



March Problem Gambling Awareness Month

February 9, 2024

Presenters:

Jasmine Countess, Responsible Gaming Director, Maryland Lottery and Gaming Control Agency

Chrissy Thurmond, Head of Responsible Gaming Relations, DraftKings Heather Eshleman, MPH, Prevention Manager, Maryland Center of Excellence on Problem Gambling

Objectives

- Learn the history of Problem Gambling Awareness Month (PGAM) and why it is important to raise awareness.
- Learn about the collaboration and responsible gambling strategies of the Maryland Lottery and Maryland Alliance on Responsible Gambling (MARG).
- Learn how DraftKings promotes PGAM and responsible gambling.
- Learn about materials in the Center's Problem Gambling
 Awareness Month toolkit that you can use in your workplace and
 community to raise awareness of problem gambling and
 resources for help.

MARCH is PROBLEM GAMBLING AWARENESS MONTH (PGAM)

- A national grassroots campaign created and sponsored by the National Council on Problem Gambling (NCPG) (www.ncpgambling.org)
- 2024 is the 20th year for this event
- Began as a way to engage the Gaming Industry (state Lottery and Gaming agencies) in a concentrated responsible gambling campaign
- Now expanded as a campaign for all mental health and behavioral health organizations nationally
- Focus is to bring awareness to communities about problem gambling and gambling addiction

Why is Raising Awareness During PGAM Important?

- A Gambling has risks and can become an addiction for some, similar to alcohol or drug addiction, disproportionately affecting those with mental illnesses, minorities, veterans, youth/young adults, etc.
- Approximately 4% of Maryland adults have a gambling problem (Tracy and Brown, 2022)
- Maryland residents need to know of free resources for gambling help (1-800-GAMBLER, no cost treatment, free printed materials, prevention grants, etc.)
- A Gambling problems can be identified early through screening and/or self assessment tools.
- Gambling has expanded in Maryland and in the United States at a rapid pace over the last 10-15 years. Most recently with in-person and mobile sports betting.

Maryland Lottery and Gaming Control Agency

Jasmine Countess, Responsible Gaming Director

YOU'RE ALWAYS A WINNER WHEN YOU PLAY RESPONSIBLY.



For help, call
1-800-GAMBLER

Responsible Play

SUSTAINED COMMITMENT

Responsible Gambling is an *integral* part of Maryland Lottery and Gaming's daily operations.

Responsible gambling (RG) is interwoven in <u>all</u> aspects of our operations, from advertising and marketing, to employee training. We also support research and public awareness of responsible gaming.



Organizational Goals

The MLGCA's primary responsible gambling goals are to:

- Boost player awareness of the RG resources available in Maryland.
- Increase the public's gambling literacy.
- Develop an informed and engaged employee and retailer workforce.
- Engage in and leverage research to improve our business practices.
- Dedicate sufficient resources in support of responsible gambling.
- Responsibly raise revenue for the State of Maryland, \$1.5
 billion in FY 2023



Promoting Problem Gambling Awareness Month

Strategies

- ✓ Social media messaging
- ✓ State Proclamation
- ✓ Press Release
- ✓ Collaboration within the Maryland Alliance on Responsible Gambling



This March, have a conversation with someone who has been there...



For most, gambling can be fun. But for some, gambling can get out of control. Take the action to call and have a conversation with a *Peer Recovery Support Specialist* who can help you or a loved one navigate resources and remove barriers on the road to recovery from gambling problems.

If gambling is causing problems for you or anyone you know, call or text the Maryland Helpline 1-800-GAMBLER (1-800-426-2537) or scan the QR code below or visit www.helpmygamblingproblem.org











Understand your odds of winning.

Be a low-risk player by knowing what your statistical chances are of winning. It's easy to check. Just visit these games page links:

- Powerball
- · Mega Millions
- · Cash4Life
- · Multi-Match
- · Pick 3 / 4 / 5
- · Bonus Match 5
- Keno
- Racetrax



Only spend within your limits.

Stick to your previously set spending and loss limits, no matter how good or bad your luck is that day.



These are games of chance—not

There are no special methods, secrets, or abilities that will make you better at playing the lottery. Winning is a matter of random chance and purely the luck of the draw.

