

# iGamingNEXT NYC 2024

Leadership Stage (Hall 2)

Day 1

Track Moderator: Rob Heller, CEO, Spectrum Gaming Capital; Spectrum Gaming Capital Tech Exchange

Ashley Rodrigez, Media editor, Business Insider

8.30am – 9.00am (60mins)	Coffee & Registration	
9.00am - 9.05am (5mins)	<b>Opening Introduction &amp; Welcome from NEXT.io</b>  Rob Heller, CEO, Spectrum Gaming Capital; Spectrum Gaming Capital Tech Exchange Ashley Rodrigez, Media editor, Business Insider	
9.05am – 9.30am	<b>Predictions 2025</b> This opening panel brings together some of the sharpest minds in the field to offer their expert insights and predictions for next year and beyond.  Moderator: Contessa Brewer, Correspondent, CNBC  Adam Greenblatt, CEO, BetMGM Julian Buhagiar, General Partner, Yolo Investments Joey Levy, Founder & CEO, Betr Edward King, Co-Founding Partner and Co-CIO, Acies Investments	
9.30am - 9.55am (25mins)	<b>Merger and Acquisition Success and Failures</b>  Exploring the success and failures behind the most recent merger and acquisitions: What were the driving factors behind it? What was the scale or magnitude of the merger?  Moderator: Cristina Romero de Alba, Partner, LOYRA  Matevz Mazij, CEO, Bragg Gaming Sandford Loudon, Partner, Oakvale Capital LLP Max Meltzer, CEO, Strive Gaming Evan Meyer, Co-Managing Partner, Astralis Capital	

<p>9.55am - 10.15am (20mins)</p>	<p><b>iGaming Expansion in the USA - Where's Next?</b></p> <p>A panel discussing which states could be next to add iGaming and what consumer protection considerations, among other lessons, can be learned from the states that are already live.</p> <p>Moderator: Juliann Barreto, COO, Spectrum Gaming Group</p> <p>Shawn Fluharty, Head of Government Affairs, Play'n GO Brandt Iden, VP Government Affairs, Fanatics Betting &amp; Gaming</p>	
<p>10.15am - 10.45am (30mins)</p>	<p><b>Is it a Sweepstakes, or a Controversy?</b></p> <p>Sweepstakes – an attractive opportunity across most states – has shown promise to draw enough interest from all size of operators. Can the lucrative opportunity continue or are we going to see tighter regulatory scrutiny in 2024 on the sweepstake market.</p> <p>Moderator: Cristina Romero de Alba, Partner, LOYRA</p> <p>Bill Gantz, Partner, Duane Morris LLP Will Green, Founder and Principal, Acutus LLC</p>	
<p>10:45 – 11am (15mins)</p>	<p><b>Obstacles &amp; Magic: A rewarding journey to the perfect player experience.</b></p> <p>To effectively scale and deliver the perfect player experience, a complete overhaul of our operational processes is imperative. We must reimagine leadership, processes, roles, responsibilities, and integrate AI-compatible technology and data systems.</p> <p>Our traditional way of working, which is labour-intensive and costly, is now outdated and unsuitable for a future led by AI. This need for change is especially pressing for US operators who are duplicating old technology stacks as they enter new markets.</p> <p>The decisions we make today will shape our flexibility and ability to adapt for the next decade.</p> <p>As Fast Track leads this change, I will share our story and learnings, aiming to excite you about the possibilities of achieving the perfect player experience when you get it right.</p>	

	Simon Lidzén, CEO & Co-founder, Fast Track	
11am - 11:20am (20mins)	Networking Break	
11:20am - 11:50am (30mins)	<p><b>Profitable Paths - Investing in the 2024 Value Chain</b></p> <p>A breakdown into various stages of the investment value chain, spanning from promising start-ups to well-established companies entering profitability in 2024. Our panel comprises individuals representing each stage of the investment journey, offering valuable insights, sharing their unique paths to success and struggles along the way.</p> <p>Moderator: Adam Rosenberg, Senior Advisor, Gaming &amp; Leisure, Blackstone</p> <p>Lloyd Danzig, Managing Partner, Sharp Alpha Advisors  Connor Williams, Director, Velo Partners  Sara Slane, Founder, Slane Advisory  David van Egmond, Managing Partner, Bettor Capital</p>	
11.50am – 12.10pm (20mins)	<p><b>Redefining the North American Online Gambling Experience</b></p> <p>Return on Investment (ROI) is a constant challenge in the US Sports Betting and iCasino market. In a search for 'market share' all the operators in the US are investing heavily in acquisition and promotional activity.</p> <p>As a consequence, each brand is in a 'race to the bottom' and the consumer is very much in control. But for how long is this sustainable and what tech solutions are available in order to drive consumer engagement and ultimate ROI.</p> <p>Moderator: Ashley Rodrigez, Media editor, Business Insider</p> <p>Martin Collins, Chief Business Development Officer, Soft2bet</p>	

