Fantasy Sports Wagering: What do we know, should we be concerned, and does it matter?

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International Centre for Youth Gambling Problems and High-Risk Behaviors

McGill University

www.youthgambling.com

National Council on Problem Gambling Annual Conference, Baltimore, 2015

Sports Wagering in the U.S.

Sports Gambling \$380 billion industry

Nevada's legal sports book \$3 billion
 <1% of the market.

 Insatiable appetite for sports wagering in the US.

What is fantasy sports wagering and is it really gambling?

What is Daily Fantasy Sports?



Fantasy Sports

 Pick players and follow their performance-not wagering on the outcome of a game but rather player statistics and player performance.

Fantasy Sports Trade Association (2013)

- Player draft before the season, allows for management of one's team-periodic line-up changes, player drops and player adds.
- Daily/weekly-pick players from different teams.

Fantasy sports: Some examples



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Check Out Daily Fantasy Live on CBSSports.com, Weekdays at 6PM ET!

May 27 5:27pm / Matt Hevia





For all the in-depth coverage and analysis necessary to make you a fantasy stud, watch CBSSports.com's Daily Fantasy Live here, Monday thru Friday, from 6-7PM ET.

It's 6pm, and you've got about an hour left to set your FanDuel lineup, but don't know where to start. You could do research online, but advanced stats give you heartburn and anxiety, so what do you do?

We've got your answer—you watch Daily Fantasy Live, presented by FanDuel. DFL airs daily on CBSSports.com, at 6 PM ET, taking an in depth look at the night's games, while highlighting winners from the prior day's contests, and offering up sound advice to use while on your quest to the fantasy promised land.

PLAY AGAINST DFL'S HOSTS HERE

Ryan Bass is the show's QB, with Heath Cummings and Scott White serving as two heavily targeted wide receivers. Whether you're new to DFS or have been playing for years, there's something for everyone—sometimes they even give away pizza. Ok, they don't give away pizza, but they give away keys to DFS success, which, in the long run, is probably more gratifying than pizza.

Don't miss it! Weekdays! 6PM ET! Watch HERE.



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What's buzzing: Stanley Cup appears on its own float at Chicago Pride Parade



Mostly MLB Notes: Arenado on power trip

Young slugger Nolan Arenado is on pace for a 50-homer campaign after a torrid June.



on power trip



should Bell go?

Dalton Del Don Mostly MLB Notes: Talking Nolan Arenado and a look around the league



Daily Dime: To Scherzer or not to Scherzer?



MLB bullpen depth chart: Tracking closers throughout the season



change does Marco Estrada good



Daily Dime: Going with Charlie Blackmon, David Ortiz and Kolten Wong



Closing Time: Luis Valbuena and the Mendoza Line

FANTASY GAMES

Football Hockey Pro Pick'em College Pick'em

> Golf Soccer

Baseball Basketball Survival Football College Bowl Pick'em Auto Racing

Fantasy Blog - Roto Arcade



MLB bullpen depth chart: Tracking closers throughout the season



Mostly MLB Notes: Talking Notan Arenado and a look around the league



Daily Dime: Starting Madison Bumgamer and looking for hitting bargains



Daily Dime: Going chalk with Clayton Kershaw and stacking the Dodgers



Closing Time: K is for Keuchel

My Fantasy Updates

Roster Alerts Smack & Messages

None

You have no roster alerts.

Fantasy Videos



Arian Foster still not getting fantasy respect

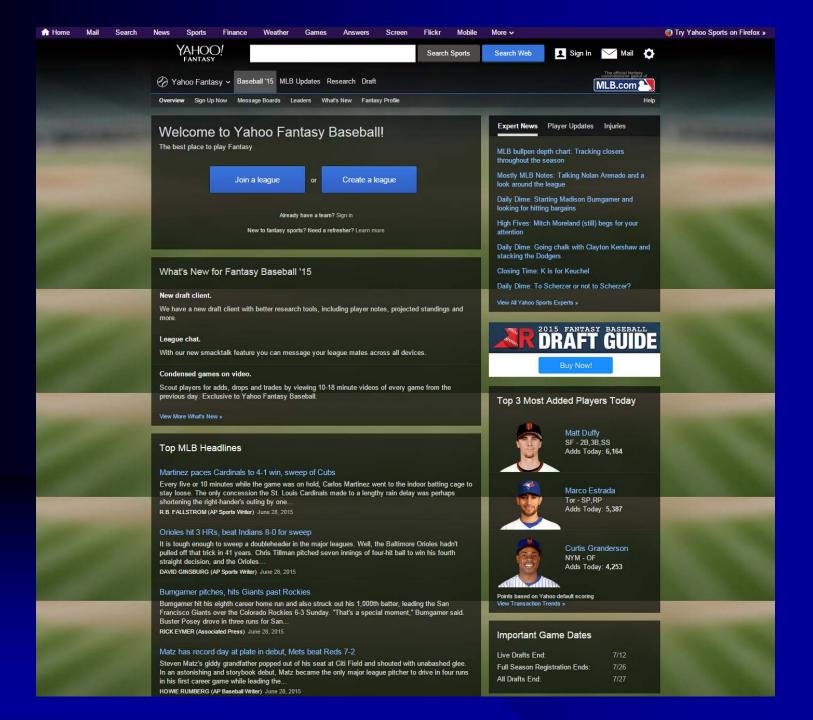


Von Miller's fantasy football sleeper 00:24



Why Adrian Peterson should be top fantasy pick





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- . Real Fantasy All-Stars: Let the stats talk

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Aaron Judge Eric Karabell goes prospecting and discusses Yankees outfielder Aaron Judge.