Source: Responsible Gambling Council, responsiblegambling.org

- What are the Warning Signs?
- Voluntary Exclusion Program
- Additional Resources



Annual Proclamation of Problem Gambling Awareness Month





Maryland Alliance on Responsible Gambling (MARG) Collaboration

- Development of a QR Code by Center of Excellence
 - Joint Press Release
 - Revamping RG materials
 - Education Efforts

If gambling is causing problems for you or anyone you know, call or text the Maryland Helpline 1-800-GAMBLER (1-800-426-2537) or scan the QR code below or visit www.helpmygamblingproblem.org

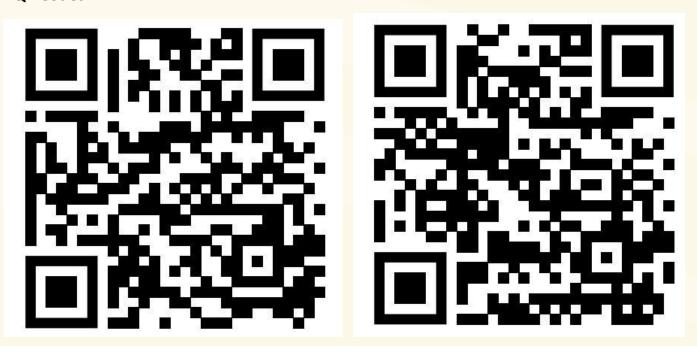


The Maryland Center of Excellence on Problem Gambling





QR Codes



https://helpmygamblingproblem.org/

https://www.mdgamblinghelp.org/







Before





1-800-GAMBLER or visit mdgamblinghelp.org

410-230-8800 or visit mdgamblinghelp.org



After







MOBILE BETTING ON YOUR FAVORITE SPORTS?

If you are 21+ and physically present in Maryland it is legal to sports bet

BEFORE YOU JOIN THE EXCITEMENT OF SPORTS BETTING CONSIDER THESE TIPS ..

TIPs for Safe Mobile Sports Betting

- Only bet through Licensed operators
- Educate yourself on betting terminology, how to read stats, types of bets and odds of winning
- . Set limits on wagers, time spent, deposits, and losses
- · Want to block gambling sites? Use BetBlocker or GamBan
- . Bet what you can afford to lose, for entertainment, not to win money
- . Want to self-exclude from mobile betting? The Voluntary Exclusion Program is available
- To make clear decisions, avoid alcohol use while gambling

Signs of a Gambling Problem.



Always thinking of betting



Chasing losses



Unable to take a break



Lying about gambling



Using gambling to cope ·

Using more than planned or borrowing money

If some of these signs apply to you or a loved one, help is available ...

SCAN HERE







2023/2024 MARG Initiatives

- Translation of MARG blue cards to Spanish, Korean, Vietnamese, and Chinese.
- Placement of peer recovery support cards at all entrances of the six casinos in Maryland.
- More 1-800-GAMBLER signage in smoking areas.
- More 1-800-GAMBLER signage in casino bathrooms.





Items with at star are complete or partially implemented.



Maryland Alliance on Responsible Gambling (MARG) Website



https://www.mdgamblinghelp.org/

















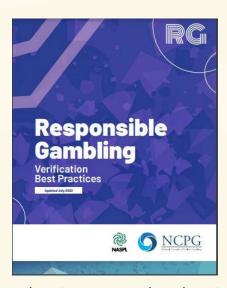
2023 Training

REMEMBER: RECOVERY IS POSSIBLE RECOVERY IS POSSIBLE AND TREATMENT/SUPPORTS ARE EFFECTIVE. HELP AND HOPE ARE AVAILABLE.



Comprehensive Promotion of Responsible Gambling

Responsible Gambling





Planning, Research, Advertising, Employee Training, Player Education, Retailer Training, Product Oversight, and RG Resources



DRAFTKINGS PGAM ENGAGENTENT 2024

PREPARED FOR MARYLAND PGAM WEBINAR, FEBRUARY 9, 2024



OVERVIEW & OBJECTIVES - 2024

What is PGAM?

Problem Gambling Awareness Month or "PGAM" takes place every March as an initiative of the National Council of Problem Gambling and its stakeholders.