<p>12.10pm – 1.15pm (65mins)</p>	<p><b>Hot SIX</b> Six of the newest and brightest brains in the industry come together to answer direct questions from top institutional investors.</p> <p>Host Chris Grove, Co-Founding Partner, Acies Investment</p> <p><b>Hot SIX</b> Akshay Khanna, Co-Founder &amp; CEO, Jackpot.com Jack Barrett, Co-founder &amp; CEO, Almost Friday Media Nik Bonaddio, Founder and CEO, BigBrain Melanie Mercier, Founder &amp; CEO, Goss David Vadurro, President, Hater Fantasy Sports Zach Doctor Co-Founder &amp; CEO, WagerWire</p> <p>Experts Lloyd Danzig, Managing Partner, Sharp Alpha Advisors Meredith McPherron, CEO &amp; Managing Partner, Drive by DraftKings Davis Catlin, Managing Partner, Discerning Capital</p>	
<p>1.15pm – 2.40pm</p>	<p>Lunch &amp; networking</p>	
<p>2.40pm – 3.05pm (25mins)</p>	<p><b>Why Do Investors Love Data in Sports Betting and Gambling</b></p> <p>What methods do operators use to obtain data in the United States? In this panel we look inside the current data ecosystem and delve into the relationship between data and technology. We examine the transformative impact of AI on data and the influence of national laws, which may be influenced by other industries.</p> <p>Moderator - Bill Pascrell, III, Partner, Princeton Public Affairs Group, Inc</p> <p>Katie Lever, General Counsel, Chief Privacy Officer &amp; Corporate Secretary, Great Canadian Gaming Corporation Christopher Soriano, VP, Chief Compliance Officer, PENN Entertainment, Inc Nancy Ramirez Ayala, Vice President of Legal, Rush Street Interactive Vladimir Jovanovic, COO, SB22</p>	
<p>3.05pm – 3.25pm</p>	<p><b>Fifty Shades of Grey (Markets)</b></p>	

(20mins)	<p>Recently the US Director of National Intelligence warned against the use of online gaming platforms for money laundering and organized crime. Lawmakers in several US states have vowed to withhold iGaming licenses from US companies doing business in black markets. What impact will tighter US restrictions on black market activities have on the iGaming industry in the states and globally?</p> <p>Moderator: Howard Glaser, Head of Government Affairs and Legislative Counsel, Light &amp; Wonder</p> <p>Cait DeBaun, Vice President, Strategic Communications &amp; Responsibility, American Gaming Association</p>	
3.25pm – 3:45pm (20mins)	<p><b>Navigating the ROI Revolution: Insights from Performance Marketing Pioneers on how to create results-driven and responsible marketing practices.</b></p> <p>This panel will discuss the evolving landscape of performance marketing, the intricacies of achieving outstanding ROI, and the ethical and sustainable considerations that drive success in the industry.</p> <p>Moderator: Ashley Rodriguez, Media editor, Business Insider</p> <p>Martina Akerlund, CEO, CallsU Michael Daly, Former CEO, Catena Media</p>	
3:45pm – 4.05pm (20mins)	<p><b>Driving New Revenue Opportunities in Live Sports and Streaming through Interactive Viewer Experiences</b></p> <p>Inside the evolving world of live sports and streaming, where a notable transition to a direct-to-consumer (D2C) model is reshaping the industry. This shift opens intriguing avenues to explore revenue generation through Interactive rights, encompassing aspects like betting, gamification, and e-commerce. Through its technological offerings, Dolby enables content creators to develop immersive, interactive, and socially resonant experiences. This not only enhances viewer engagement but also presents organic opportunities for monetization. Join Dolby as they navigate the impact of interactive viewer experiences on live sports and streaming, uncovering fresh possibilities for revenue in this dynamic space.</p> <p>Ryan Jespersen, Director of Product Strategy, DOLBY</p>	

<p>4.05pm – 4.25pm (20mins)</p>	<p><b>Debate: Pardon The “Disruption”</b></p> <p>A fast-paced and entertaining debate on the current state of the iGaming industry. Our panellists will discuss which organisations and verticals are currently over-hyped and which will be of focus in 2024, and where savvy investors should be looking for opportunities.</p> <p>Two industry stakeholders will go head-to-head to argue their case for the top areas of focus. With witty banter and sharp insights, our speakers will explore the latest trends and market forces shaping the iGaming landscape. Uncover the hidden gems and rough diamonds in the world of iGaming.</p> <p>Moderator: Seth Young, Founding Partner, GMA Consulting</p> <p>Paris Smith, Advisor &amp; Gaming Industry Expert Nico Jansen, CEO, Bet IT Best GmbH</p>	
<p>4.25pm – 4.50pm (25mins)</p>	<p><b>Micro betting: The power tool for bookmakers?</b></p> <p>How can you be competitive in an ever-saturated market? Innovative thinking and optimal performance to maintain your competitive edge is key for significant revenues – and so we look at the most innovative component to break into the US and ask whether this is likely to be the game changer for 2025?</p> <p>Moderator: Quinton Singleton, Director, FansUnite</p> <p>Kelly Pracht, CEO, nVenue Tomash Devenishek, CEO and Founder, Kero Sports Adam Kaplan, COO, SportsGrid</p>	
<p>4.50pm – 5:15pm (25mins)</p>	<p><b>Operator vs Player Responsibility</b></p> <p>Explore the responsibilities of operators and players in the gaming industry. Topics include player protection, the importance of marketing, and fostering a culture of responsible gambling. Attendees will learn best practices, regulatory frameworks, and innovative tools to promote a safe and responsible gaming environment.</p> <p>Moderator: Caroline Ponseti, Communications Strategist, Invariant</p>	

	<p>Tammi M. Barlow, Vice President, Global Responsible Gaming, Bally's Corporation  Sarah Brennan, Senior Director, Compliance, BetMGM  Rasmus Kjaergaard, CEO, Mindway AI  Rachel Gundy, Head of Product, Betr</p>	
5:15pm	<p>Closing  Rob Heller, CEO, Spectrum Gaming Capital; Spectrum Gaming Capital Tech Exchange</p> <p>Ashley Rodrigez, Media editor, Business Insider</p>	

