

## A Message from the President

A good friend of mine is an avid blogger, so I frequently receive from him messages and posts he finds all over the Internet. Many of those messages I discard right away. After all, I have no desire to pay good money for dubious contraptions to improve the gas mileage in my older F-150 pickup truck.

However, one of my friend's recent messages caught my attention. The header read "Disrupt or Be Disrupted" and as best as I can figure, authorship was attributed to a fellow by the name of Charles Hugh Smith. The basic premise of the article was that every sector and industry that spends energy avoiding being disrupted becomes "a fatter target for disruption."

To illustrate his point, the author cites higher education as an example. He argues that colleges and universities have maintained a historical lock on credentialing and accreditation –what he calls the signaling value of a college diploma. He goes on to say that the mushrooming student loan debt –by his account an estimated \$1.3 trillion in the US alone– and the administrative bloat of higher education can no longer be ignored and have made that sector a perfect target for massive technological disruption. Which I presume is one of the reasons for the exploding popularity of



Andres Alvarez  
NAGRA President  
2014/2015

online training programs. Other bloated sectors he mentions include healthcare and the military-industrial complex.

With respect to education, the author makes the case that employers should rightfully expect more than an "increasingly worthless signal" and should instead be offered an accreditation of each individual's actual skills and knowledge. This particular passage in the article resonated loudly with me, as I thought it described in practical terms what NAGRA envisions providing to our members through our credentialing program.

As I mentioned in a previous newsletter, participants who complete all prescribed modules in the program would receive a credential that we would like to call "Executive Gaming Certificate." The syllabus for the various modules will be constructed along recognized best practices, such as the various standards adopted

by CSGI (Committee for Securing Gaming Integrity). When you have some time, please visit [www.csgi.org](http://www.csgi.org) (you can do this at work, don't worry, it's work-related) and select "Standards Repository." You will then get a sense for the breadth and scope of the standards that have been voted into the repository, as well as the rigorous process by which all proposed standards are vetted.

I submit to you that NAGRA's credentialing initiative is itself a disrupting force within the context of the article I mentioned earlier. While our annual conference should rightfully continue to be the cornerstone of our networking

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## Want to Contribute?

Have an idea for an article for the NAGRA News? Would you like to contribute an article? Send in your idea today. Please include your name, agency, phone number and email address. Any member updates or insights into the industry make for great content! We appreciate your contribution.

Articles can be sent via email to Kelli at [kellim@ewald.com](mailto:kellim@ewald.com).

## 2015 Newsletter Schedule

### Summer:

Call for News: July 1

Content Due: August 1

Newsletter Emailed: August 15

### Autumn:

Call for News: October 1

Content Due: November 1

Newsletter Emailed: November 15

## About NAGRA

NAGRA brings together agencies that regulate gaming activities and provides them a forum for the mutual exchange of regulatory information and techniques. Collecting and disseminating regulatory and enforcement information, procedures, and experiences from all jurisdictions provides ongoing gaming education and training for all members.

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*President's Message continued from page 1.*

and training initiatives, I believe we cannot afford to let stagnation in our education and outreach strategy erode NAGRA's continued relevance in our sector.

The upcoming 2015 NAGRA Annual Training and Education Conference at The Inverness Hotel and Conference Center, in Denver, Colorado, from June 15-18, will be a great opportunity to hear your thoughts on the credentialing initiative as well as your ideas on how to increase our relevance as an association.

So, to those of you who registered for the conference already, thank you very much for your support. To those of you who are putting off registration until the last minute, don't delay. There are still a few rooms available with a magnificent view of the Rockies but they will be going quick.

Visit NAGRA's website at [www.nagra.org](http://www.nagra.org) for conference registration information.

See you in Denver!!

Andres Alvarez  
Director, Division of Consumer Protection  
VA Dept. of Ag. & Consumer Services

## 2014/2015 Board of Directors

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## Attention all NAGRA Members

The 2015 NAGRA Business and General Membership Meeting will take place at the Annual Training & Education Conference in Denver, CO, on Thursday, June 18, 2015, at 2:15 pm.

**NAGRA**  
NORTH AMERICAN  
GAMING  
REGULATORS ASSOCIATION

1000 Westgate Drive, Suite. 252  
St. Paul, MN 55114  
P: 651.203.7244  
F: 847-447-1150  
[www.nagra.org](http://www.nagra.org)  
[info@nagra.org](mailto:info@nagra.org)



**Housing Rates Close May 24**

**Attendee Registration Open**

**Sponsorship & Exhibitor Opportunities Remain Available**

## Register Today!

The 2015 NAGRA Training & Education Conference is a unique professional development event that brings together representatives from every corner of the gaming sector for the purpose of learning and discussing the latest industry developments, policy trends, and regulatory updates affecting the US, Canada, and European gaming markets. By providing a full array of plenary and breakout sessions presented by dynamic experts in their respective fields, the conference will offer attendees multiple opportunities to expand their knowledge base as well as their professional networks.

