



**MARYLAND LOTTERY AND GAMING CONTROL AGENCY**

**an agency of the State of Maryland**

**AUDITED SPECIAL-PURPOSE FINANCIAL STATEMENTS**

**April 30, 2021**

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## **INDEPENDENT AUDITORS' REPORT**

To the Maryland Lottery and Gaming Control Agency:

We have audited the accompanying special-purpose statements of assets, liabilities and net position of the Maryland Lottery and Gaming Control Agency (an agency of the State of Maryland) (Agency) as of April 30, 2021 and March 31, 2021, the special-purpose statements of allocation of income for the one and ten month periods ended April 30, 2021 and April 30, 2020, and the related notes to the special-purpose financial statements, which comprise the Agency's basic special-purpose financial statements as listed in the table of contents.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these special-purpose financial statements in accordance with the basis of accounting described in Note 1. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these special-purpose financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the special-purpose financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the special-purpose financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the special-purpose financial statements referred to above present fairly, in all material respects, the assets, liabilities and net position of the Maryland Lottery and Gaming Control Agency as of April 30, 2021 and March 31, 2021 and its allocation of income for the one and ten month periods ended April 30, 2021 and April 30, 2020, on the basis of accounting described in Note 1.

## **Basis of Accounting**

As described in Note 1 to the special-purpose financial statements, the Maryland Lottery and Gaming Control Agency prepares these financial statements on a prescribed basis of accounting that demonstrates compliance with the regulatory basis of accounting and budget laws of the State of Maryland (the State), which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America. The differences between the regulatory basis of accounting and accounting principles generally accepted in the United States of America are also described in Note 1. Our opinion is not modified with respect to that matter.

## **Restriction on Use**

This report is intended solely for the information and use of the management of the Maryland Lottery and Gaming Control Agency and the State of Maryland, and is not intended to be and should not be used by anyone other than these specified parties.

**REPORT DATE**

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**Maryland Lottery and Gaming Control Agency**  
**Special-Purpose Statements of Assets, Liabilities and Net Position**  
**As of April 30, 2021 and March 31, 2021**

**ASSETS**

	<b><u>April 30, 2021</u></b>	<b><u>March 31, 2021</u></b>
Cash and Cash Equivalents	\$ 7,274,909	\$ 6,997,578
Cash and Cash Equivalents - Gaming Escrow	40,763	40,759
Cash and Cash Equivalents - Restricted - Gaming License Deposits	2,462,799	2,626,707
Cash and Cash Equivalents - Agent	157,637	172,637
Cash Held with State Treasury	1,013,429,224	1,018,173,576
Investments in Annuity Contracts and Treasury Bonds	36,953,240	36,855,211
Accounts Receivable - Lottery	67,221,379	64,624,700
Accounts Receivable - Casino Operators	3,140,091	2,338,701
Accounts Receivable - Maryland Department of Health	95,651	95,651
Prepaid Commissions	81,433	66,207
Right-of-Use Assets, net	7,450,374	7,659,464
Total Assets	<u>\$ 1,138,307,500</u>	<u>\$ 1,139,651,191</u>

**LIABILITIES AND NET POSITION**

Liabilities

Due to State of Maryland - Lottery	\$ 380,516,501	\$ 377,986,751
Due to Maryland Stadium Authority	-	10,000,000
Due to Maryland Education Trust Fund	50,801,341	51,628,596
Due to Purse Dedication	6,645,950	6,585,644
Due to Small, Minority, Women-Owned Business	1,667,764	1,652,775
Due to Local Impact Grants	6,165,351	6,111,083
Due to Racetracks Facility Renewal Accounts	1,086,735	1,076,395
Due to Local Jurisdictions	2,420,566	2,822,428
Due to DHMH Problem Gambling Fund	724	4,690
Due to General Fund	1,158,492	1,082,703
Due to Veterans Trust	124,215	150,708
Obligations for Unpaid Prizes		
On-line games	575,472,666	571,228,596
Instant games	45,902,080	45,268,217
Installments under annuity contracts	36,953,240	36,855,211
Accrued Expenses	9,802,950	8,584,043
Gaming Licensing Deposits	2,206,514	2,214,469
Gaming Escrow - Restricted	40,763	40,759
Agent Escrow - Restricted	135,637	160,637
Taxes Payable and Other Liabilities	3,108,190	2,651,150
Deferred Revenue	2,623,333	2,354,085
Lease Liability, net	7,528,974	7,741,959
Total Liabilities	<u>1,134,361,986</u>	<u>1,136,200,899</u>

Commitments and Contingencies (Note 7)

Net Position

Reserve for Unclaimed Prizes	4,024,114	3,532,787
Invested in Capital and Right-of-Use Assets, net of related debt	<u>(78,600)</u>	<u>(82,495)</u>
Total Net Position	3,945,514	3,450,292
Total Liabilities and Net Position	<u>\$ 1,138,307,500</u>	<u>\$ 1,139,651,191</u>

The accompanying notes are an integral part of these  
special-purpose financial statements.