DraftKings 2024 PGAM objectives

- Continue to position DraftKings as a leader in RG
- Elevate our RG partners, including the National Council & the state councils
- Drive awareness of the State Council Fund
- Additionally, support others' work in the RG sphere: AGA,
 Cambridge Health Alliance, Leagues etc.
- Engage employees via trainings, quizzes and employee highlights,



DRAFTKINGS AFFILIATIONS/RESEARCH FUNDING AND TOOLS & RESOURCES

AFFILIATE RELATIONSHIPS

American Gaming Association (AGA)

- Sports Wagering Code of Conduct
- RG Campaign: Have a Game Plan, Bet Responsibly
- Responsible Gaming Education Month (RGEM)

National Council on Problem Gambling (NCPG)

- Responsible for 1-800-GAMBLER
- RG Campaign: responsibleplay.org
- Problem Gambling Awareness Month (PGAM)

iDEA Growth (Development and Economic Association)

State Council Funding Program

 Provide funding for RG State Councils across the US

RESEARCH FUNDING

Cambridge Health Alliance, Division on Addiction (CHA/DOA)

 Having a long standing relationship with one of the preeminent academic research organizations in the world positions DraftKings as pioneering contributor to RG knowledge expansion

International Center for Responsible Gambling (ICRG)

 Supporter of the Sports Wagering Fund

Kindbridge Research Institute (KRI)

Funding a project that recognizes the lack of comprehensive research and researchers for veterans and problem gaming. It also demonstrates DraftKings' commitment to support evidence-based research

TOOLS/RESOURCES

BetBlocker

Free blocking tool

CHA/DOA

- Toolkits
- RG Screening Day
- Resource Articles

EPIC RISK MANAGEMENT

Lived experiences trainings

Gamres

Positive Play Scale

KIndbridge Behavioral Health (KBH)

 SE players access to clinical services

Responsible Gaming Council (RGC)

DraftKings U.S. and Canada (ON) business operations successfully accredited



CAMBRIDGE HEALTH ALLIANCE, DIVISION ON ADDICTION (CHA/DOA)





In 2014 CHA/DOA launched Gambling Disorders Screening Day (GDSD)

 This event has gained international recognition among public health stakeholders, researchers, industry partners and treatment organizations

In 2023 DraftKings supported CHA's expansion of their resources by translating them into to languages:

• Spanish and simplified Chinese

In 2024 DraftKings will support GDSD by:

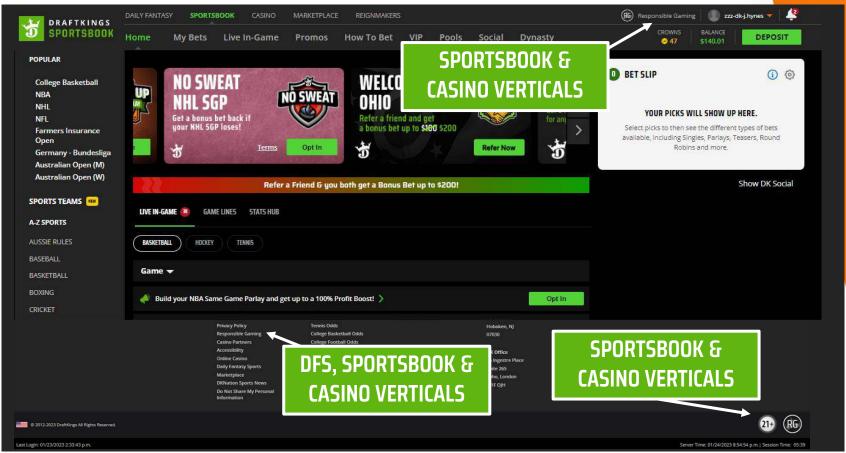
- Translating GDSC Screening procket screener cards into three additional languages
 - Vietnamese, Portuguese, and Haitian Creole
- Print and freely distribute material to clinical partners and community-based organisations across the nation for GDSD 2024



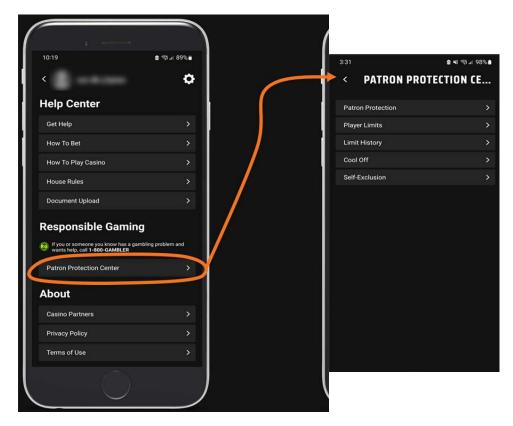
Pictures 3 and 4. Picture 3 (left) depicts a Screening Day post from the DraftKings Life Facebook account.

