



Sports Wagering Operator & Vendor Scope of Licensing – Initial Survey

Pursuant to 205 CMR 211.01, this survey must be submitted as part of the application for a Category 1, Category 2, or Category 3 Sports Wagering License and must be submitted as a prerequisite to the submission of the additional application forms.*

SPORTS WAGERING LICENSE INFORMATION					
Seeking to apply as:	<table style="width: 100%; border: none;"> <tr> <td style="width: 50%; text-align: center;">Category 1 Operator</td> <td style="width: 50%; text-align: center;">Category 2 Operator</td> </tr> <tr> <td style="text-align: center;">Category 3 Operator</td> <td style="text-align: center;">Vendor to Operator</td> </tr> </table>	Category 1 Operator	Category 2 Operator	Category 3 Operator	Vendor to Operator
Category 1 Operator	Category 2 Operator				
Category 3 Operator	Vendor to Operator				

APPLICANT INFORMATION & DESCRIPTION	
Company Name:	
D/B/A or Trade Name(s):	
Corporate HQ Address: <i>(Also include the address of any operation/s in Massachusetts)</i>	
Point-of-Contact for Licensing Process: <i>(Include NAME, POSITION, ADDRESS, PHONE, EMAIL)</i>	
Description of Business:	
Goods/Services you expect to provide in Massachusetts:	

APPLICANT ORGANIZATIONAL INFORMATION										
Applicant Company Type:	<table style="width: 100%; border: none;"> <tr> <td><input type="checkbox"/> Sole Proprietorship</td> <td><input type="checkbox"/> LLC</td> <td><input type="checkbox"/> Cooperative</td> </tr> <tr> <td><input type="checkbox"/> C-Corporation</td> <td><input type="checkbox"/> S-Corporation</td> <td><input type="checkbox"/> Partnership</td> </tr> <tr> <td><input type="checkbox"/> SEC Registrant</td> <td colspan="2" style="text-align: center;">Other</td> </tr> </table>	<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> LLC	<input type="checkbox"/> Cooperative	<input type="checkbox"/> C-Corporation	<input type="checkbox"/> S-Corporation	<input type="checkbox"/> Partnership	<input type="checkbox"/> SEC Registrant	Other	
<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> LLC	<input type="checkbox"/> Cooperative								
<input type="checkbox"/> C-Corporation	<input type="checkbox"/> S-Corporation	<input type="checkbox"/> Partnership								
<input type="checkbox"/> SEC Registrant	Other									
Publicly Traded? :	<input type="checkbox"/> No Yes <i>(if "Yes", Stock exchange symbol and exchange)</i>									
Applicant Financial Statements Type:	<table style="width: 100%; border: none;"> <tr> <td><input type="checkbox"/> Audited</td> <td><input type="checkbox"/> Reviewed</td> <td>Consolidated</td> </tr> <tr> <td><input type="checkbox"/> Internally Compiled</td> <td>Externally Compiled</td> <td>Supplemental</td> </tr> <tr> <td colspan="3" style="text-align: center;">Other</td> </tr> </table>	<input type="checkbox"/> Audited	<input type="checkbox"/> Reviewed	Consolidated	<input type="checkbox"/> Internally Compiled	Externally Compiled	Supplemental	Other		
<input type="checkbox"/> Audited	<input type="checkbox"/> Reviewed	Consolidated								
<input type="checkbox"/> Internally Compiled	Externally Compiled	Supplemental								
Other										



Sports Wagering Operator & Vendor Scope of Licensing – Initial Survey

Applicant Tax Returns:	Stand-Alone	Consolidated <i>(with)</i>
Management Structure: <i>(Do you have any of the following?)</i>	Compliance Committee	Audit Committee
	Compliance Plan	Other(s)

ATTACHMENTS

PLEASE SUBMIT THE FOLLOWING INFORMATION

- TABLE of ORGANIZATION** including parent companies and subsidiaries (note any companies that are publicly traded and are sports wagering-related).
- TABLE of OWNERSHIP INTERESTS** showing all ownership interests, including parent companies and subsidiaries showing the corporate structure with entity names and ownership percentages.
- FUNCTIONAL TABLE of ORGANIZATION** including the executive team and Board of Directors with individual names and titles, and percentage of ownership interest, if applicable.
- CONTROL** – List (1) individuals and entities who own 10 percent or more of the applicant; (2) individuals and entities who have the ability to control the activities of the applicant; and (3) any executive, employee or agent having the power to exercise significant influence over decisions concerning the applicant’s sports wagering operations in Massachusetts.
- INSTITUTIONAL INVESTORS** – Provide a list of these investors along with their percentage of ownership.
- LICENSING HISTORY** – List the last 3 jurisdictions in which licensed for sports wagering operations, including the type of license that was obtained.
- LICENSEE ASSOCIATION** – List any Gaming Licensee(s), Sports Wagering Operator Licensee(s) or Applicant(s) for a Sports Wagering Operator License with whom you have an agreement to conduct business or are in the process of negotiating an agreement.
- ON-SITE PERSONNEL (for Vendor only)** – If you expect to have any personnel on-site at a Massachusetts casino, please indicate the approximate number and a brief description of their duties.

