

**Public Hearing Testimony of Ted Taylor, President, Sportech Venues, Inc.**

**Raised House Bill 5168: An Act Authorizing Sports Wagering in the State.**  
**March 3, 2020**

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Co-Chairmen Bradley and Verrengia and distinguished Members of the Public Safety and Security Committee; thank you for the opportunity to address you today on a topic crucial to our employees, vital to our Connecticut business and demanded by our customers. I refer to raised Bill 5168.

I am Ted Taylor, President of Sportech Venues, and with me today are Richard McGuire, CEO of Sportech PLC, our parent company, and Rich Pingel, our Chief Legal Officer. We are all based at Sportech's North American headquarters in New Haven.

Numerous representatives of Sportech, myself included, have come before this Committee before to convey a history of what we do, our State investment and job creation over the years, and more recently, but critically, our credentials as a provider of regulated betting throughout the State where we are the **only operator** currently licensed to take online bets.

Illegal Sports Betting is happening right now and we are already nearly surrounded by states that have legalized it, posing significant challenges to the interests of all licensed gaming operators here.

We view this legislative session as a critical juncture for the gaming industry in Connecticut and an opportunity to permit local operators – existing partners of the State for many years – the right to compete effectively against those illegal markets and the surrounding states.

It's important to note that fixed odds Sports Betting is very different from the existing types of gaming approved here. It's an exceptionally competitive environment where the provider 'sets the odds' – basically decides the price of their goods – to attract customers and compete effectively. We therefore support raised Bill 5168, which provides the right for the Tribes, the Lottery, and Sportech to conduct Sports Betting online and offline competitively and create a very successful marketplace for the State AND for consumers.

It also separates the issue from any wider casino expansion debate, as the two opportunities are very different with separate challenges.

Sportech has considerable experience as a global provider of gaming solutions and we have consistently highlighted the importance of the online component of Sports Betting. Since the repeal of PASPA in 2018, this has proven to be the case and online channels are dominant. In New Jersey, the most successful ‘new’ state to enable Sports Betting, online activity represented an average 84% of their 4.7 billion-dollar handle in the last 12 months.

A Sports Betting license should be online first and foremost with some limitation around the number of physical venues across the State.

In summary, we support Raised Bill 5168 as it:

- reduces the attraction of the illegal market;
- provides incremental revenue for the State;
- provides competitive entertainment for consumers;
- recognizes the critical online component;
- and it supports existing investment, jobs, and businesses by providing equal Sports Betting licensing to all existing State gaming operators.

Thank you for your time and for the opportunity to address the committee today.

We welcome any questions.

Ted Taylor, President  
Sportech Venues, Inc.  
[Ted.Taylor@sportech.net](mailto:Ted.Taylor@sportech.net)