## InvestNEXT NYC (Hub 2 & 3)

Day 1 – March 6, 2024

Track Chair - Ed Young, Equity Research Analyst, Morgan Stanley

8.30am – 9.30am (60mins)	Coffee & Registration	
09.55am – 10am (5mins)	Opening Introduction  Ed Young, Equity Research Analyst, Morgan Stanley	
10am – 10:35am (35mins)	<p><b>iGaming Future</b> iGaming has been an unequivocal global success story, establishing some of the world’s largest and attractive regulated markets within a few years of opening. Within the US alone iGaming grossed \$1.52bn in Q3, 2023. As the dust settles, states will start to see the up-side and look to take note. We explore what is next for the market and what are the ingredients to create the best gaming offering for players for 2024/25?</p> <p>Moderator: Ed Young, Equity Research Analyst, Morgan Stanley</p> <p>Todd Haushalter, Chief Product Officer, Evolution Angus Nisbet, VP Gaming, BetMGM</p>	
10:35 – 11.10am (35mins)	<p><b>Investing in the Future of iLottery</b> With the rapid expansion of sports betting and online gaming, is this the right time for lotteries to get in on the game?</p> <p>Moderator: Stephen W. Grambling, Executive Director, Morgan Stanley</p> <p>Thomas Metzger, Director of Product, Lotto Akshay Khanna, Co-Founder &amp; CEO, Jackpot.com Brad Cummings, Founder &amp; CEO, EQL Games</p>	
11:10am – 11:25am (25mins)	Break	
11.25am – 11.45am (20mins)	<p><b>State of the Union 2024</b> 18 Months ago, we saw the sports betting euphoria spread across the US as States began to open up –</p>	



	<p>most expected a domino effort to follow suit; but with further State adoption not on the horizon any-time soon can the Tier 1 players continue to sustain the high costs and does the current “pause” present itself an opportunity for new market entrants to align and get ready for the next wave of enthusiasm.</p> <p>Chris Grove, Co-Founding Partner, Acies Investments</p>	
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<p>11.45am – 12.30pm (40mins)</p>	<p><b>State-by-State Insights on Gambling Regulations</b></p> <p>From legal frameworks to potential opportunities and challenges, our expert panel deciphers the unique rules governing the US. Gain strategic insights to make informed investment decisions in this ever-evolving sector.</p> <p>Moderator: Stephen W. Grambling, Executive Director, Morgan Stanley</p> <p>Shawn Fluharty, President, NCLGS James Kilsby, Chief Analyst and Vice President, VIXIO Gambling Compliance John Pappas, Founder &amp; CEO, Corridor Consulting Dawn M. Himel, Deputy Director, Gaming Division, Office of the Attorney General Liz Murrill Louisiana Department of Justice.</p>	
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<p>12.30pm – 1pm (30mins)</p>	<p><b>Mastering the Art of Seamless Payments in Gaming</b></p> <p>With the customer base continuing to grow, users have certain expectations including a seamless and instant payments experience. Here we’ll look at some of the payment challenges and how gaming companies can overcome them. With a high take-rate and US player behaviour a cost line problem – how will the cost of the sales line evolve and improve customer engagement?</p> <p>Moderator: Ed Young, Equity Research Analyst, Morgan Stanley</p> <p>Justin M. Parsons, Business Development, iGaming, Pavilion Payments Greg Kirstein, GM North America, Paysafe</p>	
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<p>1pm – 2pm</p>	<p>Networking Lunch</p>	
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<p>2pm – 2.40pm (40mins)</p>	<p><b>Charting the Financial Future</b></p> <p>This panel convenes some of the brightest minds in the investment realm to share their expert insights and forecasts for the upcoming year and beyond in iGaming.</p> <p>Moderator: Stephen W. Grambling, Executive Director, Morgan Stanley</p> <p>Peter Heneghan, Principle, Bettor Capital Mark Robinson, Commercial Director, Yolo Investments Benjie Cherniak, Principal, Avenue H Capital Paris Smith, Gaming Advisor</p>	
<p>2.40pm – 3.10pm (35mins)</p>	<p><b>League Lessons: Weighing in on the Convergence of Sports/Betting/Media</b></p> <p>Major sports leagues sit at the cross section of the online sports betting industry, media companies, teams, and players. How has proliferation in sports betting impacted viewership and fan engagement? How are partnerships evolving? What is next in Sports Tech and Media?</p> <p>Moderator: Stephen W. Grambling, Executive Director, Morgan Stanley</p> <p>Eric Rimsky, Vice President, U.S. Fantasy &amp; Betting, NBA Brett Casey, VP Gaming &amp; New Business Ventures, Major League Baseball Brent Lawton, Vice President, Media Strategy &amp; Business Development at National Football League (NFL)</p>	
<p>3.10pm – 3.15pm</p>	<p>Closing Remarks</p> <p>Ed Young, Equity Research Analyst, Morgan Stanley</p>	

MarketingNEXT NYC (Hub 1)

Day 1 – March 6, 2024

Track Moderator – Andy Blackburn, Co-Owner & Director, GameOn Marketing

Track sponsor - Clever Advertising

08:30am – 09:30am	Coffee & Registration	
9:30am – 9:35am (5mins)	Opening Introduction  Andy Blackburn, Business Development Director, GameOn	
9:35am – 10:00am (25mins)	<b>From All Out Growth to the Pursuit of Profitability</b> After years of massive marketing budgets, oversized offers and competitive state launches, operators are beginning to move away from maximizing FTDs and GGR and turning towards profitability and the pursuit of positive EBITDA. Join us as we discuss the successes and challenges marketers are facing in this new world.  Moderator - Ryan Faber, Founder & CEO, Flatiron Gaming Zachary Sold, VP of Marketing, Caesars Digital	
10:00am – 10:30am (30mins)	<b>Ahead of the Curve – Are You a Trend Setter?</b> How to stay ahead of the curve and discover new pathways for growth. Anticipating consumer-driven trends before they occur, exploring the expanding realm of content creators and demonstrating methods to proactively capitalise on them.  Moderator - Corey Padveen , Partner, t2Marketing International  Cole Magoon, Head of Growth, Pikkit Thomas Berman, Director of Sportsbook Marketing Retention & Operations - North America, Bally's Interactive Alberto Simões, Director Clever Advertising Brian Christopher, Casino Influencer, BC Ventures	

