen stated that he could not be happier with the partnership they have and that partnership takes teamwork and collaboration. Wild Rose Jefferson agreed to increase the percentage, allowing them to share with their neighboring counties. He commented on the numerous different projects they were able to help fund.

Mr. Dvorak gave a brief summary of the past year. He said in 2023 they had records in both gaming revenue and total revenue. He said it was their best year ever. He stated the only low

point was not a lot of interest in off track betting, so they ended that on December 31, 2023. They had an economic impact of \$38 million.

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to renew the license to conduct gambling games to Grow Greene County Gaming Corporation, renew the license to operate Wild Rose Jefferson, L.L.C. as a gambling structure, renew the license to conduct sports wagering to Wild Rose Jefferson, L.L.C, and approve the facility's revised security plan included in the application. Commissioner Burkhart seconded the motion, which carried unanimously.

Clinton County Development Association/Wild Rose Clinton, L.L.C.: Steve Nauman, General Manager, Wild Rose Clinton, L.L.C. and Joel Dieckmann, President, Clinton County Development Association respectfully requested their licenses be renewed.

Mr. Nauman said that 2023 was a great year for them. They saw increases in revenue across the board. He touched on a 3-year facility update they have been working on and what has been done in 2022 and 2023 and what is still to come in 2024. He also said they are the #1 in entertainment facility in the county. He also mentioned that 95.77% of their purchases are from Iowa vendors and their economic impact for 2023 was \$39 million.

Mr. Dieckmann stated that it was a great year and he thanked Steve and his staff for a great partnership and what they have done for the community. He said they have been able to give over \$900,000 in grants to 31 different organizations.

Mr. Nauman commented that he owns property in Alabama and they are looking to open ten casinos. He talked to some legislators in Alabama and told them they need to look at the Iowa model because he feels the Iowa model is a showcase for the country.

Chair Olsen agreed that the Iowa model and the facilities working with the QSO's is the way to go. He said it's just a feel-good meeting and shows how important gaming is to the community.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Andres moved to renew the license to conduct gambling games to Clinton County Development Association, renew the license to operate Wild Rose Clinton, L.L.C. as a gambling structure, renew the license to conduct sports wagering to Wild Rose Clinton, L.L.C, and approve the facility's revised security plan included in the application. Commissioner Burkhart seconded the motion, which carried unanimously.

Contracts: Mr. Nauman presented the following contracts for Commission approval:

- Trane U.S. Inc. – Replace and repair roof top units
- Liebl Marketing Group – Marketing agency for advertisement
- The Printer, Inc. – Printing company for mailers
- Clinton National Bank – Bank services and credit cards

- 7G Distributing LLC – Beer distributor

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to approve the contract as presented by Wild Rose Clinton, L.L.C.. Commissioner Campbell seconded the motion, which carried unanimously.

Palo Alto County Gaming Development Corporation/Wild Rose Emmetsburg, L.L.C.: Steve Cody, General Manager, Wild Rose Emmetsburg, L.L.C. and Brian Bormann, President, Palo Alto County Gaming Development Corporation respectfully requested their licenses be renewed.

Mr. Cody said 2023 was their 2<sup>nd</sup> best year in gaming revenue. He touched on the many different capital improvement projects they have made and said hotel renovations will be started soon.

Mr. Bormann said they have a great working relationship with Wild Rose Emmetsburg. He commented that Mr. Cody attends their monthly meetings, and if he is unable to, someone will come in his place as there is always a member of Wild Rose Emmetsburg at the meetings. The communication has been beneficial to both parties. He also stated that 2023 was a record year for them. He said they received \$2.15 million from Wild Rose Emmetsburg and it was the first time it was over \$2 million.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Ostergren moved to renew the license to conduct gambling games to Palo Alto County Gaming Development Corporation, renew the license to operate Wild Rose Emmetsburg, L.L.C. as a gambling structure, renew the license to conduct sports wagering to Wild Rose Emmetsburg, L.L.C., and approve the facility's revised security plan included in the application. Commissioner Andres seconded the motion, which carried unanimously.