Picture 4 (right) depicts a Screening Day tweet from the DraftKings News Twitter account.

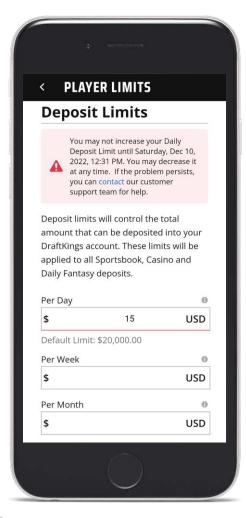
PLATFORM TOOLS & RESOURCES: DESKTOP



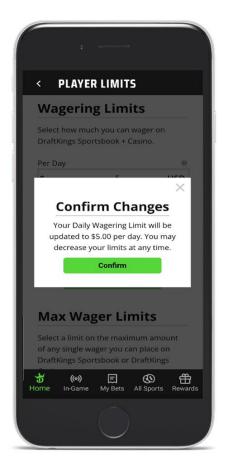
PLATFORM TOOLS & RESOURCES: MOBILE



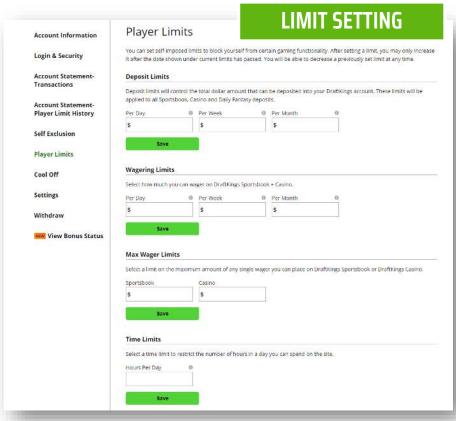


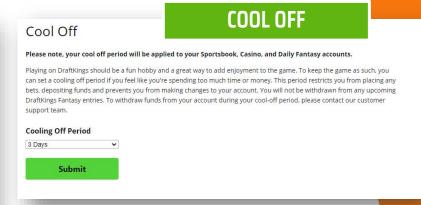


LIMIT SETTING TOOLS



PLATFORM TOOLS & RESOURCES: WHAT WE OFFER





Self Exclusion

Please note, your self-exclusion period will be applied to your Sportsbook, Casino, and Daily Fantasy accounts

At DraftKings, we bring fans closer to the games they love by adding the fun and thrill of competition. To keep the game as such, consider self-exclusion if you feel like you're spending too much time or money. Self-exclusion allows you to set a time frame during which you will be excluded and banned from participating on the website and app. After you successfully self-exclude, you will be logged out immediately after submitting the form. Please see our Responsible Gaming page for more information on selfexclusion.

By filling out this form, you will be self-excluded from all DraftKings products in all locations. You may also submit a self-exclusion with the state of Ohio. More information on how to do that can be found he

SELF EXCLUSION

COOL OFF

Cool Off

Please note, your cool off period will be applied to your Sportsbook, Casino, and Daily Fantasy accounts.

Playing on DraftKings should be a fun hobby and a great way to add enjoyment to the game. To keep the game as such, you can set a cooling off period if you feel like you're spending too much time or money. This period restricts you from placing any bets, depositing funds and prevents you from making changes to your account. You will not be withdrawn from any upcoming DraftKings Fantasy entries. To withdraw funds from your account during your cool-off period, please contact our customer support team.

Cooling Off Period 3 Days **Submit**

DURATION: 3 days to 4 weeks

SELF EXCLUSION

Self Exclusion

Please note, your self-exclusion period will be applied to your Sportsbook, Casino, and Daily Fantasy accounts

At DraftKings, we bring fans closer to the games they love by adding the fun and thrill of competition. To keep the game as such, consider self-exclusion if you feel like you're spending too much time or money. Self-exclusion allows you to set a time frame during which you will be excluded and banned from participating on the website and app. After you successfully self-exclude, you will be logged out immediately after submitting the form. Please see our Responsible Gaming page for more information on selfexclusion.

