

SCCG MANAGEMENT

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ABOUT SCCG



Led by its Founder, Stephen Crystal, SCCG Management is a consultancy providing services in business and product development, sports betting, land-based casino operations, mobile and iGaming technology and services, and esports.

With offices in Las Vegas, Calgary, and London, SCCG works with a global network of partners and clients. SCCG supports clients, focusing on business development, technology, services and operational concerns, for tribal and non-tribal casinos, across the largest gaming markets in the US. The SCCG team is also active in some of the most exciting projects in the Asian and European gaming markets.

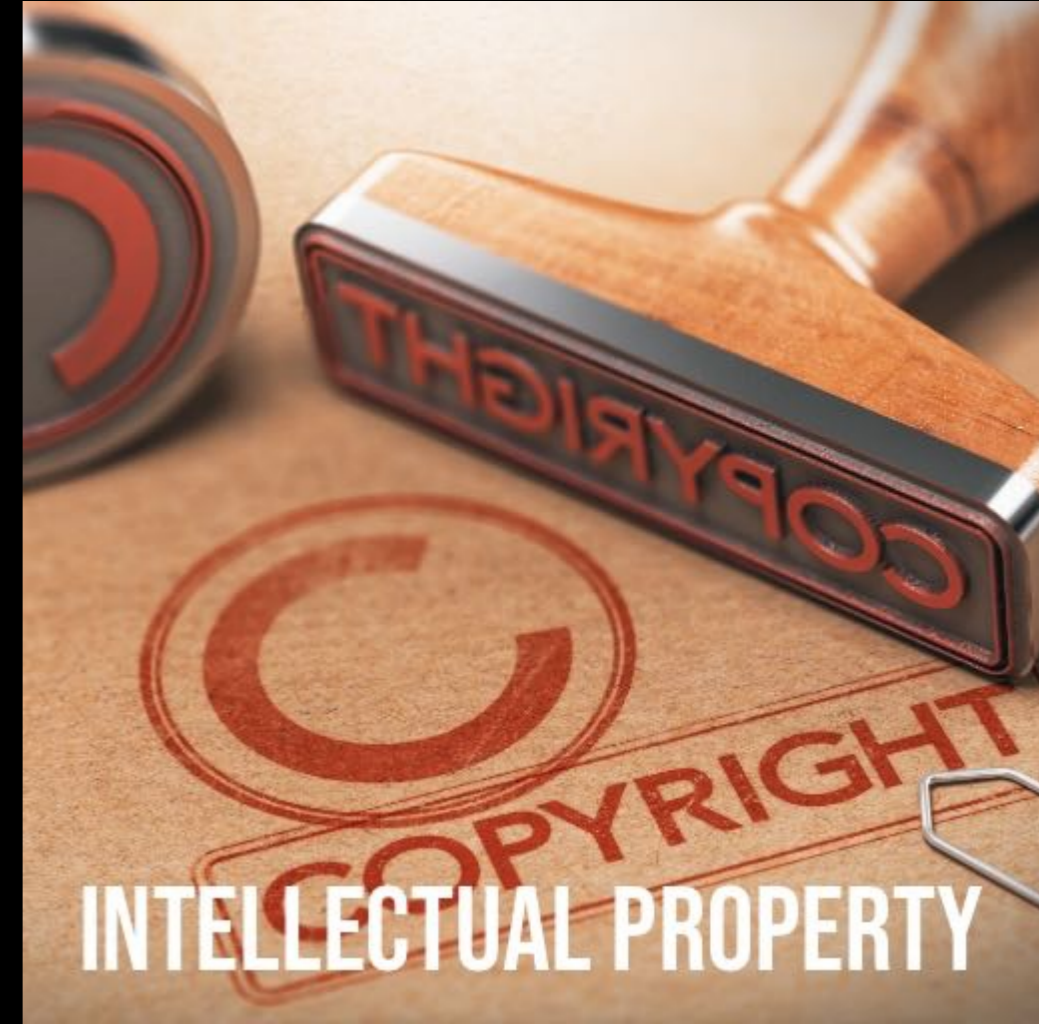
TECHNOLOGY

SCCG Management maintains a client partner portfolio of best in class technology solutions for use in turnkey and heavily customized environments.