Contracts: Mr. Cody presented the following contracts for Commission approval:

- Black Hawk Roof Company – Repairs to facility & structures following hail storm. Will be reimbursed up to \$298k – insurance.
- USA Security – Surveillance equipment upgrade and yearly maintenance fees

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Campbell moved to approve the contract as presented by Wild Rose Emmetsburg, L.L.C.. Commissioner Ostergren seconded the motion, which carried unanimously.

Upper Mississippi Gaming Corporation/Casino Queen Marquette, Inc.: Robin Corbeil, General Manager, Casino Queen Marquette, Inc. and Dan Kuempel, Executive Director, Upper Mississippi Gaming Corporation respectfully request their licenses be renewed.

Ms. Corbeil started by saying they had a good year, even being closed seven days for flooding. Turnover rate was down 16.2%. They did not spend a lot of money on capital in 2023 due to the planned retirement of the boat, and the construction of the new landside facility.

Mr. Kuempel commented on the county being a very rural county, and they are very fortunate to have a casino there to bring in tourists to help boost the economy. They were able to award around \$625,000 in grants. He is excited about the future and moving the casino to a land-based casino.

Chair Olsen thanked them and said he really enjoyed their presentation.

Commissioner Burkhart asked Ms. Eick if they will need a new contract once they move from the boat to land-based. Ms. Eick said the code doesn't require a new agreement but the parties are working on an updated agreement none the less.

Commissioner Burkhart asked if they are still planning to open the land-based casino in December.

Ms. Corbeil said weather permitting that is the plan.

Hearing no further comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to renew the license to conduct gambling games to Upper Mississippi Gaming Corporation, renew the license to operate Casino Queen Marquette, Inc. as an excursion boat that will not cruise, renew the license to conduct sports wagering to Casino Queen Marquette, Inc., and approve the facility's revised security plan included in the application. Commissioner Andres seconded the motion, which carried unanimously.

**HORSESHOE CASINO:** Mr. Roberts presented the following contracts for Commission approval:

- Hilton – Franchise, royalty and marking fees for Hilton naming rights on hotel
- Sysco – Food supplier

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Burkhart moved to approve the contracts as presented by Horseshoe Casino. Commissioner Andres seconded the motion, which carried unanimously.

**PRAIRIE MEADOWS RACETRACK & CASINO, INC.:** Mr. Palmer presented the following contracts for Commission approval:

- Copy Systems (Banleaco Leasing) – Lease of office copiers
- Groove Technology Solutions – DirecTV service in the hotel (OSV)
- Karl Chevrolet – Vehicles
- Sys-Kool LLC – Water cooling tower service (OSV)

Hearing no comments or questions, Chair Olsen requested a motion. Commissioner Andres moved to approve the contracts as presented by Prairie Meadows Racetrack & Casino, Inc. Commissioner Burkhart seconded the motion, which carried unanimously.

**HEARINGS:**

Bally's Management Group, LLC: Ms. Eick presented the Stipulated Agreement for violations of Iowa Code § 99F.13 and 491 IAC 13.2(10)"c", for late submission of their financial audit. Brett Calapp, Chief Operating Officer, commented on the company going through a lot of changes with staff as well as updating policies and procedures. They are making these changes to get this information to us in a timely manner. They are constantly working on these things and refining to get us what we need.

Chair Olsen requested a motion. Commissioner Burkhart moved to approve the Stipulated Agreement with an administrative penalty of \$15,000. Commissioner Ostergren seconded the motion, which carried unanimously.

BetMGM, LLC: Ms. Eick presented the Stipulated Agreement for violations of Iowa Code § 99F.4(22), for allowing two self-excluded individuals to obtain accounts and wager. The individuals also received promotional contacts. Richard Taylor, Senior Manager, Responsible Gaming, stated they fell short and they are regretful. They take full responsibility for their mistake and have learned and corrected these technical errors.

Commissioner Campbell asked if they are confident this was a technical error.

