



To: Maryland General Assembly, Senate Budget and Taxation Committee
From: Paul Prezioso, VP of Legal, Compliance & Regulatory Affairs at Jackpot.com
Date: March 11, 2026
Re: Statement in Support of SB708 (Zucker)

Thank you for the opportunity to submit written comments in support of SB 708, legislation that would authorize and regulate lottery courier services in Maryland.

My name is Paul Prezioso, and I serve as Vice President of Legal, Compliance & Regulatory Affairs for Jackpot.com, a licensed lottery courier operating in multiple regulated jurisdictions across the United States. I appreciate the Committee's thoughtful consideration of this carefully structured proposal and welcome the opportunity to provide additional context regarding how lottery couriers operate, the safeguards embedded in this bill, and the demonstrated benefits to state lottery systems, retailers, and consumers.

SB 708 represents a measured, well-regulated modernization of lottery distribution that builds upon proven models already in place in neighboring and peer states, including New York, New Jersey, Washington DC and Massachusetts.

How Lottery Couriers Operate

Lottery courier services allow age-verified, in-state adults to place orders for existing state lottery tickets through a secure website or mobile application. Those tickets are physically purchased and printed at licensed Maryland lottery retailers, stored securely, and delivered or redeemed strictly in accordance with Maryland Lottery and Gaming Control Agency rules.

Importantly, SB 708:

- Does not create new lottery games;
- Does not authorize iLottery;
- Does not expand gaming; and
- Does not eliminate or bypass retailers.

Rather, it authorizes a regulated delivery channel for games that Maryland already offers, while preserving the retailer-centric model at the core of the State Lottery.

Significant Incremental Revenue for the State

Experience from other jurisdictions demonstrates that lottery couriers generate meaningful, incremental lottery sales rather than merely shifting existing purchases.

Independent economic analysis and real-world data from states such as New York, New Jersey, Colorado, Oregon, and Arkansas show that:

- Courier introduction is associated with 15–20% increases in lottery sales over time
- Overall sales continue to grow even where couriers are active
- States see hundreds of millions of dollars in new lottery revenue after implementation

Conservative projections indicate that licensed courier operations in Maryland could generate hundreds of millions of dollars in additional ticket sales, translating into tens of millions of dollars annually (projecting up to \$99M) in new revenue for State beneficiaries, including education and other public priorities, at no cost to the State and no procurement process.

Strong Responsible Gaming and Consumer Safeguards

SB 708 establishes a regulated framework that enhances consumer protection beyond what is possible in an unregulated or informal environment.

Courier platforms operate with robust safeguards, including:

- Third-party identity and age verification
- Real-time geolocation to ensure in-state play
- One-account-per-player controls
- Deposit and spend limits
- Self-exclusion and cooling-off tools
- Independent testing, AML programs, and ongoing audits

SB 708 places these systems under direct Lottery oversight, ensuring transparency, enforceability, and accountability. Regulation protects Maryland consumers while giving the State clear authority over licensing, enforcement, and compliance.

Retailers Benefit from the Courier Model

Lottery couriers would be required to operate from licensed retail locations. Independent studies consistently conclude that couriers supplement rather than supplant retail sales and can actually increase retailer commissions by expanding the overall market.

Courier advertising is funded entirely by private companies, not the State, and promotes the Maryland Lottery as a whole, driving customers to all points of sale, including traditional retail locations. Courier customers skew younger, digital-first and are less likely to be frequent retail purchasers. Most courier users are new or infrequent lottery players.

Lottery couriers have demonstrated the ability to attract new customers and raise incremental revenues for the Lotteries in the other states in which we operate. The data is clear that couriers 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. Sales increase everywhere, including at retail, as the Lottery offers more channels for game distribution.

Experience in Other States Confirms the Model Works

Maryland would not be charting new territory; sixteen states and the District of Columbia currently permit lottery couriers to operate. These programs have generated significant new revenue while maintaining strong regulatory oversight and responsible-gaming protections. Our service allows players who are otherwise not engaging with lottery products, especially younger and more mobile-first consumers, to participate safely and securely.

With this legislation, Maryland could serve as a model for other jurisdictions in how to regulate courier services effectively through licensing, technological oversight, enforcement authority, and close coordination with lottery regulators. Experience with the courier model in other jurisdictions demonstrates that this proven model can be effectively implemented in Maryland.

Conclusion

Senate Bill 708 offers Maryland an opportunity to modernize lottery distribution while strengthening consumer safeguards, protecting retailers, and generating substantial new revenue for the State.

The evidence from other jurisdictions is clear: regulated lottery couriers grow the lottery market, attract new players, and increase revenues without harming retailers. SB 708 adopts that proven model in a responsible manner.

For these reasons, I respectfully urge the Committee to issue a favorable report on SB 708.

Respectfully submitted,



Paul Prezioso
Vice President of Legal, Compliance & Regulatory Affairs
Jackpot.com