<p>10:30am – 11:00am (30mins)</p>	<p><b>Cracking the Player Data Code</b> Inside the transformative power of data in shaping effective marketing strategies. Learn to leverage player data as a strategic asset to promote responsible gambling.</p> <p>We highlight the pivotal role of data-driven insights in making informed decisions. From deciphering customer behavior to optimizing campaign performance, experts share insight on how data empowers marketers to refine their approaches.</p> <p>Moderator – Samantha Huff-Schlueter, Assurance Manager, RubinBrown LLP</p> <p>Chosen Blakey, CEO, Pharaoh Analytics Rob Pryce, Chief Revenue Officer, Xtremepush Paula Murphy, Business Development Manager, Mindway AI</p>	
<p>11:00am – 11:20am (20mins)</p>	<p>Break</p>	
<p>11:20am – 11:45am (25mins)</p>	<p><b>Fireside Chat with Tipico – Tech-Driven Innovation and Retention</b> A discussion about the synergy between technology-driven innovation and player retention, with new insights on the Tipico Fair Play Pledge and how rewards, safety, and education create a cohesive user experience for lasting impact.</p> <p>Moderator - Andy Rogers, Founder &amp; CEO, Rokker &amp; The Rokker Network</p> <p>Adrian Vella, Chief Executive Officer, Tipico US</p>	
<p>11:45am – 12:15pm (30mins)</p>	<p><b>Perspectives and Future Possibilities of Technology</b> At the core of our panel is the examination of technology's ever-evolving potential to revolutionize marketing strategies. We investigate the realm of AI perspectives and opinions, aiming to unravel its implications for the future of marketing.</p> <p>Moderator - Corey Padveen , Partner, t2Marketing International</p> <p>Kunal Mishra, Chief Operating Officer, Americas - Bragg Gaming Catie Di Stefano, Director of Community Marketing, Online Gamblers Michael Daly, Former CEO, Catena Media</p>	

	Alen Kojadinovic, Founder, humbl.ai	
12:15pm – 12:55pm (40mins)	<p><b>Fireside - Women's Sports: A Winning Bet!</b></p> <p>With women's sport gaining popularity around the globe and enjoying commercial success, there's a dynamic arena for marketers to captivate fans and strengthen their brands. Our panel will shine a spotlight on the hurdles and barriers encountered in promoting and marketing women's sports.</p> <p>Moderator - Niamh Gallagher, Marketing Manager, Mindway AI</p> <p>Anika Howard, President &amp; CEO, WONDR NATION</p>	
12.55pm – 2.00pm	Networking Lunch	
2.00pm - 2.20pm (20mins)	<p><b>Navigating Gen Z Terrain: Sports Betting in the Age of Internet Culture</b></p> <p>Gen Z is the sports betting industry's consumer of tomorrow, but this emerging demographic now coming of legal gambling age isn't engaging with traditional sports and media in the same way as their more mature counterparts. One third of Gen Z doesn't watch live sports, 73% say it is because they're not interested in it. Instead, this digitally native generation is spending more than 10 hours engaging with online content every day, and nearly half of their consumption comes from creators versus produced content.</p> <p>Join Rivalry's Co-founder and CEO Steven Salz in a fireside chat exploring the new player acquisition and engagement trends materializing in sports betting because of shifting consumption habits, and how companies can tap into internet culture, creators, and gaming to capture an elusive customer fluent in memes, irony, and online trends.</p> <p>Moderator - Andy Blackburn, Business Development Director, GameOn</p> <p>Steven Salz, Co-Founder &amp; CEO, Rivalry</p>	
2.20pm - 2.50pm (30mins)	<p><b>Will Affiliate Marketing Ever Compete with US Brand Recognition and Word of Mouth</b></p> <p>Can affiliate marketing truly rival the influential realms of brand recognition and word of mouth. Gain insights into the challenges and opportunities that lie ahead, as industry experts discuss strategies to harness the power of affiliates in the ever-expanding digital marketplace.</p>	

	<p>Moderator – Gary Trask, Editor in Chief, Casino City Press/GPWA</p> <p>Stephen Krombolz, Senior Vice President of Business Development, Partnerships &amp; Strategy, Tipico US  Jon Bowden, Chief Marketing Officer, PlayStar  Alberto Simões, Director Clever Advertising  Matt Schwimmer, CEO of Playmaker HQ, Better Collective</p>	
2.50pm - 3.10pm (20mins)	<p><b>The Secret to Building Multimillion Followers using Micro-Influencers</b></p> <p>Sarah Blackburn, Co-Owner &amp; Director, GameOn Marketing  Troy Paul, Co-Founder and CEO, SGG Media</p>	
3.10pm - 3.35pm (25mins)	<p><b>Lottery Marketing and Regulatory Strategies – Learning from Europe's Guidelines</b></p> <p>An exploration of lottery marketing and regulations within Europe, with a particular focus around what the US can learn from Germany's stringent guidelines. Experts from Zeal share insights into effective strategies for marketing games in a lottery environment, emphasizing compliance with regulations. Discussions also cover the dynamics of how various games impact the traditional lottery market, highlighting challenges for operators in adapting to changing consumer preferences.</p> <p>Moderator - William Scott, Director, Warrenside</p> <p>Julian Tietz, Managing Director, Zeal  Jan Kretschmer, Senior Manager Public Policy, Zeal</p>	
3.35pm - 4.00pm (25mins)	<p><b>From Sidelines to Superfans: The Art and Science of Converting Non-Sports Enthusiasts into Game-Day Devotees</b></p> <p>Explore what's involved in capturing the attention and loyalty of non-sports enthusiasts, turning them into avid game-day supporters. Industry experts will share proven strategies, innovative techniques, and real-world case studies, providing actionable insights for marketers seeking to broaden their fan base.</p> <p>Moderator - Jonathan Sprung, Business Development Manager, MediaTroopers</p> <p>Mark Phillip, CEO, MetaBet  Rodney Knuppel, Director of Events, Knup Solutions  Josh Gibbs, CEO, PlayAIO</p>	

