



**ANNUAL SYMPOSIUM ON
RACING AND GAMING**

The New Mexico Experience





ABCs Of Start Up!

**New Racetrack Casino Startup
From The Regulator's
Perspective**



NEW MEXICO GAMING CONTROL BOARD

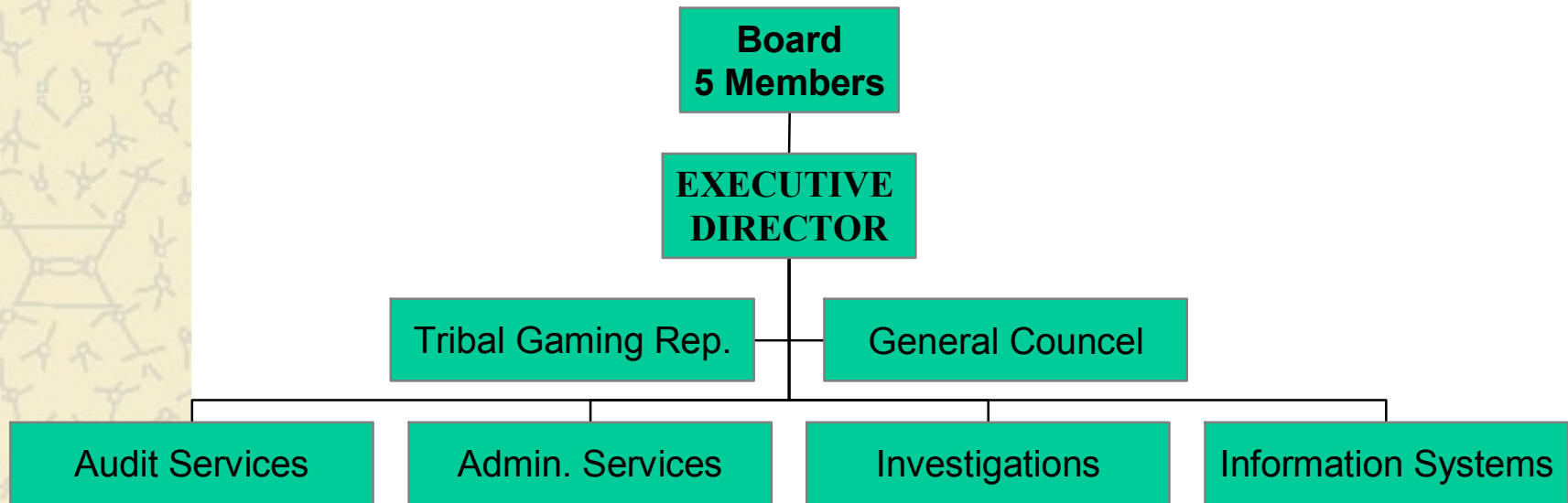
Greg Saunders
Deputy Executive Director
Chief Information Officer

NEW MEXICO GAMING CONTROL BOARD

- ✦ Established By Statute In 1997
 - Agreed Upon Relationship Between Compacts and “Limited” Non-Tribal Gaming
- ✦ Began Operations in July 1998
- ✦ Direct Regulation Of:
 - Legalized Gaming
 - Racetrack and Not For Profit Casinos
 - Bingo and Raffle
 - Oversight Of Tribal Compacts

Organizational Setup

High Level Organization





Enabling Legislation



House Bill 399 Passed In The 1997 Session

– Primary Content

- Increased Regulatory Fees
- 16% Revenue Sharing
- Legalization Of Video Gaming At Certain Non Profits And Racetracks
- Mandated A Computerized Central Monitoring System

Experience

- **Conducted Successful Startup Operations**
 - **5 Racetrack Casinos (All Built From Scratch!)**
 - **4 in 1999**
 - Sunland Park (8 Months From Inception Of The Board!)
 - Sunray Park (May)
 - Ruidoso Downs (July)
 - Albuquerque Downs (August)
 - **1 in 2004**
 - Hobbs Zia Park
 - **75 Not-For-Profit Casinos**

CONCIDERATIONS

- ⚡ **Regulator Will Apply The Statute And Regulations To Every Situation!**
 - **In New Mexico**
 - **Must Have Racing License Before Casino License**
 - **Regulator Must Approve Your Plan!**
 - **Functional layout and Process Control**
 - **Security and Surveillance!**
 - **Regulator Must Be Involved!**
 - **Nuts to Bolts**
 - **MAKE THE REGULATOR YOUR PARTNER!**

Special Considerations

An Operator Must...

- **Have A Thorough knowledge Of**
 - **Statutes**
 - **Rules and Regulations**
 - **Minimum Internal Control Documents**
 - **Policies and Procedures**
 - **Forms**
- **Different In Each Jurisdiction!!!**

Special Considerations New Mexico

What Your Regulator Should Provide!

– Oversight To Ensure Compliance

- Statutes
- Rules and Regulations
- Background And Licensing (Business, Key and Work Permits)
- Minimum Internal Control Documents
- Policies and Procedures
- Forms
- Warm Bodies!
- Answers!



QUESTIONS?