



DraftKings Inc.

Written testimony in support of Senate Bill 748

Rhode Island Senate Committee on Labor & Gaming

April 30, 2025

Chairman Ciccone and members of the Committee on Labor & Gaming, thank you for accepting written comments. DraftKings Inc. (“DraftKings”) submits this testimony in support of Senate Bill 748, An Act Relating To State Affairs And Government -- Video Lottery Games, Table Games And Sports Wagering. We appreciate the opportunity to participate in today’s hearing—and additional conversations—to discuss the importance of Rhode Island embracing a competitive mobile sports wagering market.

DraftKings Inc. is a digital sports entertainment and gaming company with products that range across daily fantasy, regulated gaming and digital media. Headquartered in Boston, and launched in 2012, DraftKings is the only U.S.-based vertically integrated sports betting operator. DraftKings’ Sportsbook is live with mobile and/or retail sports betting operations pursuant to a regulatory framework in 28 states, Washington D.C. and Ontario, Canada. DraftKings is committed to being a responsible steward of this new era in real-money gaming by developing and promoting education information and tools to help all players enjoy our games responsibly.

DraftKings already has a presence in Rhode Island, serving residents through our Daily Fantasy Sports offering. Senate Bill 748 would align Rhode Island’s mobile sports wagering market with neighboring states by providing residents with market choice when placing sports wagers. Players would be able to choose their favorite apps and place bets in Rhode Island, rather than crossing the border to access their preferred app in another state. The same holds true for visitors and tourists, who will be more likely to place wagers while in the state if they can easily access the same mobile sportsbooks they already use in their home states. The result of this increased player engagement would be more gross gaming revenue (GGR) and, ultimately, more tax revenue for the state.

We believe Rhode Island can reach its market potential with Senate Bill 748. The bill would allow Rhode Island residents to play on their favorite apps, while increasing tax revenue. A marketplace with multiple choices for players leads to a better player experience - operators are forced to innovate, while competing for business. This leads to better promotions and odds, but it also leads to a better customer product- with streamlined and responsive user experiences. This innovation is ongoing, as different operators continuously evaluate their offerings and benchmark against other operators, competing to offer the best product to their players. In addition to the improved player experience, a market with multiple operators increases the overall economic impact that sports wagering has in the state through license fees, advertising, and promotional events.

Rhode Island currently has one of the lowest online sports betting Gross Gaming Revenues (“GGR”) per adult, at \$38 per adult¹. Neighboring states Massachusetts and Connecticut enjoy a GGR 50-100% higher

¹“U.S. Sports Betting Market Monitor- August 2024,” Eilers & Krejcie Gaming, page 43.



than Rhode Island's Innovative products and consumer choice allow for operators to better capture the market, increasing GGR and, in turn, revenue.

In a well-regulated market, players benefit from a variety of competitive and innovative products, as well as the robust problem gaming resources and player protections offered by these regulated companies that are not available in illegal markets. DraftKings, for example, has made acquisitions to improve our trading and give our customers new and exciting markets. We also introduced My Stat Sheet in 2024, a tool to inform and educate players on their play. My Stat Sheets allows players to see their activity, broken out by: time spent, deposits, withdrawals, contest participation, wagers, net wins and losses. Nearly half of all DraftKings customers has visited My Stat Sheet since it launched.

In closing, I want to thank the Committee for considering the bill today and urge support for its passage.

Thank you for allowing us to submit comments.