**Maryland Lottery and Gaming Control Agency**  
**Special-Purpose Statements of Allocation of Income**  
**For the Months Ended April 30, 2021 and April 30, 2020**

	<b>Month Ended April 30, 2021</b>	<b>Month Ended April 30, 2020</b>
<b>Revenue</b>		
Gross Sales	\$ 246,176,569	\$ 159,463,939
Sales Discount	3,060,901	2,244
Net Sales	<u>243,115,668</u>	<u>159,461,695</u>
Gaming Revenue - Gross Terminal Revenue	113,695,036	-
Gaming Revenue - State Grant	310,629	1,078,572
Gaming Revenue - Table Games	48,411,329	-
Gaming Revenue - Facility Applicants	133,627	8,192
Total Gaming Revenue	<u>162,550,621</u>	<u>1,086,764</u>
ITLM Lease Revenue	<u>324,874</u>	<u>-</u>
<b>Total Revenue</b>	<u>405,991,163</u>	<u>160,548,459</u>
<b>Cost of Sales</b>		
Prize Expense	159,800,891	102,640,716
Retailer Commissions	18,637,293	11,581,123
Casino Commissions	92,181,708	-
Total Cost of Sales	<u>270,619,892</u>	<u>114,221,839</u>
<b>Operating Expenses</b>		
Administrative Expenses	8,628,265	8,296,460
Total Operating Expenses	<u>8,628,265</u>	<u>8,296,460</u>
Total Expenses	<u>279,248,157</u>	<u>122,518,299</u>
<b>Income from Operations</b>	<u>126,743,006</u>	<u>38,030,160</u>
<b>Non-Operating Revenue</b>		
Voluntary Exclusion Program	11,268	-
Total Non-Operating Revenue	<u>11,268</u>	<u>-</u>
<b>Total Income</b>	<u>\$ 126,754,274</u>	<u>\$ 38,030,160</u>
<b>Allocation of Income</b>		
State of Maryland - Lottery	\$ 57,857,753	\$ 38,489,164
Maryland Education Trust Fund	50,801,341	-
Purse Dedication	6,645,950	-
Local Impact Grants	6,165,351	-
Racetracks Facility Renewal Accounts	1,086,735	-
Local Jurisdictions	2,420,566	-
Small, Minority, Women-Owned Business	1,667,764	-
DHMH Problem Gambling Fund	11,268	-
Veterans Trust	21,758	-
Gaming Net Income (Loss)	75,788	(459,004)
<b>Total Allocation</b>	<u>\$ 126,754,274</u>	<u>\$ 38,030,160</u>

The accompanying notes are an integral part of these  
special-purpose financial statements.

**Maryland Lottery and Gaming Control Agency**  
**Special-Purpose Statements of Allocation of Income**  
**For the Ten Month Periods Ended April 30, 2021 and April 30, 2020**

	<b>Ten Month Period Ended April 30, 2021</b>	<b>Ten Month Period Ended April 30, 2020</b>
<b>Revenue</b>		
Gross Sales	\$ 2,170,243,378	\$ 1,788,145,859
Sales Discount	10,422,027	2,997,198
Net Sales	<u>2,159,821,351</u>	<u>1,785,148,661</u>
Gaming Revenue - Gross Terminal Revenue	934,535,034	805,525,203
Gaming Revenue - State Grant	4,531,396	5,161,055
Gaming Revenue - Table Games	477,294,185	439,504,036
Gaming Revenue - Facility Applicants	1,201,725	1,414,007
Total Gaming Revenue	<u>1,417,562,340</u>	<u>1,251,604,301</u>
ITLM Lease Revenue	2,533,445	2,310,689
Maryland Department of Health Revenue	-	95,651
Total Revenue	<u>3,579,917,136</u>	<u>3,039,159,302</u>
<b>Cost of Sales</b>		
Prize Expense	1,361,784,068	1,108,865,200
Retailer Commissions	162,771,446	134,601,595
Casino Commissions	821,826,034	730,479,949
Total Cost of Sales	<u>2,346,381,548</u>	<u>1,973,946,744</u>
<b>Operating Expenses</b>		
Administrative Expenses	83,330,037	83,033,140
Total Operating Expenses	<u>83,330,037</u>	<u>83,033,140</u>
Total Expenses	<u>2,429,711,585</u>	<u>2,056,979,884</u>
<b>Income from Operations</b>	<u>1,150,205,551</u>	<u>982,179,418</u>
<b>Non-Operating Revenue</b>		
Voluntary Exclusion Program	103,875	119,158
Total Non-Operating Revenue	<u>103,875</u>	<u>119,158</u>
<b>Total Income</b>	<u>\$ 1,150,309,426</u>	<u>\$ 982,298,576</u>
<b>Allocation of Income</b>		
State of Maryland - Lottery	\$ 531,632,402	\$ 433,862,570
Maryland Stadium Authority	35,493,920	40,000,000
Maryland Education Trust Fund	428,974,560	385,895,410
Purse Dedication	54,563,933	47,156,302
Local Impact Grants	50,645,342	43,738,237
Racetracks Facility Renewal Accounts	8,914,445	7,712,420
Local Jurisdictions	23,864,709	21,975,202
Small, Minority, Women-Owned Business	13,694,846	27,445
DHMH Problem Gambling Fund	103,875	119,158
Veterans Trust	172,466	154,112
Gaming Net Income	2,248,928	1,657,720
<b>Total Allocation</b>	<u>\$ 1,150,309,426</u>	<u>\$ 982,298,576</u>