By filling out this form, you will be self-excluded from all DraftKings Products in all locations. If you Self-Exclude in Connecticut, you will be prohibited from any online gaming and retail sports wagering in the state. For more information, visit the Department of Consumer Protection's website to sign up for a lifetime exclusion - www.ct.gov/selfexclusion. The CT self-exclusion list is maintained by the Connecticut Department of Consumer Protection. To be removed from the self-exclusion list, you must request removal at www.ct.gov/selfexclusion.

Exclusion Period	Personal Information	Signature & Acknowledgment
Period of Exclusion: O 1 Year O 5 Years		
Continue		

LOGGING IN DURING COOL OFF, EXCLUSION OR BAN

These decisions are irrevocable.



Account Locked

Your account is currently locked. You will be unable to login, deposit or take additional action on your account at this time. For more information regarding your account status or assistance withdrawing existing funds please contact our customer support team.

Contact Us

State Council Funding Program

What is the Council Fund?

In Fall 2021, DraftKings approved an unprecedented \$1,575,000 responsible gaming initiative providing multi-year financial commitments to U.S. state problem gambling councils and affiliates of the National Council on Problem Gambling (NCPG), officially launching early in 2022. This pledge began critical funding to support the work of these grassroots nonprofit organizations. DraftKings hope is that this first-of-its-kind initiative will encourage other U.S. operators to join in and support the efforts of these amazing organizations.

·····Council Fund Metrics·····

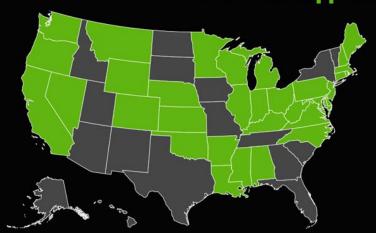




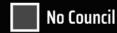


Total Funding Commitment

····· National Support ·····









STATE COUNCIL FUND TESTIMONIES

Maryland Council on Problem Gambling

"Created 10 infographics to utilize as part of the marketing campaign and added to our current website. Additionally, funding was utilized to increase our capacity to do outreach in our service areas."

Mississippi Council on Problem and Compulsive Gambling

"The funding from DraftKings has impacted MCPCG by providing funds to update our website and to provide text and chat as part of our helpline services."

Connecticut Council On Problem Gambling

"We were able to promote our Helpline number at local sports venues and on college campuses."

Evergreen Council on Problem Gambling

"Great support for a very impactful first Washington State Sports Betting Responsible Gaming Awareness Campaign."

STATE COUNCIL FUND TESTIMONIES

Problem Gambling Network of Ohio

"PGNO went through a needs assessment and strategic planning process a little over a year ago. DraftKings funds supported the facilitator to lead the process, which has resulted in the first formal strategic plan in the history of the organization. The plan outlines specific goals for our agency as a whole, as well as our board of directors. One of the board-specific goals was creating a larger and more diverse Board of Directors. Since that time we've added three new board members and are continually working on other areas.

We greatly appreciate DraftKings' support and can say this funding has led to a stronger and more impactful PGNO."

Connecticut Council On Problem Gambling

"We were able to promote our Helpline number at local sports venues and on college campuses."

Indiana Council on Problem Gambling

"The funds that were provided were used for advertising and to offset the cost of speakers at our free conferences. The advertising cost was for a video that was streamed on several different sites and we received a report on the number of impressions and clicks. This information will be used to show how sports betting is affecting Indiana. As for the conference, while I receive some funding from the State to continue to offer free conferences, with rising costs the funding is not enough."



KINDBRIDGE BEHAVIORAL HEALTH



DraftKings is one of the first operators to engage with KBH in providing self-excluded players with a "soft handoff" to a clinical group, Kindbridge Behavioral Health, allowing direct access to a service provider focusing specifically on gambling disorders

Kindbridge provides unparalleled access to expert counseling and treatment for problem gambling, gaming, and other serious mental health conditions.

The platform brings multiple elements of the care continuum into a single, easy to access virtual clinic.