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MOCK DRAFT ROOM STATUS

Drafting Rooms: 55 Full Rooms: 32

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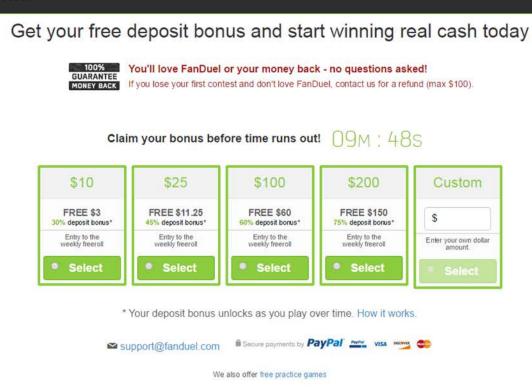
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ROOMS DRAFTING SOON							
ROOM NAME	DRAFT TYPE	PLAYERS	DRAFT TIME	MEMBERS			
Seattle Mock 136787	Snake	All NFL Players	10:00 AM ET	9/10			
Miami Mock Auction 137627	Auction	All NFL Players	10:00 AM ET	3/10			
Kansas City 8-Team Mock 103029	Snake	All NFL Players	10:00 AM ET	3/8			
New York Mock 85398	Snake	All NFL Players	10:00 AM ET	3/10			
12-Team Mock Auction 138503	Auction	All NFL Players	10:00 AM ET	0/12			
Cincinnati 12-Team Mock 88108	Snake	All NFL Players	10:00 AM ET	0/12			
12-Team Mock Auction 104709	Auction	All NFL Players	10:00 AM ET	0/12			
12-Team Mock Auction 106610	Auction	All NFL Players	10:00 AM ET	0/12			
Washington 12-Team Mock 104313	Snake	All NFL Players	10:00 AM ET	0/12			
Tampa Bay 12-Team Mock 104225	Snake	All NFL Players	10:00 AM ET	0/12			

FanDuel



Payment FAQ's

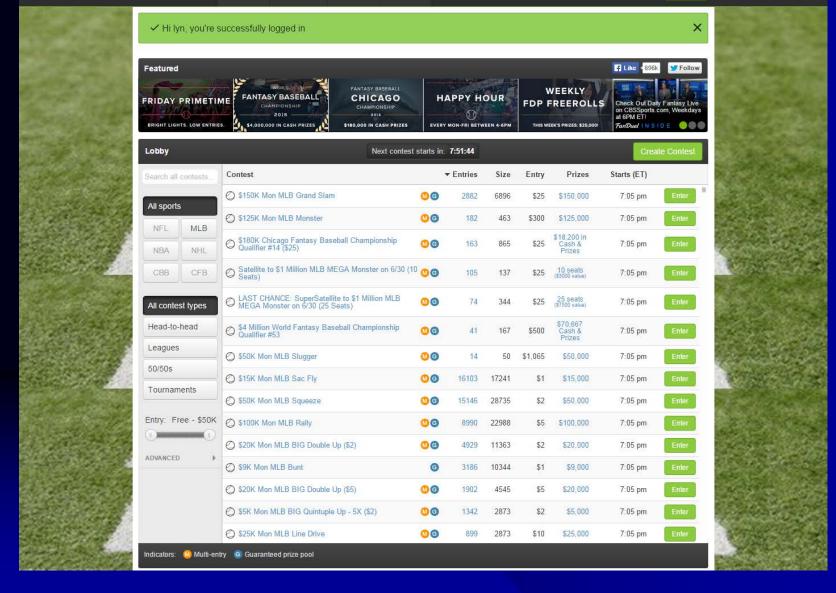
Am I paying for something?