4.00pm - 4.05pm (5mins)	Closing Remarks  Andy Blackburn, Business Development Director, GameOn	
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## iGamingNEXT NYC 2024

### Day 2

Track Moderator:

Rob Heller, CEO, Spectrum Gaming Capital

Ashley Rodrigez, Senior TV Reporter, Business Insider

8.30am – 9.15am (60mins)	Coffee & Registration	
9.15am – 9.20am (5mins)	<b>Opening Introduction</b> Rob Heller, CEO, Spectrum Gaming Capital; Spectrum Gaming Capital Tech Exchange  Ashley Rodrigez, Media editor, Business Insider	
09.20am – 09.45am (25mins)	<b>In Conversation with NYC Senator Addabbo</b> In recent weeks the online casino bill has faced a potential difficult road ahead - but not all is lost - and most see this as an opportunity & a starting point to begin the conversation. Hear the latest insight and decisions with New York Senator Addabbo and Former New Jersey Director, David Rebeck.  Moderator: Bill Pascrell, III, Partner, Princeton Public Affairs Group, Inc David L. Rebeck, Former Director of the Division of Gaming Enforcement, State of New Jersey  Joseph P. Addabbo, Jr, Senator, New York State	
9.45am - 10.15am (30mins)	<b>Innovating the Online Casino Experience</b> How is Online Casino adapting to cater to the next generation, a tech-savvy and digitally advanced audience.  Moderator: Ed Andrewes, CEO, Resorts Digital Gaming  Karolina Pelc, Founder and CEO, Board Member, Gaming Consultant, BeyondPlay Oliver Bartlett, Vice President of Gaming Product & Content, BetMGM Seth Schorr, CEO, Fifth Street Gaming Justin Park, Co-Founder & CEO, Betty Jonathan Doubilet, MD & VP Business Operations US, Playtech	



<p>10.15am - 10.30am (15mins)</p>	<p><b>iGaming Is Booming - A Sure Catnip for Cybercriminals!</b> The gaming industry has grown exponentially in recent years, with the community worldwide enjoying a furor of compatibility. However, this popularity has also made it a prime target for fraudsters seeking to exploit its vulnerabilities – this session explores how close the US market can prepare for these pitfalls.</p> <p>Moderator: Daniel Wallach, Founder, Wallach Legal, LLC David Brace, Principle, Innovation &amp; Technology, C8 Secure</p>	
<p>10.30am – 10.50am (20mins)</p>	<p><b>Disaster Recovery</b> Late in 2023 saw two North American giants have their security breached and compromised. How is DR such a lifesaver in case of ransomware attacks like the one experienced by Caesars. Having a well-tested data recovery plan can minimize downtime and financial losses.</p> <p>Rickard Vikström, Founder &amp; CEO, Internet Vikings</p>	
<p>10:50am – 11.10am (20mins)</p>	<p><b>The Race to Profitability: Overcoming the Generosity Habit</b> With the North American iGaming and Sports Betting markets maturing, the game is changing. Generosity has become a habit to drive growth-at-all-costs. Is it now giving way to profitability-first. Join this panel to hear how market leaders are breaking the “over generosity habit” and threading a needle to maximize margins by optimizing their generosity spend.</p> <p>Moderator: Brian Eggar, Senior Industry Analyst and Global Head of Financial Modeling, Bloomberg Intelligence</p> <p>Tomer Imber, Senior Director of Sales - US Gaming, Optimove Thomas Berman, Director of Sportsbook Marketing Retention &amp; Operations - North America, Bally’s Interactive</p>	
<p>11.10am – 11.25am (15mins)</p>	<p>Networking Break</p>	

<p>11.25am – 11.45am (20mins)</p>	<p><b>All Things LIVE Casino</b></p> <p>Forecasted to generate half of all global online gambling sales by 2024, Live casino provides the most authentic online gambling experience, interaction and atmosphere of a casino and combining it with the convenience of playing from anywhere and at any time. What is to be expected over the next 18months.</p> <p>Moderator: Ashley Rodriguez, Media editor, Business Insider</p> <p>Todd Haushalter, CPO, Evolution Gaming Jacob Claesson, CEO North America, Evolution Gaming</p>	
<p>11.45am – 12pm (15mins)</p>	<p><b>A Play-by-Play Analysis of Sports Betting vs. eSports Analytics</b></p> <p>Inside the parallels and distinctions between sports betting and eSports analytics, we look at the unique strategies employed in each vertical. From the intricacies of gameplay to the underlying data-driven approaches, we shed light on the distinctive elements shaping these realms of predictive analysis.</p> <p>Moderator: David Issacson, SVP, Spectrum Gaming Capital</p> <p>Vlastimil Venclík, CEO, Oddin.gg</p>	
<p>12pm – 12.15pm (15mins)</p>	<p><b>Affiliates in a Maturing Market</b></p> <p>Once the dust settles on the excitement of a new state launch, what do the affiliates see when it comes to customer acquisition rates? Gambling.com Group EVP of North America, Max Bichsel helps educate and dispel some common misconceptions when it comes to the value affiliates provide in a more seasoned environment.</p> <p>Moderator: Daniel Kustelski, Co-Founder and CEO, Chalkline</p> <p>Max Bichsel, EVP, Gambling.com Group</p>	