We also work to help our clients identify and protect intellectual property associated with new and existing products that we bring to market.



GAMING TECHNOLOGY



INTELLECTUAL PROPERTY

MARKETING

SCCG Management works with our client partners to evaluate new markets in order to identify opportunities where their products add significant operational value

We assist in planning how to enter these markets, and what pricing levels and models to use.



SALES & BUSINESS DEVELOPMENT

SCCG Management provides turnkey affiliate marketing solutions for iGaming and online/mobile sports wagering.

We also have a practice for iGaming talent acquisition in order to put the right people in the right operational roles.

D₂ I₁ G₂ I₁ T₁ A₁ L₁

M₃ A₁ R₁ K₅ E₁ T₁ I₁ N₁ G₂

AFFILIATE



TALENT ACQUISITION

SALES & BUSINESS DEVELOPMENT

SCCG Management has the deep bench strength and networks needed to execute sales and business development campaigns in Tribal and Commercial gaming operations throughout North America.



ESPORTS



SPORTS BETTING

CAPITAL & GOVERNANCE

SCCG has the teams and networks necessary to assist its client partners with capital, governmental affairs and lobbying, representing them before legislatures and regulatory bodies.

On the operational side, SCCG Management can supply the operational teams necessary to operate both iGaming and brick and mortar gaming operations.



CAPITAL RAISE

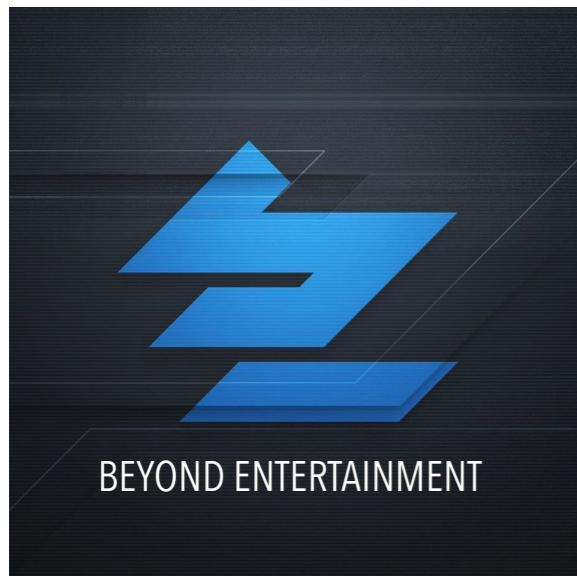


**GOVERNMENTAL AFFAIRS
AND LOBBYING**

CASINO GAMING CLIENTS & PARTNERS



ESPORTS CLIENTS & PARTNERS



LEADERSHIP

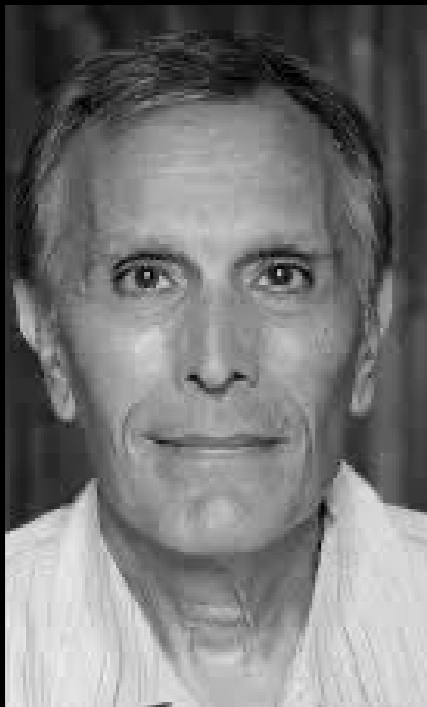


Stephen A. Crystal is the managing partner for SCCG Management. A 25-year veteran of the gaming industry, Crystal previously served as president and CEO of multiple casino holding and public gaming technology companies and worked as an investor and advisor on gaming project finance and merger acquisitions totaling more than \$1 billion. He has served as a licensed president, owner and operator of four casinos in Downtown Las Vegas, Nevada.