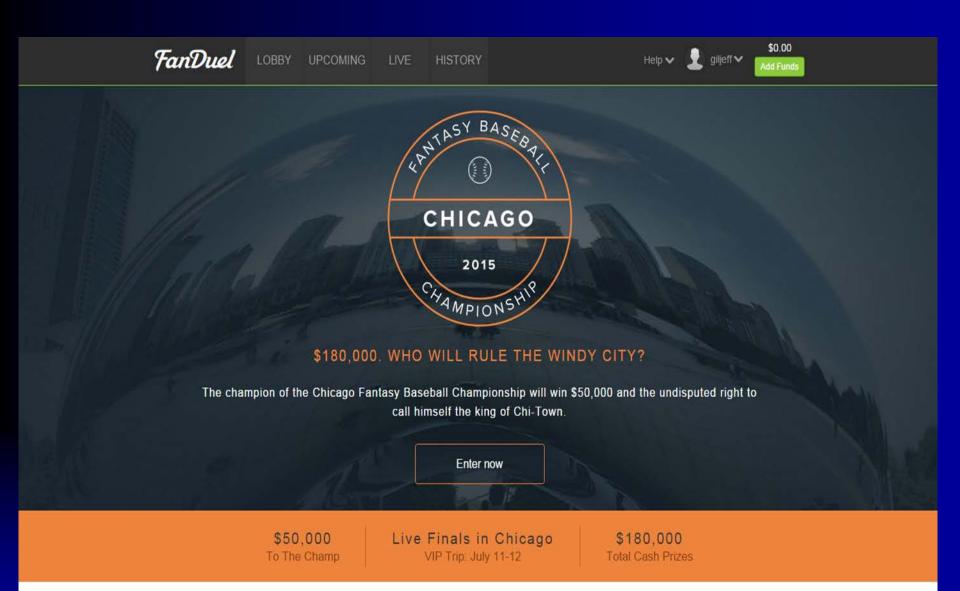


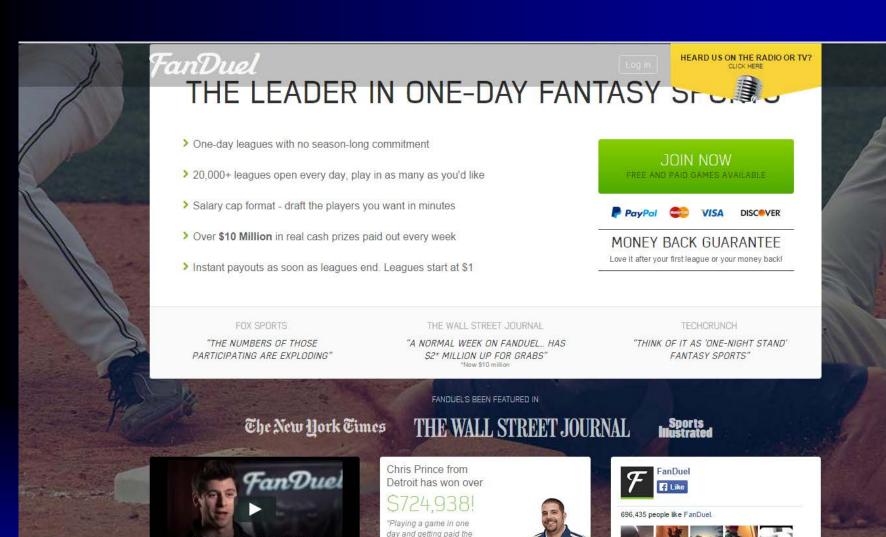
LOBBY UPCOMING











same day is awesome"

