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Brownstein Hyatt Farber Schreck Knows the Ins and Outs of Large Multi-jurisdictional Gaming Application Transactions

The acquisition of a casino gaming company, gaming device manufacturer, Internet service provider, vendor or other type of gaming company doing business in multiple jurisdictions requires submitting numerous applications, sometimes hundreds depending on the company, for gaming licenses or other related governmental approvals in those jurisdictions. Because of the sheer volume of information and documents that must be assembled, coupled with the many government agencies conducting investigations and the intrusiveness of those investigations, Brownstein Hyatt Farber Schreck's gaming group starts the multi-jurisdiction gaming application process with two main goals:



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1. Making the process as easy as possible for the individuals of the acquiring entity who must submit applications and undergo investigations; and
2. Satisfying the requirements and requests of the gaming agencies and gaming agents charged with conducting the gaming investigations with the goal of making their jobs as easy as possible.

To achieve these goals, a single law firm should oversee and streamline the process for applicants by:

- Showing how to structure the transaction to minimize the number of individuals who must apply. Nothing makes the application process easier than limiting the number of entities and individuals that have to go through it.
- Assessing how long it will take to get the approvals required to consummate the acquisition.
- Determining and explaining how privacy rights will be affected and working with gaming agents to ensure confidentiality of information.
- Consolidating the application questions from many jurisdictions into a single document that provides helpful suggestions regarding how those questions should be answered and to minimize the effort required to do so.
- Advising what documents and information will be required for the investigations and providing guidance to the applicants and their personal assistants, CPAs, financial advisors and attorneys on how to assemble them. Applicants usually have to provide hundreds of fingerprint cards and a

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discomfortingly large amount of personal and financial information and documents. Their spouses may be required to submit application documents and fingerprint cards as well.

- Ensuring that the information in one section of an application is consistent with the information in the other sections of that application and in the applications for all other jurisdictions. Inconsistencies raise gaming agents' doubts regarding the accuracy of the information in the application.
- Helping applicants understand how information should be presented, the scope of questions and what issues raise concern so that their responses satisfy the gaming agents' needs in a complete and timely manner.
- Preparing applicants for interviews by gaming agents by advising what they should expect during the interviews, and how to respond to the agents' questions.
- Monitoring the progress of investigations for potential issues so that they can be addressed before they impede the process.

Gaming agents' ultimate task is to assemble information and prepare a report used for determining whether there are concerns that would prevent the applicants from being approved. Helping them with this task means addressing every concern and providing information to the agents in a manner and form such that the report is almost written for them.

If you have questions regarding submitting applications in multiple jurisdictions, please contact Frank Schreck, David Arraj or any member of our gaming group at 702.382.2101.

The gaming attorneys at Brownstein Hyatt Farber Schreck have successfully handled many large multi-jurisdictional gaming application transactions. The team has prepared and submitted gaming applications in most major gaming jurisdictions in North America and many international jurisdictions. Brownstein's gaming attorneys are licensed in Nevada, New Jersey, California, Colorado, Pennsylvania and Wisconsin and have extensive experience dealing with Indian tribes. As part of its multi-jurisdictional application practice, Brownstein has established excellent working relationships with the best gaming attorneys in those jurisdictions where its attorneys are not licensed.

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This document is intended to provide you with general information regarding large multi-jurisdictional gaming application transactions. The contents of this document are not intended to provide specific legal advice. If you have any questions about the contents of this document or if you need legal advice as to an issue, please contact the attorneys listed or your regular Brownstein Hyatt Farber Schreck, LLP attorney. This communication may be considered advertising in some jurisdictions.