



## Arizona Department of Gaming

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### News Release

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## ADG Making it Easier to do Business with Tribal Casinos

(Phoenix) –The Arizona Department of Gaming (ADG) Director, Mark Brnovich, announced the implementation of a new vendor licensing program making it easier for qualified companies to do business with Tribal Casinos.

Gaming is a hot industry. Not only has it withstood the recent economic challenges, but it has endured while investing in its future. In Arizona, four new casinos have been built since 2008. Moreover, many of Arizona's 23 Gaming Facilities have transformed from simple casinos into destination resorts over the last decade, providing ancillary services such as hotels, restaurants, nightclubs and spas. The result is a growing market for business.

Because gaming is truly a unique cash-intensive industry, a strong regulatory structure is imperative. Companies wishing to do business with a gaming facility must be licensed by regulators of the hosting Tribe. In addition, vendors providing more than \$10,000 worth of products or services in any given month must undergo a background investigation and receive certification from ADG.

ADG and Tribal leaders explored the development of standard applications that would be mutually acceptable. Historically, a potential vendor was required to complete a set of applications for the State, plus an additional set for each of the Tribes it wanted to do business with. Many companies found the process to be burdensome and it became a deterrent for them. The regulatory system also limited the choice of vendors available to the Tribes. With the new streamlined program, a vendor can simply submit one set of applications to both the State and many of the Tribes. The updated process should provide companies of all sizes with more cost-effective opportunities for growth while broadening the base of qualified vendors. In addition, the applications have been significantly reduced in length and are now available online.

“Both Tribal and State regulators believe this breakthrough will allow more companies to do business with the gaming facilities, and ensure that Tribes have access to a more robust selection of products and services,” said Brnovich. “As gaming continues to grow, we must adapt to sustain the needs of the industry while maintaining an effective regulatory structure,” he added.

You can now view the list of certified vendors, and learn more about the streamlined path to doing business with the casinos, by visiting [www.azgaming.gov](http://www.azgaming.gov), or calling 602-771-4263.

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