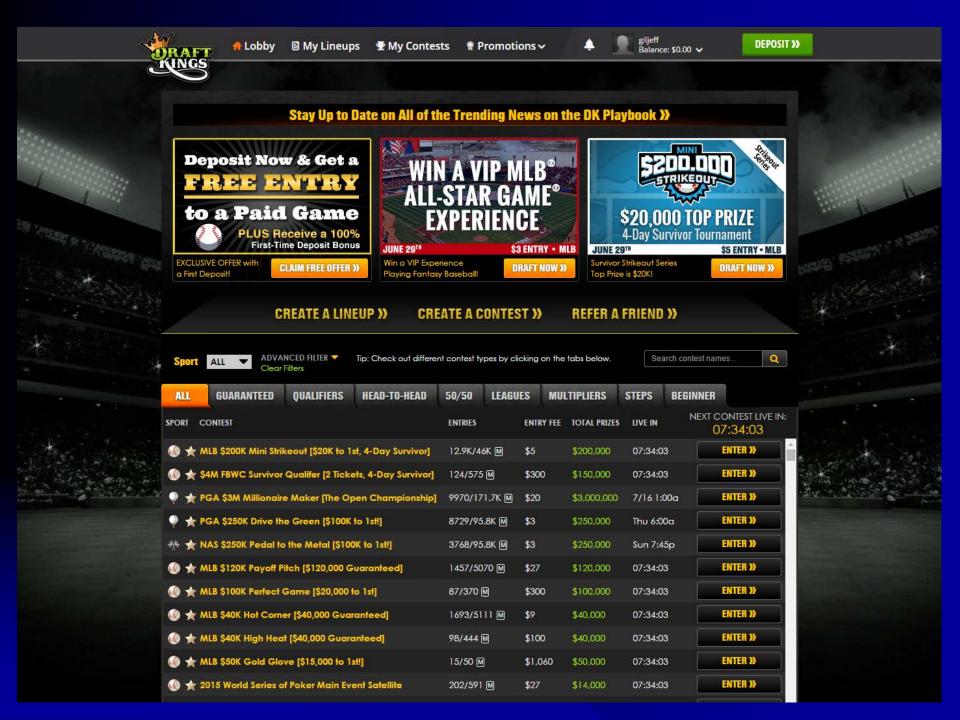
WHAT OUR USERS SAY

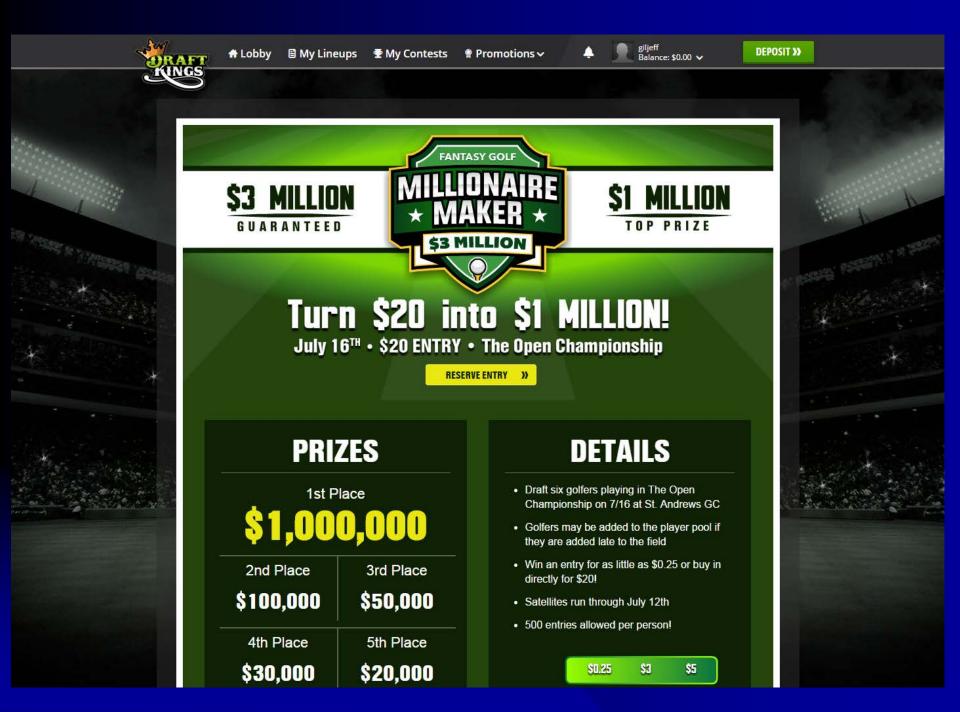
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MORE THAN \$1 BILLION GUARANTEED IN 2015!

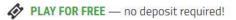
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Ask us anything or share your feedback.



Hi giljeff,

FantasyHub.

available in this chat!

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If you have ANY questions about how to play, how to draft, or just want to chat

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Hope to connect soon,

Steven

Co-Founder of FantasyHub

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① MLB - The High-Five (Late)) 100%	69	200	FREE	Prize	Today, 7:05PM
PGA - The Tee It Up Freeroll (Multi Day)	, 10%	28	00	FREE	\$11	Thursday, 1:00AM
① MLB - Make an Impact Freeroll (Late)	5 %	1	100	FREE	\$100	Saturday, 7:15PM
MLB - Sharing is Caring Freeroll (Late)	5 %	34	100	FREE	\$50	Saturday, 7:15PM
① MLB - The Charity Star	5 %	63	110	\$25	\$2520	Jul 10th '15, 7:05PM
PGA - The Open Charity Championship (Mu	> 5%	5	75	\$20	\$1435	Jul 16th '15, 1:00AM
① MLB - \$100 Daily Double (Late)	, 10%	0	10	\$10	\$100	Today, 7:05PM
① MLB - \$11 Winner Take All (Late)	, 10%	1	6	\$2	\$11	Today, 7:05PM
① MLB - \$115 Standard 5-Man (Late)	5 %	0	5	\$25	\$115	Today, 7:05PM
① MLB - \$18 Daily Double (Late)	, 10%	5	10	\$2	\$18	Today, 7:05PM
① MLB - \$22 Winner Take All (Late)	, 10%	0	6	\$4	\$22	Today, 7:05PM
① MLB - \$23 Standard 5-Man (Late)	, 10%	0	5	\$5	\$23	Today, 7:05PM
① MLB - \$250 Daily Double (Late)	5%	0	10	\$25	\$250	Today, 7:05PM

√ : 5%

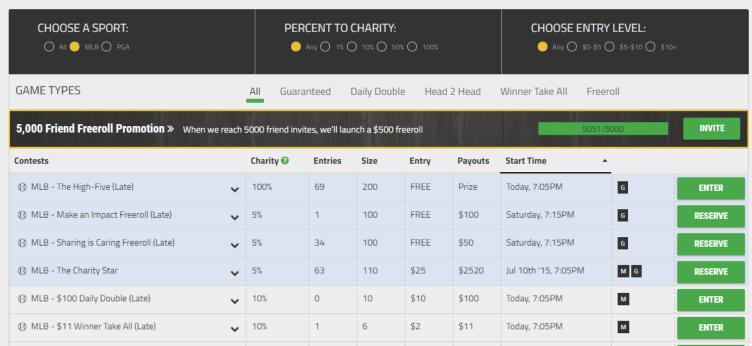
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(I) MLB - \$115 Standard 5-Man (Late)