The accompanying notes are an integral part of these  
special-purpose financial statements.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Legislative Enactment**

The Maryland Lottery and Gaming Control Agency (Agency) was established by the Maryland General Assembly enactment of Chapter 365 of Laws of Maryland of 1972, and the voters' approval that same year of a constitutional amendment to allow the lottery. The amendment was ratified on November 7, 1972, and the Agency commenced operations on January 2, 1973.

The mandate of the law was to establish a State-operated lottery, under the immediate supervision of a Director and the guidance of a Commission, for the purpose of producing revenue for the State. The Governor, with the advice and consent of the Senate of Maryland, appoints the Director and the Commission members.

During the 2007 special session of the Maryland General Assembly, Chapter 4 was enacted relating to the legalization of video lottery terminals (VLTs) in the State subject to the passage of a voters' constitutional referendum. In 2008, voters approved the installation of up to 15,000 VLTs at five privately owned casinos at specified locations throughout the State.

On August 14, 2012, Senate Bill 1 – Gaming Expansion – Video Lottery Terminals and Table Games passed the 2012 Second Special Session of the Maryland General Assembly. This bill contained many provisions concerning gaming operations and certain provisions that were subject to voter referendum. The provisions which were subject to voter referendum passed during the November 6, 2012 election, which allowed for a sixth casino at a site in Prince George's County, increased the maximum number of video lottery terminals allowed in the State from 15,000 to 16,500, established table games and allowed for 24-7 operations at the casinos. A gaming license to operate a casino at National Harbor in southern Prince George's County was awarded to MGM Resorts International on December 20, 2013. The casino opened in December 2016.

Effective October 1, 2012, the bill also authorized the Agency to issue certain veterans' organizations a license for up to five instant ticket lottery machines (ITLM). Veterans' organizations in counties on the Eastern Shore and in Montgomery County are not eligible. After deductions for commissions and prize payouts, 10% of the proceeds are distributed to the Maryland Veterans Trust Fund and the remainder goes to the general fund. An ITLM is an electronic device that dispenses pre-printed instant scratch tickets and utilizes a touchscreen monitor. The device scans and validates the barcode on the instant ticket as it is dispensed and displays the result of the ticket on the touchscreen monitor. The device accumulates winnings for the player and prints out a voucher at the conclusion of play that can be redeemed for cash or inserted into another ITLM for continued play.

Pursuant to § 9-1A-01 of the Maryland State Government Article, under certain circumstances, if a casino returns to successful players more than the amount of money bet through VLTs or table games on a given day, the casino may subtract that amount from the proceeds of the following 7 days for purposes of the calculation of the amount of revenue due to the Agency.



**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.**

**Legislative Enactment – cont'd.**

Pursuant to § 9-1A-26 of the Maryland State Government Article, the jackpot proceeds won at a video lottery terminal that are not claimed by the winner within 182 days after the jackpot shall become the property of the State. The proceeds shall be allocated as follows: 2.5% to the Small, Minority, and Women-Owned Business Account, 9.5% to Local Impact Grants, 10% to Purse Dedication, 1.5% to the Racetrack Facility Renewal Account and the remainder to the Education Trust Fund. In March 2020, the State of Maryland's Governor issued an Executive Order which extended the unclaimed prize deadline from 182 days until 30 days after the State of Emergency due to COVID-19 was lifted. The grace period for tickets that reached their expiration dates during the COVID-19 pandemic expired on June 30, 2021. The unclaimed prize deadline has returned to 182 days.

Pursuant to § 9-1A-27(d) of the Maryland State Government Article, the proceeds of table games include a 5% allocation to Local Jurisdictions, in which the casino is located. The casino's share of the proceeds is 80%, and the Maryland Education Trust Fund is allocated the remaining amount.

The Agency, in conjunction with its Commission, serves as the regulator of the Gaming program and is responsible for regulating the casinos, licensing the casino operators and all other entities and individuals requiring a gaming license, and the collection and disbursement of VLT gross terminal revenue and table game revenue in accordance with the law.