Clients have immediate access to:



comprehensive diagnostics tools



analysis of results with a clinician



diagnosis confirmation



recommended care plan



EXAMPLE MESSAGES: EMAIL









EXAMPLE MESSAGES: UNDER 25 ONBOARDING EMAIL

All players under 25 receive targeted CRM sends: Day 3 of new player onboarding, Day 14 new player onboarding & bimonthly thereafter.







Day 3 - new player email - general tips

Day 14 - new player popup - mythbusting

Bimonthly popup - general tips



EXAMPLE MESSAGES: SOCIAL

- A minimum of 2x a week posts on social
- Additional posts during Problem Gambling Awareness Month & Responsible Gaming Education Month
- DK "Practice Safe Bets" Campaign







EXTERNAL ENGAGEMENTS & RESEARCH



PROGRAM CONSULTATION

vahoo/finance | search for news, symbols or companies

Q Sign in

DraftKings and Division on Addiction at Cambridge Health Alliance to Pioneer Comprehensive Responsible Gaming **Program**



DraftKings Announces \$1 Million+ Responsible Gaming Initiative Providing Multi-Year Financial Commitments to State Problem Gambling Councils

Program Open to the 35 State Problem Gambling Councils, with Councils Having Broad Discretion on How the Money is Best Allocated to Further Responsible Gaming

January 20, 2022 07:30 ET | Source: DraftKings Inc.

STATE COUNCIL FUNDING

MEMBERS OF PREEMINENT GAMING ORGS

DraftKings enhances responsible gaming approach with BetBlocker



AMERICAN





DraftKings links with problem gambling in CO

RESEARCH FUNDING

DraftKings Players in the United

DraftKings and Gamres to

Introduce Evidence-Based

Responsible Gaming Tool, Positive Play Scale, to

Responsible gambling

States

DraftKings supports veteransfocused responsible gaming research

Kindbridge Research Institute-led initiative is designed to provide a solution to the lack of information about problem gaming among veterans

Kindbridge to tackle

By Charlie Horner -

DraftKings has enhanced its approach to responsible gaming t BetBlocker, a responsible gaming and safer play not-for-profit **EXTERNAL PLATFORM TOOLS FUNDING**



DK SAFER PLAY

Safer Play Portal

- Intranet for DK Employees
- One-stop-shop for all things RG at DraftKings

DK Safer Play

- www.dksaferplay.com
- Public website for DK players & the general public
- RG Resources, Quizzes, Definitions, and MYTHconceptions



www.dksaferplay.com

Problem Gambling Awareness Month Discussion of Two Guides:

- Problem Gambling Awareness Month: Gambling Disorder Screening Day: Tuesday, March 12, 2024
- Problem Gambling Screening Guide: Guidelines for Integrating Gambling Screening and Assessment into Current Practice



MARCH 12th is Gambling Disorder Screening Day

- One day event, always held on the second Tuesday in March
- Created by the National Council on Problem Gambling and the Cambridge Health Alliance Division on Addiction in Malden, Massachusetts at Harvard Medical School. Link to NCPG screening guide: https://www.divisiononaddiction.org/outreachresources/gdsd/toolkit/resources
- Purpose to educate and support screening for gambling disorder
- Screening helps to identify individuals who need further assessment
- Self assessment of the Center's website: <u>Self-Assessment | Help For Problem Gambling | Maryland (helpmygamblingproblem.org)</u>



Reasons to Participate in Gambling Disorder Screening Day (GDSD)

- Fourth year the Center has encouraged participation in GDSC
- Can be healthcare, treatment, prevention, recovery support, community organization, college/university etc. conducting screening
- Encouraging behavioral health providers and those who work with youth/college age to screen because these populations are at greater risk of gambling disorder
- Untreated gambling problems can lead to more severe problems, increased treatment costs, and service utilization.
- Problem gambling may worsen mental health problems
- Untreated problem gambling behaviors affect the family through unpaid bills, housing instability, legal problems, domestic violence and child maltreatment

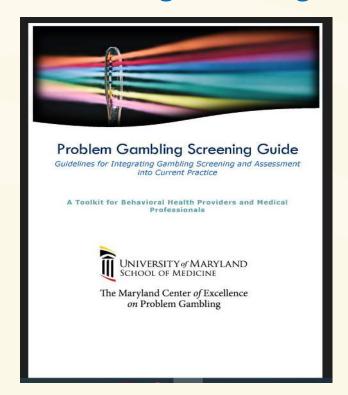


How to Participate in Gambling Disorder Screening Day (GDSD)