5

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Today, 7:05PM

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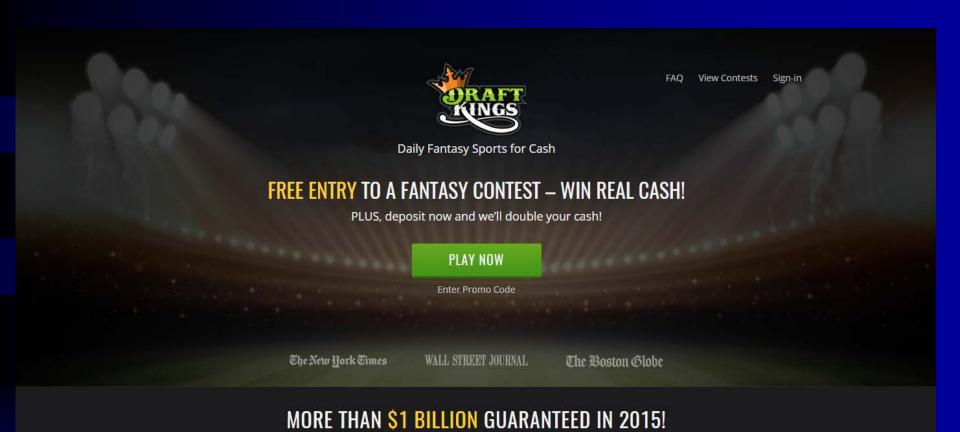
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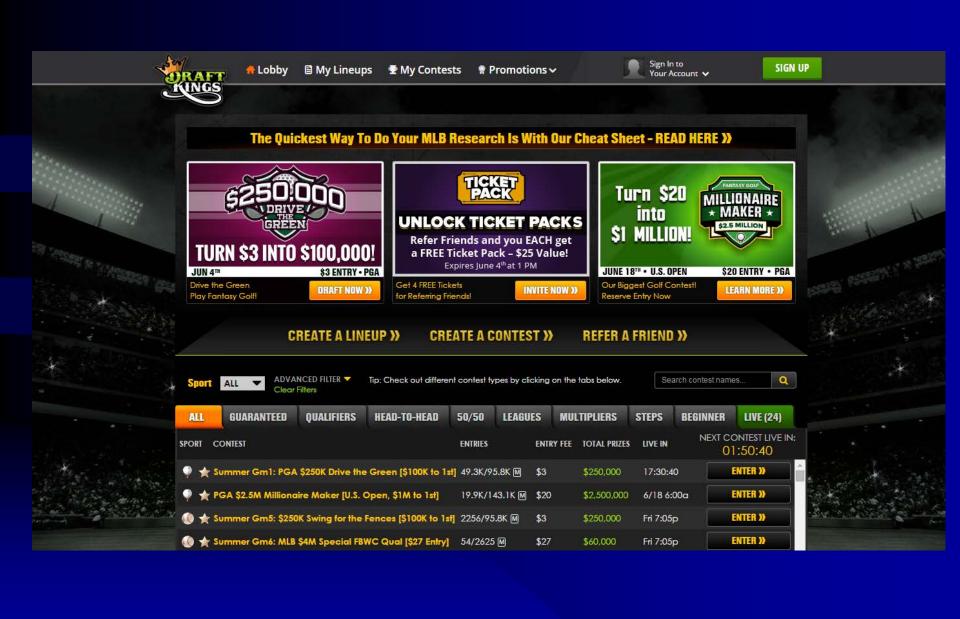
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»Where to Play »Terminology »FAO

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MONTANA SPORTS ACTION Fantasy Football

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MONTANA SPORTS ACTION Fantasy Racing

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SITEMAR

Testimonials

Read a few testimonials from our happy users and previous winners - you could be next!

"I have played fantasy sports for years. The most hyped day of the season is draft day. Now you can get that same adrenaline rush weekly at Skyllzone. You beat the computers you win and do real good get more money globally. I did just that and won 100 bucks for beating computers. This is the next big thing and glad I found it. Boomshock"

- Tim D.

"Skyllzone is the wave of the future for fantasy. Drafts can be done when you want and completed in minutes. Drafts can be done at your pace as well, get halfway through and something comes up, it waits for you to return. There is no pressure, it's fantasy your way. I have had a blast with it, their product is excellent and it's free."

- R. C.

"Skyllzone is the REAL DEAL. I have requested and received a check from Skyllzone for winning my league. The check cashed and I continue to take advantage of the chance to win free money will participating in a stress free draft against computer opponents. Stop looking a gift horse in the mouth and play this game!"

- Jeff W.

"Quick, Easy, and best of all FREE! The next best thing in fantasy sports! Nothing makes me feel more intelligent than beating a computer!"

- Patrick G.



Some hypocrisy?



