

Maryland Lottery and Gaming Control Agency Overview

January 15, 2025



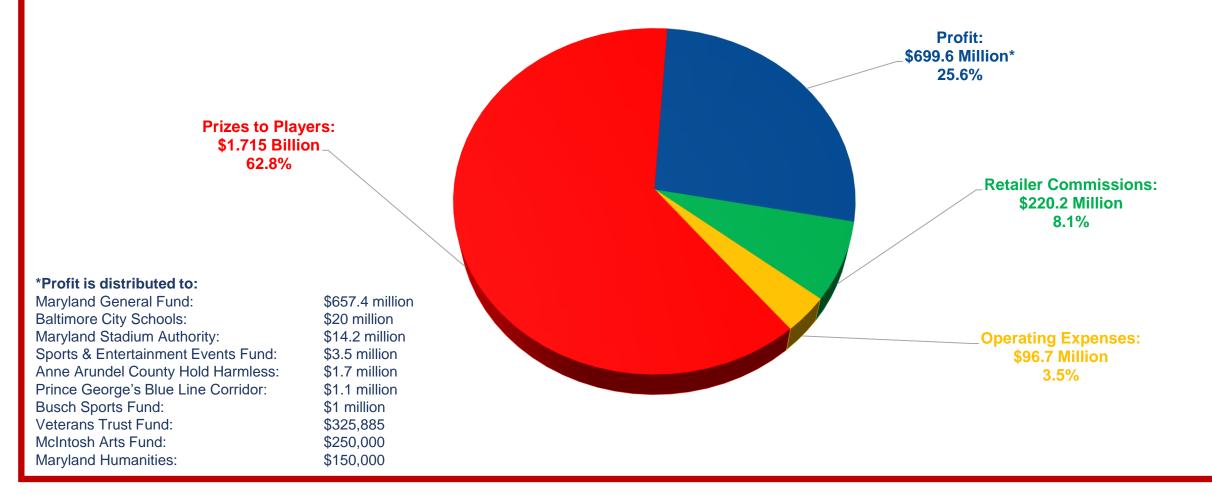
Presentation Agenda

- Traditional Lottery
- Casinos
- Sports Wagering
- Upcoming Actions
- Ancillary Gaming Oversight



FY24 Traditional Lottery Sales & Profits

\$2.732 billion in sales; \$699.6 million in profit





Lottery Games: Draw, Monitor and Jackpot

The Maryland Lottery has 11 draw, monitor and jackpot games that appeal to a variety of players:

Daily draw: Pick 3, Pick 4, Pick 5, Bonus Match 5, Cash Pop

Cash4Life (multi-jurisdictional)

Monitor: Keno and Racetrax

Jackpot: Mega Millions, Powerball (multi-jurisdictional)

Multi-Match (in-state)

























Lottery Games: Instant



- More than 50 active scratch-off tickets at any given time. New tickets monthly.
- Prices from \$1 to \$50.
- Prizes up to \$5 million.
- Select tickets eligible for second-chance promotions awarding additional prizes.



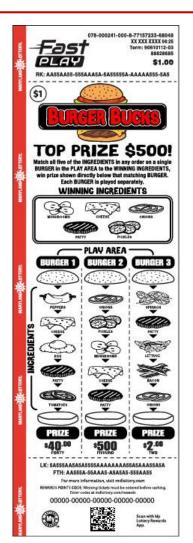




Lottery Games: Fast Play

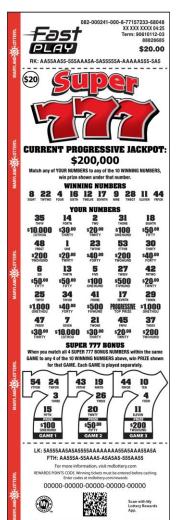


- Launched February 2020.
- Instant-win games printed by terminals and self-service vending machines.
- Play styles similar to scratch-offs
- Prices from \$1 to \$30.
- Select games have progressive jackpots.











