



WMDA/CAR Service Station
and Automotive Repair Association

Chair: Vanessa E. Atterbeary and Members of Ways and Means Committee

RE:HB1218 State Lottery - Internet Sales Authorization and Distribution of Proceeds

Position: Oppose

My name is Kirk McCauley, my employer is WMDA/CAR, we represent service stations , convenience stores and repair facilities across the state, as a non- profit trade association.

Lottery Agents have been told this will not diminish their sales. This is like Amazon saying they will not hurt brick and mortar stores; how did that work out? At least the brick and mortar stores had plat forms to compete online if they choose to do so. Maryland lottery agents would be competing with their supplier and rule makers.

Worst of all, online lottery would let your constituents spend their money no matter what condition they are in, impulsively. People who can least afford to do so may lose their paycheck looking to improve their financial status. In this case leaving the house to play lottery is a good thing, "slow down and think time." HB1218 will hurt the underserved communities the most.

Maryland lottery agents 4400 strong have dedicated prime space in their stores and dedicated terminal workers to bring in \$714,256,896.00 to Maryland in FY 2023. This is a 6% increase (\$40.6 million) over FY 2022. Let us not change a formula that already works for agents and Maryland.

In closing I will say the state employees running the lottery have bent over backwards to help agents, merchandize, and sell the product, no complaints at all. Director John Martin has been up front and truly professional.

Please give Hb1218 an unfavorable report

Any questions can be addressed to Kirk McCauley, 301-775-0221 or kmccauley@wmda.net