Cincinnati Reds great Pete Rose is still revered by many fans, but Major League Baseball as a whole keeps its distance because of Rose's ties to gambling. However, it endorses fantasy leagues.

The Fantasy

MARKETPLACE

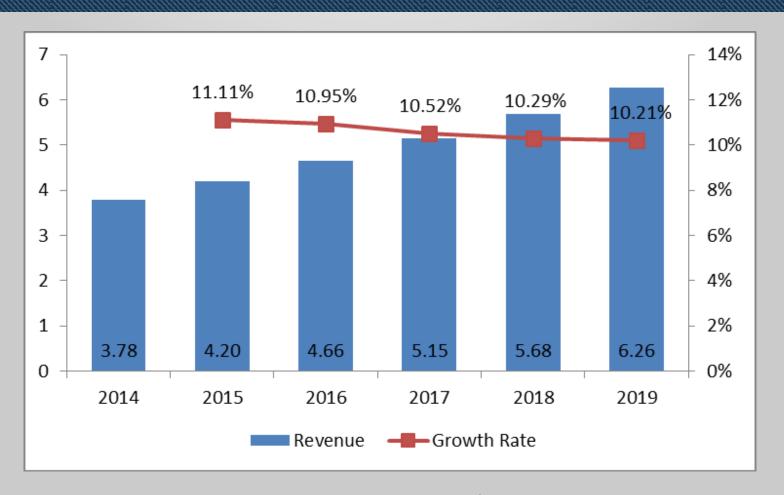
» CLASSIC FANTASY SPORTS INDUSTRY

Year	Estimated Number of Players			
1988	500,000			
1991-1994	1 - 3 Million			
2003	15.2 Million			
2004	13.5 Million			
2005	12.6 Million			
2006	18 Million			
2007	19.4 Million			
2008	29.9 Million			
2009	28.4 Million			
2010	32 Million			
2011	35.9 Million			
2014	41.5 Million			

MARKET FACTS

- \$2B Industry with a \$5B Economic Impact
- 41.5M Fantasy Players in North America (13% of online)
- The Average Fantasy Player Spends \$467 each year on Fantasy Sports
- Almost 50% of major sports sites' traffic comes from Fantasy Sports Players looking at scores, stats and reading articles/blogs: 46% CBS, 47% Yahoo!

» GLOBAL FANTASY MARKET FORECAST



- The Global Fantasy Sports market was valued at \$3.78 billion in 2014
- Expected to reach \$6.26 billion by 2019
- Growing at a rate of 10.62 percent during the forecast period.

Sulsky (2015)

» THE NEW BOOM: DAILY FANTASY SPORTS (DFS)

- Fanduel & Draft Kings raised a combined \$111M in 2014
- Draft Kings raised \$250M (\$900m valuation) in April '15
- Only <5% of total Fantasy Players active in DFS...so far

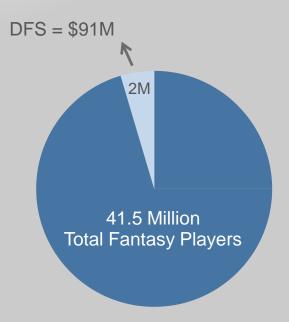
DFS Active Player Spending:

- •50% Spend \$500+ per year *
- •70% spend \$300+ per year *

Other:

- Online Poker Player: \$765+ per year **
- Sports Gambling: \$80B \$360B per year ***

Fantasy Sports in 2014



Source: Company reports, Eilers Research, LLC

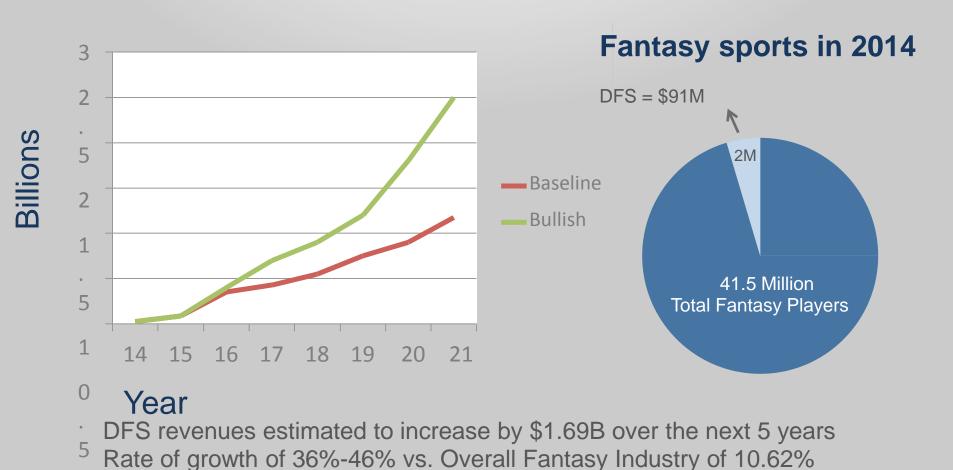
As DFS awareness spreads to the season-long fantasy player & sports enthusiast, DFS revenues will climb.