- Prepare:
 - Use the flyer or one of your own to promote screening day.
 - Post on social media, send out an email contacts, add information to newsletters
 - Get staff involved
- On Screening Day :
 - Begin with conversation about gambling
 - Screen every client with the Brief Biosocial Gambling Screen
 - Discuss the results
 - Provide additional resources, if needed
 - Contact Kristen Beall, LCSW-C, CAC-AD, Clinical Manager, for more information, krbeall@som.umaryland.edu



Problem Gambling Screening Guide









What if Someone You Ask Declines Participation in the Screen?

Problem Gambling Self-Assessment

helpmygamblingproblem.org

Click here to begin the assessment.

HELP for problem gambling

ASSESSMENT



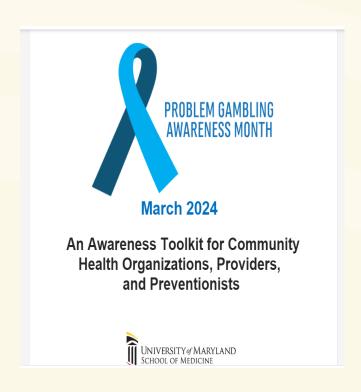


This March:

Join the Center in promoting PGAM! Use the Problem Gambling Awareness Month A Guide for Behavioral Health Providers and Preventionists



March 2024 PGAM Guide



Sample Articles/ Blog Post

- New: When Luck Runs Out a poem by Ken Wolfson, CPRS, RPS, Peer Recovery Support Specialist
- Did You Place a Mobile Bet on the Big Football Game?
 Will You Place a Bet on NCAA Tournament?
- From Claw Machines to Video Gaming to Sports
 Betting, Is It Possible to Eliminate Gambling Activities
 From Children and Teens?
- Older article on PGAM is still available by request



PGAM Email Signatures



Email Signatures

Signature ideas to add into your organization's email or post them on your Facebook page:

PGAM Email Signature #1:



This March be AWARE of the risks of gambling
And take ACTION for help and hope.
HELPLINE: 1-800-GAMBLER ~ helpmygamblingproblem.org

PGAM Email Signature #2:

March 2021 is



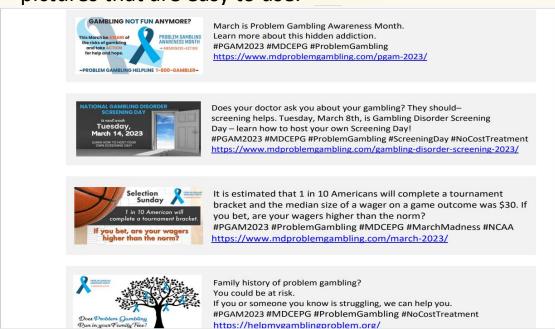
Center Social Media Accounts

- We invite you to engage and share with the Center's social media messaging in March:
- Like us on <u>FACEBOOK</u> or <u>Share our posts</u>
- Follow us on <u>TWITTER</u> then retweet or like
- Use #PGAM2024 on social media



Social Media Posts

 The Center's PGAM Toolkit has social media messages and pictures that are easy to use.



Promote Awareness PGAM 2024

- Post flyers or send them electronically to contacts
- Add PGAM logo on your website
- Request a proclamation announcing PGAM, NCPG sample found here:
 - https://docs.google.com/document/d/1AxJRKWbIQQInq0KEc SDHzP1lpNwi7490/edit
- Issue a press release, NCPG sample: https://docs.google.com/document/d/1VYlv61xDwEt3zrdhuF 0-I22sr0ehR_YY/edit
- Order no cost materials for your organization.
- Use QR codes on your own materials, copy and paste from Jasmine's presentation or contact us.



Promote Awareness PGAM 2024





Promote Awareness PGAM 2023 Awareness Materials to Order at No Cost

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	Rack C	ard - Peer Support, Individuals sid	e	311.81	*11"x17" Poster - Only exmble what yo	
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*Document		Maximum Fire (5) Per Request		(2000)		
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	Gombling Addiction (50 minutes) Glean's Gamble: A Marme's Battle for Gambling Addiction Recovery (25				Voices of Gambling Recovery (5 minutes)	
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