FY24 Lottery Sales & Profits by Game

Sales: \$2.732 Billion

Profit: \$699.6 Million

Daily Draw Games

\$ Millions % of Total



Sales	\$237.2	8.7%
Profit	98.2	14.0



Sales	296.9	10.9
Profit	115.5	16.5



Sales	67.4	2.5
Profit	31.9	4.6



Sales	16.4	0.6
Profit	5.7	8.0

20.6

0.7



Profit	6.9	1.0
Sales*	5.3	0.2
Profit	1.3	0.2

Sales

*CASH POP launched on May 6, 2024

Jackpot Games

\$ Millions % of Total



Sales	\$131.5	4.8%
Profit	50.5	7.2



Sales	184.1	6.7
Profit	72.5	10.4



Sales	25.6	0.9
Profit	8.4	1.2

64.7

9.9

10.0

11.5

9.2

Monitor Games



Profit

Instant Games

\$ Millions % of Total



Sales	\$1.06B	38.8%
Profit	156.4	22.3



Sales	82.4	3.0
Profit	14.8	2.1

Other

INSTANT**
TICKET

Sales 16.3 0.6

Profit 3.3 0.5

LOTTERY MACHINES

**Exclusive to Veterans' Organizations

Percentages may not sum due to rounding.



Lottery Fiscal Year Comparison

	Sales	Profit
FY22	\$2.663 Billion	\$673.7 Million
FY23	\$2.764 Billion	\$714.3 Million
FY24	\$2.732 Billion	\$699.6 Million
YoY % Change FY23/FY22	+3.8%	+6.0%
YoY % Change FY24/FY23	-1.2%	-2.1%



Maryland's Casinos





MGM National Harbor

Ownership: MGM Resorts International

Location: Prince George's County

Opened: December 8, 2016

FY24 Revenue: \$823.7 million

FY24 Contributions: \$336.6 million

Year-Over-Year: Revenue: -8.0%

Contributions: -4.3%

Gaming Floor: 2,305 slot machines

211 table games

Employees: 2,647







Live! Casino & Hotel

Ownership:

Location:

Opened:

FY24 Revenue:

FY24 Contributions:

Year-Over-Year:

Gaming Floor:

Employees:

The Cordish Companies

Anne Arundel County

June 6, 2012

\$719.8 million

\$298.5 million

Revenue: +1.5%

Contributions: +2.3%

3,800 slot machines

179 table games

2,480







Horseshoe Casino Baltimore

Ownership:

Location:

Opened:

FY24 Revenue:

FY24 Contributions:

Year-Over-Year:

Gaming Floor:

Employees:

Caesars Entertainment

Baltimore City

August 26, 2014

\$180.9 million

\$75.8 million

Revenue: -11.9%

Contributions: -11.7%

1,348 slot machines

115 table games

735







Hollywood Casino Perryville

Ownership:

Location:

Opened:

FY24 Revenue:

FY24 Contributions:

Year-Over-Year:

Gaming Floor:

Employees:

Penn Entertainment, Inc.

Cecil County

September 27, 2010

\$88.1 million

\$45.4 million

Revenue: +0.2%

Contributions: -4.0%

730 slot machines

23 table games

313







Ocean Downs Casino

Ownership: Churchill Downs, Inc.

Location: Worcester County

Opened: January 4, 2011

FY24 Revenue: \$95.0 million

FY24 Contributions: \$41.2 million

Year-Over-Year: Revenue: -4.0%

Contributions: -4.4%

Gaming Floor: 867 slot machines

19 table games

Employees: 298







Rocky Gap Casino Resort

Ownership: Century Casinos

Location: Allegany County

Opened: May 22, 2013

FY24 Revenue: \$56.3 million

FY24 Contributions: \$22.1 million

Year-Over-Year: Revenue: -11.3%

Contributions: -6.4%

Gaming Floor: 634 slot machines

16 table games

Employees: 279







Casino Fiscal Year Comparison

	Revenue	Contributions to the State
FY22	\$2.002 Billion	\$832.3 Million
FY23	\$2.060 Billion	\$843.7Million
FY24	\$1.964 Billion	\$824.0 Million
YoY % Change FY23/FY22	+2.9%	+1.4%
YoY % Change FY24/FY23	-4.7%	-2.8%



Sports Wagering: MLGCC & SWARC Roles

Maryland Lottery and Gaming Control Commission (MLGCC)

- Enacts and enforces regulations pertaining to operations and licensing qualification standards.
- Conducts background investigations to determine if an applicant demonstrates the honesty, integrity, good character and financial stability to be qualified for a license.