^{*}Source: Source: Company reports. Eilers Research, LLC

^{**}Source: Academicon, October 16, 2013

^{***}Source: Washington Post, Feb 27, 2015: Sports gambling in U.S.: Too prevalent to remain Illegal?

» THE NEW BOOM: DAILY FANTASY SPORTS (DFS)



DFS is the GROWTH Opportunity in Social, Mobile & Gaming

Sulsky (2015)

» FANTASY SPORTS MARKET OPPORTUNITY

Demographics				
#	Description			
13%	N Americans (41.5M)			
21%	All 18-34 age group			
18%	All College Degrees			
19%	Among Males			
80%	Male			
49.9%	Married			
79%	Owns own home			
\$94,566	Avg HHI			

	Behavior					
%	Description					
40%	Paying - will pay more					
10%	Used Offshore Site					
22%	Wagered - Horse-track					
42%	Wagered at a Casino					
22%	Placed Vegas Bet					
12%	Placed On-Line Bet					
42%	Cell - Fantasy					
96%	E-mail for Fantasy					

Buying Habits					
Fantasy Player	Category	US Sports Fan			
72%	Beer	49%			
69%	Alcohol	53%			
93%	Fast Food	86%			
95%	Soda	88%			
90%	Athletic Shoes	81%			
58%	Video Consoles	42%			
93%	Cell Phone	89%			
63%	Reads Sports Mags	49%			

Source: Ipsos Public Affairs and University of Mississippi Studies

^{•60+%} of Fantasy players have wagered at a casino or racetrack

[•]DFS has only converted <5% of 41m+ total players

Sports Wagering Distribution

NFL Football 77%

MLB Baseball 33%

NASCAR 21%

NBA Basketball 20%

College Football 20%

NHL Hockey 18%

Golf 15%

Pro Soccer 12%

» FANTASY PLAYER DYNAMICS

Classic Fantasy Player

- Season-long engagement
- Plays with groups/friends
- Much more social
- "GM" mentality
- 50+% have gambled at a casino/racetrack

Daily Fantasy Player

- 1 day at a time gaming
- Plays alone
- Spends time every day
- Gambler mentality

Why Fantasy Sports?

- Long history in U.S. Began in the late 1950s, 1960s.
- Really took off in the 1990s with the saturation of high speed internet usage; Watershed moment in 1997 Commissioner.com and <u>RotoNews.com</u>; 2008 Montana State Lottery starts its own fantasy sports.
- Today: Fantasy Sports is becoming a MAINSTREAM SOCIAL ACTIVITY with large corporations Investing hundreds of millions to increase playing.

Why Fantasy Sports?

- "Someone has been convinced that daily fantasy is the panacea, discovery of the Golden Fleece, solving the riddle of the Gordian Knot, free passes to Willy Wonka's Chocolate Factory and who knows what else." (Mickey Charles, The Sports Network, June 2015)
- Disney intended to invest \$250 million in Draft Kings (on proviso they would invest \$500 million in advertising on ESPN); other leading investors MLB, NBA, NFL, Comcast.
- Can play for little money or significant amounts of money.

Fantasy Sports: A Socially Acceptable Activity

 It's not going away but will only get bigger & bigger." (Nic Sulsky, Sportech, 2015)

•Business to Business Model (60% of Fantasy Sports players also gamble in a casino).

A Classification Scheme (Farguhar & Meeds; 2007) N=42

Casual Players

13% \$0-20 annually- primarily engaged in for entertainment & maintain interest.

Skilled Players

21% highly involved; 4-5 hrs per week \$12-50 annually - Maintain interest, distraction from daily routines, money enhances the "fantasy experience".

Isolationist Thrill Seeker 9.5% - average age 20, Spends about \$20 per year-not very serious players, signs of addictive behaviors-rely upon hope that victory is just around the corner; concern about keeping up with their buddies.

A Classification Scheme (Farquhar & Meeds; 2007) N=42

Trash Talkers

9.5% 1-2hrs per week, <20.5 years old, "bragging rights"; escape, a form of healthy distraction, love of winning.

Formatives

5% average age 20.5; played because its harmless good fun.

Is Fantasy Sports wagering for money legal?

Fantasy Sports and Gambling: The Line is Blurred

- Many operators and proponents seem to believe that the UIGEA creates a safe harbor for all Fantasy Sports.
 FanDuel declared: Fantasy Sports is considered a game of skill and received a special exemption from the 2006 Unlawful Internet Gambling enforcement Act, FanDuel uses exactly the same rules as any other season-long Fantasy Sports format, the only difference is that our games last only one day or one week" (www.fanduel.com/Legal) 2015.
- Draft Kings states on its website the business is in a "game of skill" and is "100% legal in Canada and the U.S."