Mr. Taylor answered in the affirmative and stated they have conducted several tests with different ID's and they run monthly audits to make sure it is working correctly.

Chair Olsen requested a motion. Commissioner Campbell moved to approve the Stipulated Agreement with an administrative penalty of \$20,000. Commissioner Ostergren seconded the motion, which carried unanimously.

Dubuque Racing Association, Ltd: Ms. Eick presented the Stipulated Agreement for violations of Iowa Code § 99F.4(22), for failure to download from the self-exclusion database in a timely fashion. Alex Dixon, President, stated they appointed their first ever compliance manager to align with all the components of compliance. This was human error and therefore they now have three members of their team looking to implement a process for automatic download.

Commissioner Burkhart asked Ms. Eick if she is aware of any violations from the date of this violation.

Ms. Eick said she is not aware of any, and Mr. Dixon agreed.

Chair Olsen requested a motion. Commissioner Andres moved to approve the Stipulated Agreement with an administrative penalty of \$5,000. Commissioner Burkhart seconded the motion, which carried unanimously.



PointsBet Iowa LLC: Ms. Eick presented the Stipulated Agreement for violations of Iowa Code § 99F.4(22), for marketing to 104 individuals on the self-exclusion list. Michael Levine, Director, Senior Regulatory Counsel, they take pride on the responsible gaming measures, including those responsible marketing measures.

Commissioner Ostergren asked what has been done to make sure this doesn't happen again.

Mr. Levine said the short answer is that they have fully migrated the PointsBet platform to the Fanatics platform. It's a different marketing program and self-exclusion platform across the board so if they are self-excluded in one state they are self-excluded here as well. They monitor this on a daily basis so that no individual that has opted out or is on the self-exclusion list will get their mailers.

Chair Olsen requested a motion. Commissioner Ostergren moved to approve the Stipulated Agreement with an administrative penalty of \$10,000. Commissioner Campbell seconded the motion, which carried unanimously.

**PUBLIC COMMENT:** There were no public comments.

**ADMINISTRATIVE BUSINESS:**

Review of Year-to-Date Economic Impact Reports: Ms. Eick advised Iowa Code requires that a substantial amount of all resources and goods used in the operation of the casinos emanate from or are made in Iowa, and that a substantial amount of all services and entertainment are provided by Iowans, which is why the Commission focuses on the utilization of Iowa vendors when they are reviewing the contracts presented for approval. Ms. Eick reported that \$1.3 billion was spent in calendar year 2023 with Iowa vendors, or 90.98% of all spending by the casinos. If items that are not available in Iowa such as slot machines and related products are excluded, the spend with Iowa vendors is 94.87%.

Approval of Iowa Race Horse After Care Fund: Ms. Eick advised there is \$14,458 available for distribution. Ms. Eick stated there was one application for the funds, Hope After Racing Thoroughbreds (HART), which met the requirements and requested approval of the distribution of funds to HART.

Hearing no comments for discussion, Vice Chair Olsen requested a motion. Commissioner Andres moved to approve the distribution of the Iowa Race Horse After Care Fund to Hope After Racing Thoroughbreds. Commissioner Campbell seconded the motion, which carried unanimously.

Notice of Horse Racing Promotion Fund: Ms. Eick advised there is \$1,939.80 available in the Horse Racing Promotion Fund. Qualified applicants should submit their request for the funds to the Des Moines Commission office by 3:30 PM on April 3, 2024.

Notice of Purse Amounts pursuant to Iowa Code § 99F.6(4)a(3): Ms. Eick announced the purse amounts for the racing industry for 2024 as reported by Prairie Meadows are as follows:

- Thoroughbreds - \$19,178,928.89
- Quarter Horses - \$3,848,414.33
- Standardbreds - \$2,208,106.58

Any questions regarding the calculations should be directed to the Commission office or Prairie Meadows.

**ADJOURN**: Chair Olsen adjourned the meeting at 11:55 AM.

MINUTES TAKEN BY:

  
CHANTELLE ARMINTROUT