Sports Wagering Application Review Commission (SWARC)

- Established by the sports wagering law to conduct a competitive process to award up to 60 mobile licenses and up to 30 retail licenses in addition to the 17 retail locations that are designated in statute.
- Reviews applicants that have been found qualified by MLGCC.
- Evaluates each applicant's suitability and determines whether awarding a license to an applicant is in the public interest.



Sports Wagering: Sportsbooks Currently Operating*

13 Retail (Brick-and-mortar) Sportsbook Locations

- Bingo World (Brooklyn Park)
- Greenmount Station (Hampstead)
- The Greene Turtle (Canton)
- The Greene Turtle (Towson)
- Hollywood Casino (Perryville)
- Horseshoe Casino (Baltimore)
- Live! Casino (Hanover)
- Long Shot's (Frederick)
- Maryland Stadium Sub (Landover)
- MGM National Harbor (Oxon Hill)
- Ocean Downs Casino (Berlin)
- Riverboat on the Potomac (Charles County)
- Whitman Gaming-Sports & Social (North Bethesda)

11 Mobile Sportsbooks

- Bally Bet Sportsbook
- BetMGM (MGM National Harbor)
- betParx (Greenmount Station)
- BetRivers (Bingo World)
- Caesars Sportsbook (Horseshoe Casino)
- Crab Sports
- DraftKings
- ESPNBet (Hollywood Casino)
- Fanatics (Maryland Stadium Sub)
- FanDuel (Live! Casino)
- LetsBetMD (Veteran's Service Corp.)

^{*} Sportsbooks operating in Maryland as of January 2025



Sports Wagering: Sportsbook Launches Pending*

Retail Sportsbook Locations

- Chesapeake Amusements Rod n Reel (Chesapeake Beach)
- Chesapeake Gaming Jockey Grill (Boonsboro)
- Kathe P. Hospitality (TBD)
- Long Shot's (Hagerstown)
- Maryland State Fairgrounds (Timonium)

Mobile Sportsbooks

- Betr MD
- Queen Sportsbook Maryland**

- * As of January 2025, the entities listed above have been awarded licenses by SWARC and are in various phases of preparing to launch.
- ** Queen Sportsbook Maryland will be relinquishing its license as part of Queen's acquisition by Bally's.
 - Of the 17 retail entities that were designated in the sports wagering law, 10 are operating; three have been awarded a license by SWARC but are not yet operating; and four have not applied.
 - Of the six applicants for competitive retail licenses, three are operating; two have been awarded licenses by SWARC but are not yet operating; and one is under MLGCA review and has not yet had a qualification hearing.
 - Of the 21 applicants for mobile licenses, 11 are operating; two have been awarded licenses by SWARC but are not yet operating; four are under MLGCA review and have not yet had qualification hearings; and four have withdrawn from Maryland.