<p>12.15pm – 12:45pm (25mins)</p>	<p><b>Converting Sports Fans into Sports Bettors: Dream or Reality</b></p> <p>As gamified, interactive fan experiences are increasingly attractive to the new generations, sports betting becomes an attractive way for sports properties such as teams, leagues, and event organisers to re-energize existing and attract new fanbases, at the same time driving revenue growth.</p> <p>Moderator: Daniel Kustelski, Co-Founder and CEO, Chalkline</p> <p>Melissa Blau, Founder &amp; Director, iGaming Capital  Will Green, Founder and Principal, Acutus LLC  Dr. Laila Mintas, Advisor to the Gambling Industry, Dr Mintas Consulting  Ryan Murphy, Founder &amp; CEO, Sharp  Pierre Cadena, VP, Corporate Strategy, Catena Media</p>	
<p>12:45pm – 1pm (15mins)</p>	<p><b>The Next Generation of Geo-Compliance Solutions</b></p> <p>The geolocation compliance space is evolving rapidly. While it has historically been dominated by one player, new entrants are changing the game. In this session, Radar, the leading geofencing platform, will share their vision for the future of geo-compliance solutions: developer-friendly, cost-effective, and extensible.</p> <p>Nick Patrick Co-founder and CEO, Radar</p>	
<p>1pm – 1.45pm</p>	<p>Lunch</p>	
<p>1.45pm – 2.10pm (25mins)</p>	<p><b>Surviving Sports Betting for Start-ups</b></p> <p>Can a start-up really survive in today's investment market? This panel explores the survival journey of smaller players and start-ups in the competitive world of sports betting. Speakers discuss obstacles such as funding challenges, regulatory complexities, and competition.</p> <p>Moderator – Jesse Learmonth, Founder, Betting Start Ups Podcast</p> <p>Bill Pascrell, III, Partner, Princeton Public Affairs Group, Inc  Tom Waterhouse, Founder, CEO, Investor, Waterhouse VC  Lloyd Danzig, Managing Partner, Sharp Alpha Advisors  John A. Thompson, CEO, SB22</p>	

<p>2.10pm – 2.35pm (25mins)</p>	<p><b>Grey Markets as a Business Plan</b> Explore the question of whether the potential rewards justify the risks associated with expanding into grey markets when scaling your business.</p> <p>Moderator - George Rover, Managing Partner, Princeton Global Strategies LLC</p> <p>Paris Smith, Advisor &amp; Gaming Industry Expert Steven Salz, Founder &amp; CEO, Rivalry Kelci Binou, Attorney At Law, McDonald Carano</p>	
<p>2.35pm – 3pm</p>	<p><b>LATAM Update</b> The Brazilian Beast has been woken in Latin America and we are seeing a rush to gain competitive advantage in the market. Can we expect others to follow similar suit over the next 12 months and what impact does this represent to the lucrative sector?</p> <p>Moderator: Thomas Carvalhaes, Senior Business Development Manager Latam, Gr8 Tech</p> <p>Cristina Romero de Alba, Partner, LOYRA Tomas Enrique Garcia Botta, Partner, MF Estudio - Abogados Luciana Hendrich, Associate Founder, Hendrich Digital Content Andy Rogers, Founder&amp;CEO, Rokker &amp; The Rokker Network</p>	
<p>3pm – 3.20pm (20mins)</p>	<p><b>Fireside Chat: Hot-Seat Expectations and Future Projections for Betfred US</b> Having been in the “hot seat” for over six months, what has the new CEOs expectations been across delivering unparalleled value and support to their customers while upholding a strong commitment to responsible gaming?</p> <p>Moderator: Seth Young, Founding Partner, GMA Consulting</p> <p>Kresimir Spajic, CEO, Betfred</p>	
<p>3.20pm – 3.40pm (20mins)</p>	<p><b>It's So Nice I did it Twice...</b> Key Learnings from building a sportsbook a second time and the future is personalization.</p> <p>Moderator: Ariel Epstein, Sports Betting Host and Analyst, Fanatics Sportsbook</p>	

	Scot McClintic, Chief Product Officer, Fanatics Betting and Gaming	
3.40pm – 3.55pm (15min)	<p><b>American Gaming Association</b></p> <p>The evolution in the public’s perception of the gaming industry compared to policy makers and the opportunities and challenges that presents.</p> <p>David Forman, Vice President, Research, AGA</p>	
3.55pm – 4.25pm (30mins)	<p><b>An Intimate Conversation with Stephen A. Smith</b></p> <p>Moderator: Corey Leff, Founder, JohnWallStreet Stephen A. Smith, Journalist/Commentator, ESPN</p>	
4.25pm	<p>Closing remarks</p> <p>Rob Heller, CEO, Spectrum Gaming Capital; Spectrum Gaming Capital Tech Exchange</p> <p>Ashley Rodrigez, Media editor, Business Insider</p>	

## Tribal NEXT NYC (Hub 1)

Day 2 – March 7, 2024

Track Host - Jason Rosenberg, CEO, American iGaming Solutions

9.00am - 10.00am	Coffee & Registration	
10.00am - 10.05am (5mins)	<b>Opening Introduction</b> Jason Rosenberg, CEO, American iGaming Solutions	
10.05am - 10.35am (30mins)	<b>What is Tribal Gaming</b> We strip things down to the fundamentals, delving into the historical context, regulatory framework, and economic influence of tribal gaming. Furthermore, we examine the opportunities for forging innovative partnerships with non-tribal entities, adding a forward-thinking dimension to our opening discussion.  Jeremy Tyra, Partner, Kyprock Capital Oscar Schuyler, Executive Director, Alabama-Coushatta Tribe of Texas	
10.35am – 11.05am (30mins)	<b>Collaborating and Engaging with Tribal Communities: Strategies for Effective Partnerships</b> Methods and insights on building effective partnerships with tribal communities. Understand their unique needs and navigating the intricacies of cultural considerations. The discussion will also touch upon successful case studies and best practices for establishing and maintaining collaborative relationships with tribal entities.  Moderator: Mark Hemmerle, VP, Gaming & Compliance Counsel, Shift4 Payments  Thomas Castleberry, VP, iGaming North America, Anaxi Joe Nayquonabe, CEO, Mille Lacs Corporate Venture Oscar Schuyler, Executive Director, Tribal Gaming Agency	
11:05am – 11.35am (30mins)	<b>The Fusion of Tribal Casinos with Emerging Technologies</b> Traditional tribal gaming meets the forefront of technological advancements. The session explores the impact of emerging technologies, including artificial intelligence, augmented reality, and digital platforms, on transforming the gaming experience, enhancing operational efficiency, and elevating customer engagement within tribal casinos.	