The Agency is a part of the primary government of the State of Maryland and is reported as a proprietary fund and business-type activity within the State of Maryland's financial statements. The State of Maryland prepares an annual comprehensive financial report (ACFR). The Agency is an enterprise fund of the State of Maryland and is included in the basic financial statements of the ACFR of the State of Maryland.

**Basis of Accounting and Presentation**

The accompanying special-purpose financial statements are prepared on the modified accrual basis of accounting. The purpose of these special-purpose financial statements is to present the amount of lottery proceeds the Agency is required to transfer to the Maryland General Fund, Maryland Veterans Trust Fund, and Maryland Stadium Authority on a monthly basis and the amount of gaming proceeds that the Agency is required to transfer to the Maryland Education Trust Fund; Local Impact Grants; Local Jurisdictions; Purse Dedication Account; and Racetracks Facility Renewal Accounts as calculated according to the laws of the State of Maryland. Accordingly, these special-purpose financial statements differ from statements presented in accordance with accounting principles generally accepted in the United States of America in the following areas: (1) investments in annuity contracts and treasury bonds are presented at present value, not fair value; (2) Agency administrative expenses are recorded monthly based on 1/12 of budgeted expenses for the fiscal year; (3) depreciation and amortization are not recognized as an expense but rather recorded as a reduction in net position; (4) a liability for uncompensated employee absences has not been recorded; (5) Agency prizes that are unclaimed have no effect on prize expense, nor do prizes funded through the unclaimed prize fund, such as promotions; and (6) Agency deferred pension inflows and outflows as a result of GASB No. 68, *Accounting and Financial Reporting for Pensions*, are not recorded.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont’d.**

**Basis of Accounting and Presentation – cont’d.**

The special-purpose financial statements represent the assets, liabilities and net position of the Agency as of April 30, 2021 and March 31, 2021 and the allocation of income for the one and ten month periods ended April 30, 2021 and April 30, 2020. These statements do not contain statements of net position, statements of revenues, expenses, and changes in net position or statements of cash flows as would be required by accounting principles generally accepted in the United States of America.

**Use of Estimates**

The preparation of special-purpose financial statements in conformity with the modified accrual basis of accounting requires management to make estimates and assumptions that affect the reported amounts in the special-purpose financial statements and accompanying notes. Actual results may differ from those estimates.

**Lottery Games – Revenue Recognition, Prize Obligations and Administrative Expenses**

Revenue Recognition

Revenue from lottery games originate from three product lines: draw games, instant games and ITLMs. The Agency develops multiple game themes and prize structures to comply with its enabling legislation and customer demand. Independent and corporate retailers comprised principally of grocery and convenience stores, package goods stores, and restaurants serve as the primary distribution channel for draw and instant lottery sales. Veterans’ organizations are the only distribution channel for ITLMs. Lottery retailers receive a sales commission of 5.5% and a cashing commission of 3% of prizes redeemed. Veterans’ organizations receive a sales commission of 5.5%, a cashing commission of 1.7679% and an additional ½% sales commission bonus on ITLM sales.

Licensed lottery retailers sell draw game lottery tickets to the public through the use of computerized terminals. Draw games are categorized as: Numbers (Pick 3 and Pick 4), Matrix (Multi-Match, Mega Millions/Megaplier, Powerball/Powerplay, Bonus Match 5, 5 Card Cash, and Cash4Life), Monitors (Keno, Keno Bonus®, Keno Super Bonus, Racetrax®, and Racetrax® Bonus) and FAST PLAY. Draw revenue is recognized in the month in which the related drawings are held. Revenue from the sale of tickets and commissions paid for future drawings are deferred until the drawings are held. Revenue from instant games is recognized when the retailer activates the book of tickets. Revenue from the sale of FAST PLAY is recognized in the month in which the ticket is sold. Licensed veterans’ organizations offer ITLMs to their customers. The Agency recognizes ITLM revenue as “gross terminal revenue” equivalent to all wagers, net of related prizes.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont’d.**

**Lottery Games – Revenue Recognition, Prize Obligations and Administrative Expenses – cont’d.**

Prize Obligations

Prize obligations for draw games are determined and recognized after each drawing is held. For all draw games, winners are paid a certain amount depending upon the number of winners and the order of the winning numbers drawn. The Multi-Match, Mega Millions, Powerball and Cash4Life jackpots are calculated as a percentage of total game revenue. If there is not a jackpot winner, the prize pool is carried forward until there is a winner. The remaining Multi-Match, Mega Millions, Powerball and Cash4Life prize levels are based on a predetermined set amount. Prize obligations are recognized monthly for instant games based on the books activated by retailers and the related prize expense based on the specific game’s prize structure. Prize expense for ITLM is recorded as amounts are won and is used in determining the “gross terminal revenue” for ITLM.