Sports Wagering Revenue

		Handle	Prizes Paid	Hold %	Promotional Play	Other Deductions	Taxable Win	Contributions to the State	Expired Prizes
Statewide Retail Wagering	FY2024	\$180,622,269	\$165,387,494	8.4%	\$152,377	\$446,434	\$14,947,998	\$2,242,200	\$985,862
Statewide Mobile Wagering	FY2024	\$5,193,494,182	\$4,637,771,123	10.7%	\$167,099,784	\$12,321,453	\$387,128,374	\$58,069,256	\$0
Combined Statewide Total	FY2024	\$5,374,116,452	\$4,803,158,617	10.6%	\$167,252,161	\$12,767,886	\$402,076,372	\$60,311,456	\$985,862
Statewide Retail Wagering	FY2023	\$246,642,079	\$215,432,916	12.7%	\$119,486	\$733,038	\$30,422,090	\$4,563,314	\$2,091,753
Statewide Mobile Wagering	FY2023	\$2,644,735,545	\$2,290,119,470	13.4%	\$211,430,976	\$6,105,773	\$137,968,840	\$20,695,326	\$0
Combined Statewide Total	FY2023	\$2,891,377,624	\$2,505,552,386	13.3%	\$211,550,462	\$6,838,810	\$168,390,930	\$25,258,639	\$2,091,753

Handle: Wagers made by players, including promotional play amounts redeemed during the reporting period

Hold %: Based on all wagers placed during the reporting period, including those not yet settled (hold % will change as wagers are settled in future periods)

Promotional Play: Deductible amount of complimentary play provided to customers by sports wagering operators

Other Deductions: Adjustments and federal excise tax on the handle

Taxable Win: Handle less prizes paid, less promotional play redeemed, less other deductions

Contribution to the State: 15% of the Taxable Win (Funds paid to the Blueprint for Maryland's Future Fund)

Expired Prizes: Included among Prizes Paid in the month they expire. Includes prizes withheld from Voluntarily Excluded and other individuals (Funds paid to the

Problem Gambling Fund)



Problem Gambling Fund Contributions

- By statute, Maryland's casino operators pay annual assessments into the Problem Gambling Fund:
 - \$425 per slot machine per year
 - \$500 per table game per year
- Expired sports wagering prizes also go to the Problem Gambling Fund.
- FY20 assessments were prorated to account for the three months that casinos were closed.
- Maryland's per capita problem gambling funding is among the top 10 states in the U.S.
- Funds are managed by the Maryland Department of Health.

	FY18	FY19	FY20	FY21	FY22*	FY23**	FY24***
Total	\$5,278,854	\$5,296,225	\$3,779,273	\$4,132,375	\$4,587,490	\$6,572,728	\$5,459,587

^{*} FY22 includes \$132,415 of expired sports wagering prizes.

^{**} FY23 includes \$2,091,753 of expired sports wagering prizes.

^{***} FY24 includes \$985,862 of expired sports wagering prizes.



Responsible Gaming

Responsible gaming is integrated into all aspects of Maryland Lottery and Gaming's operations:

- Annual responsible gaming training for all employees and retailers, emphasizing knowledge of available resources.
- Responsible play messaging and 1-800-GAMBLER helpline number in all Lottery advertising and merchandising.
- Review of all advertising and merchandising to ensure it does not appeal to minors or target vulnerable populations.
- Enforcement of requirements that casinos, sports wagering operators and electronic instant bingo halls maintain responsible gaming plans and include responsible play messaging in their advertising.
- Operation of the Voluntary Exclusion Program (VEP), allowing individuals to exclude themselves from the Lottery,
 casinos, sports wagering, daily fantasy sports and electronic instant bingo halls.
- Leadership of the Maryland Alliance for Responsible Gambling (MARG), a collaborative forum for the state's gambling stakeholders and other state agencies.
- December 2024: The Maryland Lottery submitted its application for the highest level in the Responsible Gambling Verification Program, which is jointly operated by the National Council on Problem Gambling and the North American Association of State and Provincial Lotteries.



Surrounding Jurisdictions: Lottery, Casino & Gaming Trends



Delaware

- Online casino games
- 3 brick-and-mortar casinos operating
- Sports betting at casinos and online
- Sports parlay betting at lottery retailers
- Regulated daily fantasy sports

Washington, D.C.

