

**Scott Gunn**  
**February 29, 2024**  
**House Ways and Means Committee**  
**House Bill 1218**

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Thank you Chairwoman Atterbeary and members of the committee, my name is Scott Gunn and I am the Senior Vice President of Corporate Public Affairs for International Game Technology also known as IGT. I am here today to support HB 1218.

IGT is a leading global B2B supplier, and our customers include lotteries, casinos and digital operators. We are publicly traded on the New York Stock Exchange and have a well-established local presence and relationships with governments and regulators in more than 100 jurisdictions around the world. We employ approximately 10,500 people and provide products and services to some of the largest lotteries and gaming operators in the United States and around the globe.

Importantly, we are proud to have the top performing Maryland State Lottery and Gaming Control Agency as a customer, where we supply the central monitoring system that connects more than 10,000 video lottery terminals and electronic table games across the state's six casinos. IGT has been the Maryland Lottery and Gaming Commission's trusted partner and the sole provider of its VLT systems since the state's first casino opened in 2010. Additionally, we supply slot machines and sports betting products and technology to the state's commercial gaming operators.

Today's lotteries have to be nimble and adapt to player preferences in terms of both content and technology.

Consumers are increasingly multichannel shoppers using both retail and interactive channels to consume products and services. With the advent of iLottery, interactive channels are meeting the players on their terms. New digital lottery offerings are transforming the lottery industry and how players view the lottery.

Implementing digital lottery products must be done with consumer protections and responsible gaming provisions. Today's iLottery technology enables lotteries to implement effective responsible gaming programs using tools including deposit limits, wagering limits, session limits and self-exclusion.

As policy makers you will need to find the right regulatory fit for Maryland and achieve a balance between stakeholders. The proper balance allows for the right mix of games, responsibility, and innovation.

The state is the operator and beneficiary of the lottery. As legislators you can help ensure the lottery continues to grow, and advancing iLottery will help support and protect the state's longstanding revenue source. Each year, the Maryland Lottery contributes to the state's General Fund, which supports education, public health and safety, and many other state programs and services.

To reach new players and grow, we all must acknowledge that innovation is needed at every point in the lottery value chain. There is an opportunity for incremental revenue for the state by adding this new product delivery channel for the lottery.

The lottery industry recognizes that retailers are critical partners and have been key to the lottery's long-term success. Your state lottery pays them nearly \$220 million in retailer

commissions annually. Your business is important to their stores by generating direct sales and driving foot traffic, but they also need the lottery to be a relevant product for consumers in the future and that means being present on mobile and home devices.

As a state, you already have iGaming products with sports betting and horse racing apps. An optimized distribution strategy that includes the internet channel for lottery games maximizes the long-term success for all stakeholders and revenue contribution of the lottery. IGT supports expanding Maryland's digital offerings to include the lottery and expanded game offerings for the existing digital operators.

Thank you.

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