## Conference Session Highlights

### General Sessions

- The Present and Future of Gaming*  
Presenters: Faisal Kahn and Andrew Smith
- Introducing the Committee for Securing Gaming Integrity (CSGI)*  
Presenter: Craig Durbin
- Due Diligence: Vendor Background Investigations*  
Presenter: Peter Maheu
- Electronic and Video Sweepstakes*  
Presenters: Kimberly Kiplin and Richard Williamson
- Emerging Issues in Virtual Currency Regulation*  
Presenter: Lawrence G. Walters, Esq.
- Int'l Association of Gaming Regulators (IAGR)*  
Presenter: Birgitte Sand
- Poker as a Game of Skill: What Skills are Required?*  
Presenter: Patrick Fleming
- Responsible Gambling Best Practices: Upping the Ante*  
Presenter: Sue Birge
- iGaming Implementation- A Regulator's Experience*  
Presenter: Tom Mungham
- iGaming in NJ - Lessons Learned*  
Presenter: Michael Cohen and John Hindman

### Pre-Conference Training

- Protecting the Games*  
Presenter: Martin Kerr

### Breakout Sessions

- Grey Games*  
Presenter: Michael Capen
- Real Time Gaming Data*  
Presenter: Rod Rickenbach
- Rebooting Mobile Gaming*  
Presenters: Gary Danger and Jon Weaver
- Historical Horse Racing*
- Electronic Licensing*  
Presenters: Greg Lesikow and Mike Menefee
- Inventory Tracking System*  
Presenters: Mary Gleason and Sara Pearson
- Forensics in Gaming*  
Presenter: Faisal Kahn
- Technology Based Threats*  
Presenter: Ken Koch
- Geolocation*  
Presenter: Jeff Allyn and Rod Rickenbach
- RFP's, Contracts, and Vendors*  
Presenter: Ken Koch
- Gaming Coach for CG*  
Presenter: Michael Menefee

Conference information continued on next page

## Conference Room Rates End May 24!

### Host Hotel

The Inverness is a AAA four-diamond, inviting suburban hotel and conference center with a remarkable array of leisure amenities. Reflecting an authentic and comfortable Colorado style, The Inverness distinguishes itself with the region's more technologically advances, IAAC-accredited meeting facilities, richly appointed guest rooms, a full-service spa and fitness center, 18 holes of championship golf, indoor/outdoor swimming, five distinctive dining and beverage options and more...



#### The Inverness Hotel & Conference Center

200 Inverness Drive West  
Englewood, CO 80112 USA  
<http://www.invernesshotel.com/>

#### Online Room Reservation:

Click here to make online room reservations.  
P: +1 (303) 397-6400 or +1 (888) 958-8036  
Please indicate you are with the NAGRA Annual Conference.

**Rooms are available for booking until May 24, 2015.**

#### Room Rate:

\$156.00 single/double occupancy

## Welcome to Denver – The Mile High City

### Visit Denver

Welcome to Denver – The Mile High City – where a thriving arts and cultural scene, 300 days of sunshine, stunning natural beauty and urban adventure combine for the world's most spectacular playground. A vibrant outdoor city near the Rocky Mountains, Denver is as laid-back as it is sophisticated. It's a place where engineers rub elbows with rock climbers at local brewpubs, at art festivals, or while strolling along downtown's 16th Street pedestrian mall. Free shuttles give visitors quick access to world-class art and culture, wine bars, restaurants, nighttime entertainment and live music in Larimer Square or historic LoDo. Upscale shopping awaits in Cherry Creek, while Denver's seven professional sports teams entertain year-round. Denver's 850 miles of paved biking and walking paths, the largest of its kind in the country, connect to unique attractions, parks and diverse neighborhoods. One trip is all it takes to fall in love with this great city. [VISITDENVER.com](http://VISITDENVER.com).



## Sponsorship & Exhibitor Opportunities

### Sponsorship Levels

	Trade Affiliate Members	Non-Members
Platinum	\$6,000	\$7,500
Gold	\$4,800	\$6,000
Silver	\$2,400	\$3,000
Bronze	\$1,200	\$1,500
Exhibitor	\$ 400	\$ 500

Click here for the 2015 Sponsorship/Exhibitor Prosectus.

To register online as a Sponsor/Exhibitor,

Click or copy and paste the following URL into your browser's address bar:

<http://www.nagra.org/events/Sessions.aspx?id=603297>

## Gambling and the Law®: Gambling Games of the Future

Every single form of legal gambling was invented in the 19th Century, except bingo. You know your industry is in trouble if the most current product you offer your 21st Century patrons is bingo.