Administrative Expenses

Administrative expenses are provided by budget appropriations from the State of Maryland based on the State’s fiscal year ending June 30<sup>th</sup>. Lottery expenses are allocated to the games by the Agency. The allocation of expenses is based on the percentage of a game’s gross sales to total gross sales. One twelfth of estimated expenditures is recognized as administrative expenses each month. ITLM administrative expenses are recognized based on the actual amount of lease revenue received by the Agency during that month. Any differences between actual administrative expenditures incurred during the month and administrative expenses charged against the budget appropriation are adjusted during June of each fiscal year. The adjusting entries are made during the preparation of the year end financial statements prepared in accordance with generally accepted accounting principles. During interim months, this difference is included in accrued expenses in the accompanying special-purpose statements of assets, liabilities, and net position.

**Gaming Operations (VLTs and Table Games) - Revenue Recognition, Prize Obligations and Expenses**

As of April 30, 2021, six casinos were in operation with a total of 7,668 VLTs. VLTs are a self-activated video version of casino games which allow for a player to place bets for the chance to be awarded credits which can either be redeemed for cash or be replayed as additional bets. The prize structures of these video lottery games are designed to award prizes, or credits, at a stipulated rate of total bets played, and prize expenses are netted against total video credits played. The Agency recognizes VLT revenue as “gross terminal revenue” equivalent to all wagers, net of related prizes.

In accordance with the law, the casino operators receive a specified percentage of gross terminal revenue to operate their casinos.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.**

**Gaming Operations (VLTs and Table Games) - Revenue Recognition, Prize Obligations and Expenses – cont'd.**

After July 30, 2017, one of the casino operators receives 39% of the gross terminal revenue, one casino operator receives 44% of the gross terminal revenue, one casino operator receives 46% of the gross terminal revenue, one casino operator receives 49% of the gross terminal revenue, one casino operator receives 53% of the gross terminal revenue, and one casino operator receives 60% of the gross terminal revenue. The Agency retains 1% of the gross terminal revenue from all of the casino operators to help fund the operations of the VLT program. The enabling legislation requires the Agency to disburse the remainder of the gross terminal revenue to other Government agencies, which in turn are responsible for making further distributions.

As of April 30, 2021, there were 570 table games in operation at all six of the casinos. Table games include blackjack, roulette, craps, baccarat, big six wheel, and various poker games. Table game revenue is equivalent to all wagers, net of related prizes. Casino operators receive 80% of the table game revenue to operate their casino. The remaining 20% is remitted to the Agency who in turn transfers it to the Maryland Education Trust Fund and Local Jurisdictions in accordance with the enabling legislation. The casino operators' share of the revenue from both VLTs and table games is recorded as a cost of sales.

To further help fund the operations of the Gaming program, the State provided grants by budget appropriation to the Agency during fiscal years 2021, 2020, and 2019 in the amount of \$6,583,354, \$6,956,016, and \$7,018,818, respectively. During the ten month periods ended April 30, 2021 and April 30, 2020, the Agency had \$4,531,396 and \$5,161,055 in gaming revenue – state grant, respectively. Periodically, all expenses, including the State grant cumulative transactions, are reviewed to determine if the correct budget appropriation codes have been used. If the correct budget codes have not been used, an adjustment journal entry is processed to allocate transactions to the appropriate budget codes.

License related revenues (application, license, fingerprint, principal applicant background investigation, and vendor fees) are recorded as licensing deposits until the receipt is identified as being for a specific applicant and type of fee which usually occurs in the same month that the deposit is received. After the specific applicant and fee type is ascertained, the related deposit amount is recognized as revenue, except for principal applicant investigation fees which are recognized as revenue when the background investigation is completed and the applicant is either invoiced for any investigation costs in excess of the deposit received or the portion of the deposit in excess of investigation costs is returned to the applicant.

Administrative expenses for the Gaming program are recognized as they are incurred.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.**

**Operating and Non-Operating Revenues and Expenses**

Operating revenues and expenses for proprietary funds such as the Agency are revenues and expenses that result from providing services and producing and delivering goods. Operating revenues for the Agency are derived from providing various types of lottery games, VLT games and table games. Operating expenses for lottery games include the costs to operate the various games, pay prize winners, and administrative expenses. Operating expenses for gaming include the costs to operate the various games and administrative expenses. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

**Cash and Cash Equivalents**

Cash and cash equivalents include cash deposited with financial institutions, deposits with the Maryland State Treasury and overnight investment repurchase agreements.

**Cash and Cash Equivalents – Gaming Escrow**

Cash and cash equivalents – gaming escrow consists of funds deposited in escrow with a financial institution and the related interest earned. The monies deposited are primarily application fees received from gaming facility operator license applicants that are held in separate escrow sub accounts until the application review process is complete and the license is either awarded or denied. If the license is awarded, the monies are transferred to the Maryland Education Trust Fund. If the license is denied, the monies are returned to the applicant.