*Pursuant to 205 CMR 211.01, this survey must be submitted as part of the application for a Category 1, Category 2, or Category 3 Sports Wagering License and must be submitted as a prerequisite to the submission of the additional application forms, which consist of the following:

- Application for Category 1, 2, & 3 Sports Wagering Operator License;
- For designated entity qualifiers, Business Entity Disclosure Form;
- For designated individual qualifiers, Multi-jurisdictional Personal History Form; and
- For designated individual qualifiers, Massachusetts Supplemental Form.

Failure to submit this Survey by October 17, 2022, shall result in the Commission deeming the application incomplete and administratively closed unless the Commission authorizes an extension of time pursuant to 205 CMR 211.01(10).

Table of Organization



FanLogic, LLC is a Massachusetts based enterprise pairing today's cutting edge technology with more than 30 years of Sports Wagering Operational experience.

Our structure avoids complexity, with a single core entity, FanLogic, LLC serving as our operating entity, and deep integrations with industry-leading technology partners.

FanLogic, LLC represents the progression of our sister company FanLogic Costa Rica (FAN LOGIC SOCIEDAD DE RESPONSABILIDAD LIMITADA), registered in good standing and operating several online sports-wagering websites within the jurisdiction of San Jose, Costa Rica since 1999.

FanLogic, LLC has no parent company, no subsidiaries and is not publicly traded.

Table of Ownership Interests

FanLogic, LLC

MA Entity, Established 2022
100% Private Ownership



50% Ownership

FanLogic Founder and CEO David B. Joseph has dedicated the majority of his professional career to the pioneering and operation of the online sports wagering industry.

His platforms and websites have served an international population, offering safe and stable user-focused experiences for clients while creating careers for 75+ professionals operating from a center of operations in San Jose, Costa Rica.



50% Ownership

FanLogic CMO Alexander Guarino has over 20 years of marketing and brand management experience.

He began his career climbing the ranks of the leading advertising agencies of Los Angeles and Boston, before going into business for himself wherein today he successfully owns brands within the retail, health and wellness, hospitality and real estate industries.

Functional Table of Organization

Executive Team (Board of Directors currently being vetted.)



David B. Joseph
Founder + CEO
50% Ownership



Alexander Guarino
Chief Marketing Officer
50% Ownership



Josh Karakus
Chief Financial Officer



Hayden Joseph
Chief Operating Officer



Skyler Quisenberry
Chief Technology Officer



Walter J. Sullivan, JR, Esq.
Chief Legal Council



Lisa M. Andoscia
Director of Community Affairs

Control

Individuals who own more than 10% of FanLogic:

David B. Joseph, Founder and Chief Executive Officer (50% Ownership)

Alexander Guarino, Chief Marketing Officer (50% Ownership)

Individuals or Entities who have the ability to control the activities of FanLogic:

David B. Joseph, Founder and Chief Executive Officer

Alexander Guarino, Chief Marketing Officer

Josh Karakus, Chief Financial Officer

Hayden Joseph, Chief Operating Officer

Executives, employees or agents having the power to exercise significant influence over decisions concerning FanLogic's sports wagering operations in Massachusetts:

David B. Joseph, Founder and Chief Executive Officer

Alexander Guarino, Chief Marketing Officer

Josh Karakus, Chief Financial Officer

Hayden Joseph, Chief Operating Officer

Skyler Quisenberry, Chief Technology Officer

Institutional Investors

FanLogic, LLC is self-financed and has no active relationships or anticipated relationships with any institutional investors at this time.

Licensing History

FanLogic, LLC is a new, emerging applicant for Sports Wagering Licensure. As such, FanLogic has not previously applied for or held license for Sport Wagering in any US jurisdiction.

That being said, FanLogic Costa Rica (FAN LOGIC SOCIEDAD DE RESPONSABILIDAD LIMITADA), sister entity to the applicant has operated under the jurisdiction of the Nation of Costa Rica, registered with a central base of operations in San Jose, Costa Rica in good standing since its founding in 1999.

Licensee Association

FanLogic is partnered exclusively with OpenBet, a global premier provider of technology and digital infrastructure within the Sports Wagering space. OpenBet maintains 40+ gaming licenses, including some of the Nation's most prolific.

FanLogic is not currently in the process of negotiating other agreements to conduct business with any Gaming Licensee(s), Sports Wagering Operator Licensee(s) or Applicant(s) for a Sports Wagering Operator License.

On-Site Personnel

FanLogic does not anticipate maintaining personnel on-site within any Massachusetts casino.

