

February 6, 2025
Ways and Means Committee Hearing

Chair Atterbeary, Vice Chair Wilkins and members of this distinguished Committee, my name is Paul Prezioso and I am the Vice President of Legal, Compliance & Regulatory Affairs for lottery courier service Jackpot.com. I appreciate the opportunity you have provided to address the committee today to tell you more about our business, the benefits we can provide to the State of Maryland through increased lottery sales, and answer any questions you may have.

Lottery courier services like Jackpot.com allow consumers the ability to safely, securely and conveniently order official lottery tickets on our website or mobile application which are then purchased in-person at a licensed lottery retailer. Lottery courier services currently operate in 19 states, including neighboring Washington D.C.

Lottery Couriers advance the interest of state lotteries by: (1) reaching younger demographics and generally attracting attention from adults who are not otherwise playing the lottery; (2) offering a more convenient and safe means of playing the lottery by leveraging the advantages of the internet and responsible gambling protocols such as deposit and spend limits as well as player self-exclusion which have been endorsed by the National Council on Problem Gambling; and (3) supplementing state lottery operating budgets and revenues through advertising support and increased ticket sales.

If couriers are authorized, we will publicize and market the Lottery's games and products on our digital platforms and through traditional and digital advertising channels. Lottery courier platforms are also able to direct customers to retail locations where they can purchase tickets.

Lottery couriers have demonstrated the ability to attract new customers and raise incremental revenues for the Lotteries in the states in which we operate. The data is clear that we do not cannibalize sales from existing retailers but rather are growing the player pool and reaching new demographics, resulting in revenue growth for the Lottery. If the Lottery offers more channels for distribution, sales will increase.

Thank you for considering the issue of lottery courier services. I would be happy to answer any questions you may have for me at this time.