**Cash and Cash Equivalents – Restricted – Gaming License Deposits**

Cash and cash equivalents – restricted – gaming license deposits account is used to record the receipt of license related fees and investigation deposits that are received from applicants wanting to obtain a gaming license. For the majority of applicants, fees are recorded as revenue after the specific applicant and type of fee received is determined. At the end of each month, these fees are transferred to the Gaming Special Fund account.

For principal employee applicants, in addition to the aforementioned fees, the Agency also receives a background investigation deposit which is used to pay the investigation costs for the principal employee applicant. These deposit amounts remain in cash and cash equivalents – restricted – gaming license deposits and are recorded as a licensing deposit liability until the investigation is completed. To the extent that the investigation deposit is greater than the costs incurred for the investigation, the monies are refunded to the applicant. To the extent that the investigation deposit is less than the costs incurred for the investigation, the applicant is billed for the deficit. After the investigation is completed, the deposit is recorded as revenue and is transferred to the Gaming Special Fund account.

**Cash and Cash Equivalents – Agent**

Cash and cash equivalents – agent consists of funds deposited in escrow with a financial institution and the related interest earned. Monies deposited into the escrow accounts were received from select lottery agents who deposited monies with the Agency in lieu of obtaining a bond.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.**

**Investments in Annuity Contracts and Treasury Bonds**

Investments consist of United States Government Treasury Bonds and annuity contracts. The investments in United States Government Treasury Bonds and annuity contracts are purchased in the name of the Agency and stated at present value.

**Accounts Receivable – Lottery**

Accounts receivable – lottery represents the amounts due from Agency retailers from the sale of lottery tickets and ITLM amounts played. The Agency utilizes the allowance method to provide for doubtful accounts based on management's evaluation of the collectability of accounts receivable. The Agency determines accounts receivable to be delinquent when greater than 10 days past due. Receivables are written off when it is determined that amounts are uncollectible. As of April 30, 2021 and March 31, 2021, management believes all accounts receivable are collectible, and as such, no allowance for doubtful accounts has been recorded.

**Accounts Receivable – Casino Operators**

Accounts receivable – casino operators represents the amount of gross video lottery terminal revenue and table game revenue due from the casino operators. As of April 30, 2021 and March 31, 2021, management believes that all accounts receivable are collectible and, as such, no allowance for doubtful accounts has been recorded.

**Accounts Receivable – Maryland Department of Health**

Accounts receivable – Maryland Department of Health represents the amounts due from COVID-19 premium pay that is reimbursable from the Maryland Department of Health. Management believes that all accounts receivable are collectible, and as such, no allowance for doubtful accounts has been recorded.

**Capital and Right-of-Use Assets**

The Agency has adopted a policy of capitalizing assets with individual amounts exceeding \$25,000 and right-of-use assets held under lease liabilities as defined in GASB 87, *Leases*. These assets include leased facilities and purchased and leased equipment comprised principally of technological property and equipment necessary to administer lottery games and VLTs. The purchased assets are recorded at cost and depreciation is computed using the straight-line method over three to five-year useful lives. The leased assets are recorded at the present value of the leased liability and amortized using a systematic and rational manner over the shorter of the lease term or useful life of the underlying asset. Depreciation and amortization is not recognized as an expense but rather recorded as a reduction in net position.



**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.**

**Net Position**

Net position is presented as invested in capital assets and right-of-use assets, net of related debt, and reserve for unclaimed prizes. Net position invested in capital assets and right-of-use assets, net of related debt, represents the net book value of capital assets and right-of-use assets owned, less any outstanding obligations related to capital and right-of-use assets. The reserve for unclaimed prizes reflects the value of prizes not claimed. Prior to the State of Emergency due to COVID-19, prizes were required to be claimed within 182 days of drawing, or at the end of an instant game. Due to the State of Emergency related to COVID-19, the timeframe for claiming prizes was extended to 30 days after the State of Emergency due to COVID-19 was lifted, or at the end of an instant game. The grace period for tickets that reached their expiration dates during the COVID-19 pandemic expired on June 30, 2021. The unclaimed prize deadline has returned to 182 days. This reserve is used to fund special prize pools, free plays on games, and to supplement the prize pools of existing games.

**Payments to the State of Maryland**

The State of Maryland law requires the Agency to transfer its lottery revenue in excess of funds allocated to prize awards, operating expenses, the Maryland Veterans Trust Fund, and the Maryland Stadium Authority to the State of Maryland General Fund. The income from operations of the Mega Millions game is transferred to the Maryland Stadium Authority up to an annual cap set by the authorized appropriation.

