

# Maryland Lottery and Gaming Control Agency

Larry Hogan, Governor • Gordon Medenica, Director



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TO: Maryland Lottery and Gaming Commission  
Gordon Medenica, Director

FROM: James Nielsen, Assistant Deputy Director/COO

DATE: May 14, 2019

SUBJECT: Report for the May 2019 Commission Meeting

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## GAMING

See attached report from James Logue, Managing Director

## REGULATORY OVERSIGHT

See attached report from John Mooney, Managing Director

## AGENT ADMINISTRATION

The following table presents retailer and terminal counts according to the Lottery's Agent Administration database.

Total Retailers				Total Retailer Terminals				XCAP Retailers			
Date	Count	Date	Count	Date	Count	Date	Count	Date	Count	Date	Count
<b>Current</b>				<b>Current</b>				<b>Current</b>			
04/30/18	4,456	04/30/19	4,391	04/30/18	5,246	04/30/19	5,973	04/30/18	371	04/30/19	364
<b>Quarterly Comparisons</b>				<b>Quarterly Comparisons</b>				<b>Quarterly Comparisons</b>			
06/30/17	4,496	06/30/18	4,446	06/30/17	5,427	06/30/18	5,205	06/30/17	345	06/30/18	343
09/30/17	4,492	09/30/18	4,369	09/30/17	5,431	09/30/18	5,677	09/30/17	355	09/30/18	356
12/31/17	4,485	12/31/18	4,346	12/31/17	5,444	12/31/18	5,710	12/31/17	363	12/31/18	344
03/31/18	4,454	03/31/19	4,384	03/31/18	5,375	03/31/19	5,842	03/31/18	372	03/31/19	362

## CONTRACT MANAGEMENT

- The necessary reduction in the number of advance drawings available for sale (step-down) has begun in preparation for the upcoming Cash4Life game change.
- Software Release 4 with several fixes/enhancements is currently in User Acceptance Testing with deployment scheduled for this month

- An additional group of combined draw and scratch-game self-service terminals (PHD) installations began in March. There are now a total of 745 PHDs installed as of April 30.
- A new release for the PHD terminals was tested and deployed.
- Draw-game-only self-service terminal (PEX) installations continued with 114 installed as of April 30.
- MS Technologies continues to work on e-Licensing Systems improvements, including providing several new application types.

**FACILITIES**

- Repairs continue on the concrete façade of Montgomery Park.
- An air quality test was conducted last month. No concerns were identified.

**WAREHOUSE**

The instant ticket warehouse is responsible for packing all of the instant tickets that are shipped to lottery retailers. Orders are placed through the Tel Sell operation which is operated by our central system vendor. Once an order is placed, it is sent to the warehouse for fulfillment. Additionally, as each new instant game is launched, the majority of retailers receive an initial allocation of the new games to assure the tickets are available across the State. Fulfilled orders are shipped via UPS for next day delivery to retailer locations. In addition to filling the orders, the warehouse is responsible for monitoring UPS to ensure proper billing and timely delivery.

# of Orders	# of Packs	YTD Orders	YTD Packs
<b>April 2019</b>		<b>7/1/18 – 04/30/19</b>	
16,541	204,413	156,054	1,898,753