LEADERSHIP



Chris Barranco is an accomplished and driven sales leader, motivator and trainer, bringing 20 years of experience in the hospitality and technology industries. Known by colleagues and clients for his passion, energy, and business tenacity, Barranco attributes his career success to providing client-first service, surrounding himself with accomplished people, and practicing continual self-development.



Lou D'Amico is a Las Vegas race and sports book legend, providing decades of senior leadership for flagship race and sports operations such as the Las Vegas Hilton, Caesars Palace, Barrick Gaming Corporation, PlayLV Gaming Corporation and Cantor Gaming. Lou has taken his expertise to media, starring on Velocity TV's show, The Linemakers, co-hosting the weekly radio show, Bad Beat of the Week on KSHP Radio.

LEADERSHIP



Dave Antony has over 25 years of experience in assisting companies in structuring transactions, accessing capital, and corporate governance. Antony has been a director of 14 public companies in esports, daily fantasy sports, loyalty marketing, media and natural resources. Antony will focus on in Canada, as the federal and provincial governments work to introduce legislation and regulations for the expansion of Sports Wagering, and related non-gaming commercial deals.



David Hanlon, serves as Chief Executive Officer of Hanlon Investments and Founding Principal of Executive Hospitality Partners. Mr. Hanlon has over 30 years experience in the casino industry that included the position of Chief Executive Officer at the gaming behemoth IGT. Mr. Hanlon holds a B.S. in Hotel Administration from Cornell University, an M.S. in Accounting and an MBA in Finance from the Wharton School of Business at University of Pennsylvania and an Advanced Management Program at the Harvard Business School.

LEADERSHIP



Tony Naughton has worked in the gambling industry for 27 years, initially in retail and then progressing into senior and managerial positions within the online sector. He has set up trading offices in both Europe and Asia. Naughton's key strengths are managing and developing staff, problem solving and identifying areas of potential growth. During Tony's previous experience, he has assisted world leading football betting syndicates in recording and maintaining profit.



Kelly Segovia has over 25 years of experience in the casino gaming industry, in gaming operations, loyalty marketing, and IT operations, with specific IT focus in the discipline of change management. Additionally, he has over twelve years of experience in the design, development, and implementation of complex integrated enterprise loyalty marketing technology solutions for the gaming industry, successfully deployed across all major gaming jurisdictions in the United States, and Asia.

LEADERSHIP



Joseph Valandra is a member of the Rosebud Sioux Tribe of South Dakota. Joe has over 25 years of business experience including an extensive background in capital formation as well as managing public, private, and government operations. He is a leading expert in the area of Class II Tribal gaming. Joe served two years as the Chief of Staff of the National Indian Gaming Commission in Washington, DC, and is a graduate of the University of South Dakota Business School and University of Minnesota Law School.



Kelli Weaver has a decade of experience in the Tribal Gaming industry, and is an experienced business development executive with a demonstrated history of working in the courts, Tribal programs, and gaming industry, with special expertise in Nonprofit Organizations and Tribal Government. Weaver is a member of the Ho-Chunk Nation and has a passion for serving Tribal Gaming and diversifying the industry. Weaver earned a M.S. degree in Criminal Justice Administration from Central Missouri State University.

TRIBAL GAMING

At the end of 2019, there were **524 tribal casinos operating in 29 states**, according to data from the National Indian Gaming Commission (NIGC), compared with **465 commercial casinos in 25 states**.

In September 2019, NIGC released a report showing tribal gaming operations posted record revenue of **\$33.72 billion** in 2018, an increase of 4.1 percent increase on the prior year.

While figures for 2019 will not be released until later in 2020, another record total seems assured given that previous years have invariably seen **tribal gaming's revenue performance mirror or even better that of the commercial gaming industry**.

June 20, 2020: American Gaming Association, "State of the States 2020"

SCCG Management has specific focus and reach within Native American gaming

| Federally Recognized US Native American Tribes | Gaming Operations | States |
|--|-------------------|-----------|
| 574 | 524 | 29 |

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