The law also requires gaming revenue to be transferred to specified State Agencies. On a monthly basis, the Agency transfers these funds as follows:

- Beginning July 31, 2018, transfers of 47.5% of the gross terminal revenue from one casino, 42.5% of the gross terminal revenue from one casino, 40.5% of the gross terminal revenue from one casino, 37.5% of the gross terminal revenue from one casino, 33.5% of the gross terminal revenue from one casino, and 32.5% of the gross terminal revenue from one casino are made to the State's Department of Education into the Maryland Education Trust Fund. After July 31, 2018, transfers of 1.5% of the gross terminal revenue from five casinos and 0.75% of the gross terminal revenue from one casino that had previously been transferred to the State's General Fund are now transferred to the State's Department of Education into the Maryland Education Trust Fund as noted above. After June 30, 2020, transfers of 46.0% of the gross terminal revenue from one casino, 41.0% of the gross terminal revenue from one casino, 39.0% of the gross terminal revenue from one casino, 36.0% of the gross terminal revenue from one casino and 32.0% of the gross terminal revenue from two casinos were made to the State's Department of Education into the Maryland Education Trust Fund.
- Transfers of 15.0% of the gross table games revenue are made to the State's Department of Education into the Maryland Education Trust Fund and 5.0% of the gross table games revenue are made to Local Jurisdictions.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
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**1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.**

**Payments to the State of Maryland – cont'd.**

- Transfers of 5.5% of the gross terminal revenue from five casinos and 3.75% of the gross terminal revenue from one casino are made to the State's Racing Commission into an account for Local Impact Grants.
- Transfers of 6.0% of the gross terminal revenue from five casinos and 2.5% of the gross terminal revenue from one casino, not to exceed a total of \$100 million annually, are made to the State's Racing Commission into the Purse Dedication Account.
- Transfers of 1.0% of the gross terminal revenue from five casinos, not to exceed a total of \$20 million annually, are made to the State's Racing Commission into the Racetracks Facility Renewal Accounts.
- Beginning July 1, 2020, transfers of 1.5% of the gross terminal revenue from five casinos and 0.75% of the gross terminal revenue from one casino are made to the Small, Minority, Women-Owned Business account. There were no transfers made to the Small, Minority, Women-Owned Business account during the year ended June 30, 2020.

Due to general fund represents the amount of funds collected through license fees and from the 1% of the gross terminal revenue in excess of the gaming administrative expenses charged against these funds. Any excess monies at year end will be reverted to the General Fund to offset the State grant that is provided to help operate the Gaming program.

**Payments to the Department of Health and Mental Hygiene Problem Gambling Fund**

The State of Maryland law requires the Agency to assess the Casino Operators annually a \$425 per VLT fee and a \$500 per table fee which is transferred to the Department of Health and Mental Hygiene (DHMH) Problem Gambling Fund to provide treatment services to Maryland citizens who have been identified, either voluntarily or involuntarily, as having a gambling addiction or related illness. These assessments are made in June for the fiscal year (as reported on the June 30<sup>th</sup> end of fiscal year statements of allocation of income) and the monies collected are transferred to the DHMH Problem Gambling Fund. The Agency has recognized the amount due to the DHMH Problem Gambling Fund for the VLTs and Table Games that were in service during the fiscal year ended June 30, 2020. These funds were transferred to the DHMH during October 2020.

The Voluntary Exclusion Program (VEP) is a program that allows an individual to voluntarily agree to refrain from entering and gambling at all Maryland casinos. Individuals wishing to voluntarily exclude may do so at the Agency. If an individual enrolled in VEP, gambles, and wins at a Maryland casino, the casino will remit the winning amount to the Agency. The Agency will then transfer these funds to the DHMH Problem Gambling Fund.



**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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## **2. CASH AND CASH EQUIVALENTS**

As of April 30, 2021 and March 31, 2021, the carrying amounts of deposits with financial institutions were \$9,936,108 and \$9,837,681, respectively. The corresponding bank balances were \$9,786,186 and \$9,393,844 as of April 30, 2021 and March 31, 2021, respectively.

As of April 30, 2021 and March 31, 2021, the carrying amounts of cash on deposit with the Maryland State Treasury were \$1,013,429,224 and \$1,018,173,576, respectively. The corresponding Maryland State Treasury balances were \$1,013,692,961 and \$1,019,001,837, as of April 30, 2021 and March 31, 2021, respectively. The State Treasury has statutory responsibility for the daily cash management activities of the State's agencies, departments, boards, and commissions. The deposits with the State Treasury are part of the State's internal investment pool and are not separately identifiable as to specific types of securities. The Treasury maintains these and other State agency funds on a pooled basis in accordance with State statute. The Agency does not obtain interest on funds deposited with the State Treasury.

Custodial credit risk – Custodial credit risk is the risk that in the event of a bank failure, the Agency's deposits will not be returned. The Agency's deposit policy requires that it comply with the State law that governs the State Treasury deposits. Specifically, unexpended or surplus money may be deposited in a financial institution in the State, if the deposit is interest bearing; the financial institution provides collateral that has a market value that exceeds the amount by which a deposit exceeds the deposit insurance; and the custodian holds the collateral.