Of course there have been technological developments. But these have been evolutionary, not revolutionary. Slot machines, for example, have evolved from the purely mechanical, to electro-mechanical, to server-based and other pure computerized versions. With three mechanical reels and only ten stops per reel, the maximum jackpot could be only \$1,000, and that would be with a 100% payout to the player. Virtual stops and linked machines allowed gigantic jackpots. This was especially important with the proliferation of state lotteries, for casinos could offer life-changing prizes without players having to wait for days for the numbers to be drawn.

But the slot machine games remained overwhelmingly the same. Instead of three mechanical spinning reels, the vast majority of slot machines have five simulated spinning reels, usually with large "Q"s and "K"s, in homage to video poker. More interesting variations have been tried, but they have not been widely successful. Perhaps that is because slot machines are primarily played by people, more women than men, over 40, who don't want to have to learn new, complicated games.

Meanwhile, Millennials hate slot machines. The comment I hear most often from people under 35 when I ask them about casinos is, "Slot machines are stupid." [>>Read More.](#)

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## Michigan Gaming Updates

### Michigan's Battle over Internet Sweepstakes Cafés Continues

By Donald S. McGehee, Division Chief, Alcohol and Gambling Enforcement Division  
Michigan Department of Attorney General

Michigan Attorney General Bill Schuette, Executive Director Rick Kalm of the Michigan Gaming Control Board (MGCB), and the Michigan State Police (MSP) have worked diligently since 2011 to close down illegal Internet sweepstakes cafés, otherwise known as pop-up casinos. In total, over 65 such businesses have been closed in Michigan through law enforcement action. In some cases, civil lawsuits were filed by the cafés challenging law enforcement's authority, and in other cases property seizures occurred resulting in criminal charges against the café operators and owners. All of the civil lawsuits brought by the cafés failed and were dismissed per the State's motion.

Internet sweepstakes cafés have a long and protracted history, first popping up in the South about 2005. They quickly expanded throughout the South, Midwest and some western states, including Utah and as far as Hawaii. It is estimated that over 5,000 of these pop-up-casinos opened in more than 20 states over the last decade.

[>>Read More.](#)

### Roseville police find illegal gambling at tanning salon

The Detroit News, March 18, 2015, by Tom Greenwood

Roseville — The bake was fake but the arrest was real.

The owner of a tanning salon has pleaded guilty to maintaining a gambling establishment after police found 43 video gambling computers at his place of business.

Ammar Victor Kattoula admitted in 39th District Court that he operated an illegal gambling cafe out of the Island Vibe Tanning salon, located at 30045 Utica Road.

"They weren't the old traditional one-armed bandit type of machines," said Chief James Berlin. [>>Read More.](#)



# PRESS RELEASE

FOR IMMEDIATE RELEASE  
CONTACT: Craig Durbin – Chair, CSGI  
Phone: 503-540-1000  
craig.durbin@state.or.us

## **Committee for Securing Gaming Integrity Approves Best Practices for Central Repository**

**March 26, 2015** - The Committee for Securing Gaming Integrity (CSGI) is pleased to announce it has approved five Best Practices for inclusion within its centralized repository.

This important milestone enables CSGI to offer a one-stop shop for regulators, auditors, and gaming professionals.

Accepted submissions from its recent annual meeting include: AGA's Best Practice for Anti-Money Laundering Compliance, the Payment Card Industry (PCI) Data Security Standard, Gaming Laboratories International GLI-11 V2.1 Gaming Devices in Casinos, GLI-19 V2.0 Interactive Gaming Systems, and GLI-23 V1.0 Video Lottery Terminals.

CSGI is currently accepting best practices and technical standards from around the global gaming industry. To begin, each interested entity should submit its proposed standard electronically to CSGI through the website. Once a standard, regulation or protocol is brought before the Committee, a call for recognition vote is taken twice a year. Votes are conducted in fall via teleconference and again during the annual board meeting held in Las Vegas during the spring. Upon recognition, the recommended technical, regulatory standard or protocol will be placed into the CSGI repository.

**About the CSGI** – The Committee for Securing Gaming Integrity (CSGI), through a common voice, will serve the fairness, integrity, security and honesty of gaming by the recognition of industry technical, regulatory and protocol standards. The CSGI provides a common recognition of regulatory standards and protocols within the industry.

**CSGI Members include** – North American State and Provincial Lotteries (NASPL), North American Gaming Regulators Association (NAGRA), GTECH S.p.A, The International Masters of Gaming Law, Central Account Management System (CAMS), BMM Testlabs, Gaming Laboratories International (GLI) and the British Columbia Gaming Policy and Enforcement Branch.

**Member Benefit** – Participate on the CSGI and your organization will be part of a powerful voice on the recognition of standards used in the gaming industry, thereby making the industry safer and stronger. The CSGI is a standalone entity having no reporting obligation to any organization or industry association. As such, the CSGI will not be an association, allowing neutrality for each participating entity to only represent its own association. CSGI is currently accepting new committee chairs and there is no cost to join. Charter agreement and member duties can be found on the website: <http://www.csgi.org>.

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