- Online lottery games
- 5 mobile sportsbooks operating
- 4 retail sportsbooks operating
- 48 retail locations with sports betting kiosks

<u>Virginia</u>

- Online lottery games
- 5 casino locations chosen, 3 operating
- 14 mobile sportsbooks operating
- Regulated daily fantasy sports
- · Historical horse racing terminals



Upcoming Actions

- 1. Lottery Central Monitor & Control System Contract: The initial contract end date was May 4, 2025. A two-year extension was approved in December 2024, allowing time for a new RFP.
- 2. <u>eLicensing System:</u> The Agency is planning to issue an RFP in FY 2025 for improvements and ongoing maintenance of our eLicensing system used for casino and sports wagering employee licensing.
- 3. Advertising Contract: Our current advertising contract expires June 30, 2025. A review of proposals for a new contract is in progress, and a contract award is expected shortly.
- 4. ITLM Contract: Our current contract, which was due to expire in September 2024, was extended to November 2025.



Illegal Online Gaming Activities

Unregulated and Unlicensed Online Gaming Operators

- Some operators function offshore and beyond U.S. jurisdiction.
- Others operate domestically without authority and unregulated.
- Illegal sites offer casino-style game and sports wagering to Marylanders.

Problems Raised by Illegal Online Gaming

- No tax on gaming revenue.
- No interceptions of tax or state debts.
- Drives players away from legal operators.
- Lack of age/identity verification, thus susceptible to fraud.
- Weak responsible gaming measures.
- Lack of consumer protection measures.



Illegal Online Gaming Activities

National Efforts to Restrict Illegal Online Gaming

- Several states have sent cease-and-desist letters to illegal operators.
- Inform the operators that their websites are illegal, and demand that operators block individuals in their state from accessing those sites.

Maryland Efforts to Restrict Illegal Online Gaming

- Maryland Lottery and Gaming has sent cease-and-desist letters to 11 illegal operators.
- Six have responded.
- None have agreed to block Marylanders' access.
- Follow-up letters to all operators and initial letters to payment processors are in progress, demanding that they block access.



Ancillary Gaming Oversight

MLGCA also has regulatory oversight of:

- Electronic Instant Bingo Machines
- Instant Ticket Lottery Machines (ITLMs) at Veterans' Organizations
- Skills-Based Amusement Devices
- Online Fantasy Competitions (Daily Fantasy Sports)



Ancillary Gaming Oversight: Electronic Instant Bingo

- MLGCA regulates electronic instant bingo machines at 13 bingo hall locations in Anne Arundel and Calvert counties.
- State does not receive revenue from the machines.
- Each business is required to have a:
 - Local central monitoring system
 - Commission-approved system of internal controls.
 - Responsible gambling program.
 - Security & surveillance program.





Ancillary Gaming Oversight: Veterans' Organizations

- MLGCA regulates the Instant Ticket Lottery Machine (ITLM) program which benefits veterans' organizations.
- Currently, 405 machines at 92 qualified veterans' posts.
- Veterans posts keep 50% of revenue.
- The program has generated more than \$53.8 million for the veterans posts since its inception in September 2014.
- MLGCA receives 17.5% of revenue.
 10% of that amount goes to the Maryland Veterans Trust Fund.





Ancillary Gaming Oversight: Skills-Based Amusement Devices

- In 2017, MLGCA enacted regulations that define lawful skills-based amusement devices.
- Regulations apply to gaming devices that take money or tokens and award non-cash prizes worth up to \$30, or tickets/tokens that can be redeemed for prizes.
- Examples include claw/crane machines and similar arcade-style games.
- Exception for legacy family entertainment centers in Worcester County that can award prizes up to \$600 in value.
- Current registrations: 29 active device owners with 3,187 devices at 395 locations.
- State does not receive revenue from skills-based devices.





Ancillary Gaming Oversight: Online Fantasy Competitions

- In 2018, regulation of online fantasy competitions (including daily fantasy sports) was transferred from the Comptroller to MLGCA.
- Operators must register and comply with consumer protection measures outlined in COMAR 36.09.
- 17 operators are currently registered.
- Prize payouts larger than \$600 must be reported to the Comptroller and IRS.
- Effective May 18, 2021: Operators contribute 15% of proceeds to the Blueprint for Maryland's Future Fund.
- FY24 contributions: \$983,819.





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