	<p>Moderator: Daniel Kustelski, Co-Founder and CEO, Chalkline</p> <p>Chris Garrow, Gaming Operations Director, Prairie Band Casino &amp; Resort</p> <p>Brandon Macheta, Chief Gaming Technology Inspector, Pokagon Band Gaming Commission</p> <p>Tim Richards, Executive Vice President and Chief Strategy Officer, Everi Holdings</p>	
<p>11:35am – 12:05pm (30mins)</p>	<p><b>Strategic Planning Around Evolving Gaming Technology</b></p> <p>How are industry stakeholders, including gaming operators and technology providers, adapting their strategies to keep pace with the rapid evolution of gaming technology? The session explores considerations such as emerging trends, innovation in game development, and the integration of cutting-edge technologies within the gaming sector.</p> <p>Moderator: Jason Rosenberg, CEO, American iGaming Solutions</p> <p>Justin Barrett, Treasurer, Eastern Shawnee Tribe</p> <p>Frank Kennedy, Sr. VP of Casino Operations, Four Winds Casino</p> <p>Missy Stanisz, Senior Director of Product Management, Everi</p>	
<p>12:05pm – 12:35pm (30mins)</p>	<p><b>Opportunities in Class 2 Mobile on Premise</b></p> <p>Moderator: Jonathan Pettemerides, Managing Partner, KY-PROCK</p> <p>Jason Rosenberg, CEO, American iGaming Solutions</p> <p>Valerie Spicer, Chief Gaming Officer, Vetros</p> <p>Robert Christensen, Director of Interactive, Choctaw Casinos &amp; Resorts</p>	
<p>12:35pm – 1:05pm (30mins)</p>	<p><b>How Do We Use All the Data?</b></p> <p>Gain valuable perspectives on navigating the complexities of data utilization in a rapidly evolving technological landscape.</p> <p>Moderator: Mark Hemmerle, VP, Gaming &amp; Compliance Counsel, Shift4 Payments</p> <p>Anastasia Baran, COO, nCube</p> <p>Brittany Frenchko, VP of Database and Analytics, Four Winds Casinos</p>	

	Renee Gaipa, Director of Database Marketing, Four Winds Casinos	
1:05pm - 2:00pm (55mins)	Networking Lunch	
2:00pm – 2:25pm (25mins)	<p><b>The Odd Couple? iGaming &amp; Tribes</b></p> <p>A panel discussing the opportunities and challenges tribes face as they enter the digital renaissance of gaming and something once perceived as an odd pairing, will give the tribes the greatest step forward to achieve their grand goal of greater economic self-determination.</p> <p>Saam Hafezi, Regional Director, US, Play'n GO  Robert Christensen, Director of Interactive, Choctaw Casinos &amp; Resorts  Chris Garrow, Gaming Operations Director, Prairie Band Casino &amp; Resort  Gabriel Benedik, Senior Executive, Government Affairs, GLI</p>	
2:25pm – 2:55pm (25mins)	<p><b>Hub and Spoke - Sports Betting in Indian Country</b></p> <p>Moderator - Melissa Blau, Founder &amp; Director, iGaming Capital</p> <p>Chris Garrow, Gaming Operations Director, Prairie Band Casino &amp; Resort</p>	
2:55pm – 3:20pm (30mins)	<p><b>Fireside Chat - Proactive Tribal Regulations</b></p> <p>Native American tribes are at the forefront of adopting a forward-thinking approach to develop and implement regulatory frameworks across diverse sectors. We explore the advantages of proactive regulation, its influence on tribal governance, and the complexities encountered in the unique challenges posed by legal changes.</p> <p>David Vialpando, Executive Director, Pokagon Band of Potawatomi Gaming Commission</p> <p>Tom Cunningham, Chief Compliance Officer, Division of Compliance, National Indian Gaming Commission</p>	
3:20pm – 3:55pm (30mins)	<p><b>Tribal Leaders</b></p> <p>The challenges and opportunities faced by Native American tribal leaders in various realms, including governance, community development, and cultural preservation. The session</p>	



	<p>explores successful leadership strategies, collaborative initiatives, and the role of tribal leaders in shaping the future of their communities.</p> <p>Jason Rosenberg, CEO, American iGaming Solutions</p> <p>Frances Alvarez, Chairwoman Tribal Gaming Protection Network</p> <p>Justin Barrett, CEO, Apache Tribe of Oklahoma</p> <p>Joe Nayquonabe, CEO, Mille Lacs Corporate Venture</p>	
3.55pm – 4pm (5mins)	<p>Closing</p> <p>Jason Rosenberg, CEO, American iGaming Solutions</p>	