Fantasy Sports and Gambling: The Line is Blurred

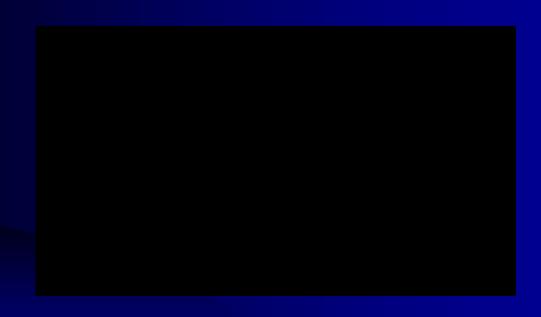
- Former Rep. Jim Leach, author of the 2006 UIGEA, said "no one ever conceived of it [fantasy sports] becoming a large scale activity or that it could transition into one-day contests." (Pempus, May, 2015).
- No current court opinions on whether daily fantasy games has sufficient skill elements to keep it out of the category of sports wagering. (Rose, 2015).
- "Fantasy Sports currently operate in a murky legal environment." (Gemignani & Gaynor, June, 2015)

Fantasy Sports and Gambling: The Line is Blurred

- Fantasy Sports laws are complex & intricate. (Light, Rutledge & Singleton, 2011)
- On a given day an injury, a hailstorm or a ball bouncing strangely could affect the result. In this regard, playing daily fantasy seems very similar to placing a bet with a bookmaker. (Ryan Rodenberg, Professor of Sports Law, Florida state University, CNBC, March, 2013).

Should we be concerned? Does it really matter?

Fantasy Sports Betting: The Good, The Bad & The Ugly



Motivating Factors

Nesbit & King (2010) MLB & NFL ESPN Poll

- •Fantasy Sports participation leads to increased interest in and number of games watched.
- Participants engaged in Fantasy Sports showed a 75% increase in viewing MLB games; 35% NFL games.

Davis & Duncan (2006)

 Fantasy Sports was used as a "means of reaffirming masculinity."

Stafford, Stafford & Schikade (2004)

- •3 reasons for engaging in Fantasy Sports:
 - content
 - entertainment/escape
 - social interaction

Motivating Factors

Suh, Lim Kwak & Pedersen (2010)

- •N=334 UG students in Midwest US
- •161 play FS (48%)
- •90.1% males; 9.9% Females
- Need for winning money
- Competition
- Achievement
- Fantasy (e.g., being a general manager)
- Constraints (time, accessibility)
- Mobile devices breaking barriers

Motivating Factors

Lee, Kwak, Lim, Pedersen & Miloch (2011) N=244

- •Impulsivity influenced behavioral intensions.
- •Fantasy Sports players indicated higher degrees of novelty seeking and desire for "complex experiences".

Is there a relationship between fantasy sports and problem gambling?

Past year Fantasy Sports participation among a sample of college students (N=1556)

	Total (N=1556)	Males (N=557)	Females (N=996)
Past year fantasy sports participation for no money	100 (6.5%)	85 (15.3%)	15 (1.5%)
Past year fantasy sports participation for money	78 (5.0%)	72 (12.9%)	6 (0.6%)

Martin & Nelson (2014)

Fantasy Sports Participation: College Students DSM ≥ 1 (N=1556)

Fantasy Sports: Free play			Fantasy Sports: Money			
Total	Males	Females	Total	Males	Females	
(N=100)	(N=85)	(N=15)	(N=78)	(N = 72)	(N=6)	
14.9%	11.8%	26.7%	26.9%	27.8%	16.7%	

Martin & Nelson (2014)

Fantasy Sports Participation



Fig. 1. Fantasy sports participation and gambling-related problems among males and females.

Participation in Fantasy Sports Among College Student-Athletes

Marchica & Derevensky (2015)

	Male			Female			Total		
	2004	2008	2012	2004	2008	2012	2004	2008	2012
Free fantasy league	37.6%	50%	50.7%	5.5%	8.4%	8.4%	43.1%	58.4%	59.1%
Fantasy league with entry fee and prize money	15.5%	17%	18.7%	2.7%	2.4%	1.8%	18.2%	19.4%	20.5%

2004 Total N=20,587 (Males 62%)

2008 Total N=19,942 (Males 62%)

2012 Total N=22,935 (Males 57%)

Participation in Fantasy Sports by Gambling Severity (2012)

	M	ale	Female		
	Social	At-	Social	At-	
	Gamblers	Risk/PPG	Gamblers	Risk/PPG	
Free Fantasy Leagues	52.2%	65.4%	8.5%	44.4%	
Fee-Based Fantasy Leagues	18.4%	48.1%	1.8%	25.0%	

Marchica & Derevensky (2015)

Conclusions

- There have been no court challenges to the legality of daily fantasy sports wagering.
- Sports wagering internationally remains highly popular and will likely increase with legislative changes regarding sports wagering in general.
- Fantasy Sports wagering may just be one more form of gambling for social/recreational gamblers as well as problem gamblers.

Conclusions

- It is important to examine the relationship between problem gambling and fantasy sports gambling among diverse populations not just college students.
- Operators of fantasy sports wagering sites should provide age verification checks and include more responsible gambling features.
- Need to examine not only prevalence but the psychological factors placing some individuals at risk for problems.