# Sports & Media

## Hub 2 & 3

Track Chair: Corey Leff, Founder, JohnWallStreet

8:30am – 9:15am	Coffee & Registration
9:15am – 9:20am	<b>Opening Remarks</b> Corey Leff, Founder, JohnWallStreet
9:20am – 9:50am	<b>How Can Operators Grow Market Share?</b> Sports betting operators have largely focused on attracting those individuals most apt to wagering on games to date. We'll explore what can be done to grow the pie, increase market share, and satisfy investor confidence.  Moderator: Adam Grossman, Founder, Revenue Above Replacement Bill Yucatonis, Co-Founder, Pro League Network Mike Salvaris, Co-Founder & Partner, Pro League Network Jeremy Stein, CEO, SportsGrid Chris Bevilacqua, Co-Founder & CEO, Simplebet
9:50am – 10:15am	<b>Leveraging sports data to drive trillion-dollar league valuations.</b> Infinite Athlete is democratizing access to proprietary sports-centric data in a controlled and structured environment (think: Google Maps). Its platform empowers developers to create an unlimited number of new products that should help to keep sports valuations rising.  Moderator: Matt Restivo, CEO, Odds Jam Charlie Ebersol, Founder, Infinite Athlete
10:15am – 10:40am	<b>Challenging the Establishment</b> With a database of over 100 million sports fans –and a new way of measuring success– Fanatics Sportsbook is working to upend the nascent OSB industry.  Moderator: Corey Leff, Founder, JohnWallStreet Matt King, CEO, Fanatics Betting and Gaming
10:40am – 11:05am	<b>Capturing a Megatrend: The Convergence of Degeneracy, Entertainment and Investment</b> Speculation and degeneracy cover a wide and growing swath of the economy now that crypto, sports betting, and daily options are at nearly everyone's fingertips 24/7/365. Now smart money is beginning to follow.  Moderator: Corey Leff, Founder, JohnWallStreet Howard Lindzon, General Partner, Social Leverage Roger Ehrenberg, Managing Partner, Eberg Capital

Ethan Ehrenberg, Partner, Eberg Capital

11:05am – 11:25am (20mins)	Break
11:25am – 11:50am	<p><b>Micro-Betting's Big Upside</b> Micro betting enables fans to wager on every moment of every game. By '27, the fastest growing segment of in-play sports betting could represent \$20 billion worth of handle—altering the way fans consume sports in the process.</p> <p>Moderator: Corey Leff, Founder, JohnWallStreet Joey Levy, Founder, Betr</p>
11:50am – 12:15pm	<p><b>Venture Investment in Sports Betting</b> Sports betting's diverse revenue streams and expanding audiences are driving venture investment. We'll dive into where the money is going and where to look for the industry's next unicorn.</p> <p>Moderator: John Abbamondi, Founder &amp; CEO, LongBall Capital Julia Wittlin, Partner, RedBird Capital</p>
12:15pm – 12:40pm	<p><b>Local Sports' Tenuous Future</b> Local rights comprise a significant portion of NBA, NHL, and MLB team revenues, and a large percentage of those dollars, tens of millions annually, are at risk of evaporating if the RSN model collapses. We'll explore why the local landscape is shifting, the downstream effects, and project how it is bound to play out over the next half decade.</p> <p>Moderator: Michael Schreiber, Founder and CEO, Playfly Sports Hank Ratner, Founder, Ratner Ventures</p>
12:40pm – 1:05pm	<p><b>The Female Sports Betting Opportunity</b> Women represent nearly half of all sports fans but are the minority amongst core sports bettors. We'll explore what teams, leagues, and operators can do to attract more female sports bettors and to drive them to bet more money on games.</p> <p>Moderator: Ishwara Glassman Chrein, Adjunct Professor, Columbia University Heather Brooks Karatz, Founder, Shake Riona Mohan, Head of Marketing, Betty Gaming Val C. Martinez, Founder, Betting Ladies Karina Martinez, Co-Founder, DRAFTED</p>
1:05pm – 1.55pm	Networking Lunch

1.55pm – 2:20pm	<p><b>Building a Next-Gen Sports Media Career</b></p> <p>Content creators used to strive to work for the biggest platforms. Now many of those with large digital followings and an entrepreneurial spirit are simultaneously building their own media empires. NBC Sports' Matthew Berry dives into sports media's ongoing evolution.</p> <p>Moderator: Corey Leff, Founder, JohnWallStreet Matt Berry, Sr. Fantasy and Sports Betting Analyst, NBC Sports and Founder, Fantasy Life</p>
2:20pm – 2:50pm	<p><b>Leveraging the Gaming Halo</b></p> <p>JohnWallStreet and Betting Hero recently collaborated on a field research study to better understand sports gaming's strategic impact on media engagement and economics. We'll dive into three of the biggest takeaways and discuss how sports properties might want to consider leveraging the findings.</p> <p>Moderator: Ernie Ropas, Research Director, Betting Hero Patrick Crakes, Principal, Cakes Media</p>
2.50pm – 3:20pm	<p><b>Reshaping the Broadcast and Streaming Experience</b></p> <p>Live media rights are increasingly moving to broadcast networks and streaming platforms as the Pay TV universe shrinks. Reshaping the experience will be critical to keeping the next generation of sports fans engaged.</p> <p>Moderator: Lydia Murphy-Stephens, CEO &amp; Founder, SportsBubble Jason Coyle, President, Stadium Stephen Espinoza, President, Showtime Networks Inc Mary Ann Halford, Principal, Halford Media Advisory</p>
3:20pm – 3:50pm	<p><b>The In-stadium Sports Betting Experience</b></p> <p>Fans can now bet at a sportsbook inside of a stadium in several states. In many others, fans now wager on apps while at the game. But teams and leagues can do more to integrate sports betting into the in-stadium experience, and they will in the years to come.</p> <p>Moderator: Jim Caruso, Chief Innovation Officer, Product, Elevate Kenny Gersh, EVP, Media &amp; Business Development, MLB Javier Vargas, CEO, BettorView <a href="#">Danita Johnson</a>, President of Business Operations, <a href="#">DC United</a></p>
3.50pm – 3.55pm	MOVE TO MAIN STAGE PLEASE
3.55pm – 4.25pm	<p><b>An Intimate Conversation with Stephen A. Smith</b></p> <p>Moderator: Corey Leff, Founder, JohnWallStreet Stephen A. Smith, Journalist/Commentator, ESPN</p>