Interest rate risk – The State Treasury's investment policy states that to the extent possible, it will attempt to match its investments with anticipated cash flow requirements. Unless matched to a specific cash flow, the State Treasury will not directly invest in securities maturing more than five years from the date of purchase.

Credit risk – State law requires that the State Treasury investments in repurchase agreements be collateralized by United States Treasury and Agency Obligations. In addition, investments may be made directly in United States Agency Obligations. State law also requires that money market mutual funds receive the highest possible rating from at least one nationally recognized statistical rating organization.

Concentration of credit risk – The State Treasury's investment policy limits the amount of repurchase agreements to be invested with a particular institution to 30% of the portfolio. There is no limit on the amount that may be invested in any one issuer. As of the fiscal year ended June 30, 2020, more than 5% of government fund investments were in the Federal National Mortgage Association (FNMA) and the Federal Home Loan Mortgage Corporation. As of June 30, 2020, these investments represent 15.63% and 5.65% of the State of Maryland's internal investment pool, respectively.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**3. INVESTMENTS IN ANNUITY CONTRACTS AND TREASURY BONDS**

It is the Agency's policy to fund jackpot and lifetime prize awards through the purchase of United States Government Treasury Bonds. Furthermore, it is the policy of the Agency to hold these investments to maturity. The investment maturities approximate the annuity prizes payable installment due dates. The Agency has 14 winners who won "Win for Life" prizes that are paid as annual annuities. The Agency is obligated to pay the annual annuity as long as the winners are still alive at the time the annual annuity payment is due. Additionally, the Agency has a "Cash4Life" winner that is paid as an annual annuity to either the winner or their beneficiary for a guarantee of 20 years. After which, the Agency is obligated to pay the annual annuity only if the winner is still alive at the time the annual annuity payment is due. The liability for paying the annuities is captured on the special-purpose statements of assets, liabilities, and net position under installments under annuity contracts.

The Agency has purchased long-term investments to fund jackpot prize awards. The majority of these investments are United States Government Treasury Bonds, which carry a yield to maturity of approximately 0.017% to 6.458%. As of April 30, 2021 and March 31, 2021, the Agency's United States Government Treasury Bonds totaled \$36,910,563 and \$36,812,261, respectively. The investments in United States Government Treasury Bonds are carried at present value on the accompanying special-purpose statements of assets, liabilities, and net position.

As of April 30, 2021, and March 31, 2021, the annuity contracts totaled \$42,677 and \$42,950, respectively. The annuity contracts were purchased in 1976 to satisfy the Agency's obligation for certain lifetime prizes. The investments in annuity contracts are carried at present value on the accompanying special-purpose statements of assets, liabilities, and net position.

Interest rate risk is the risk that an investment's fair value decreases as market interest rates increase. Typically, this risk is higher in debt securities with longer maturities. The Agency is not subject to interest rate risk because it is their policy to hold the investments until maturity, unless an annuitant, through a court order, forces the sale of an investment to settle the Agency's obligation to the annuitant at which time the annuitant would be paid the proceeds received from the sale of investments.

For an investment, custodial risk is the risk that in the event of the failure of the counterparty, the Agency will not be able to recover the value of its investments or collateral securities that are in the possession of an outside party. The Agency is not subject to custodial risk because the United States Government Treasury Bonds are held in the Agency's name by its custodian and annuity contracts are not evidenced by securities that exist in physical book entry form.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

**4. CAPITAL ASSETS**

A summary of capital asset activity for the month ended April 30, 2021 is as follows:

	March 31, 2021	Increases	Decreases	April 30, 2021
Capital Assets				
Machinery and Equipment	\$ 1,611,341	\$ -	\$ -	\$ 1,611,341
Leasehold Improvements	613,240	-	-	613,240
Total Capital Assets	2,224,581	-	-	2,224,581
Less: Accumulated Depreciation And Amortization				
Machinery and Equipment	1,611,341	-	-	1,611,341
Leasehold Improvements	613,240	-	-	613,240
Total Accumulated Depreciation And Amortization	2,224,581	-	-	2,224,581
Capital Assets, net	\$ -	\$ -	\$ -	\$ -

**5. RIGHT-OF-USE ASSETS**

A summary of right-of-use asset activity for the month ended April 30, 2021 is as follows:

	March 31, 2021	Increases	Decreases	April 30, 2021
Right-of-Use Assets				
Machinery and Equipment	\$ 8,250,828	\$ -	\$ -	\$ 8,250,828
Office and Warehouse Space	6,471,988	-	-	6,471,988
Total Right-of-Use Assets	14,722,816	-	-	14,722,816
Less: Accumulated Amortization				
Machinery and Equipment	2,845,140	108,131	-	2,953,271
Office and Warehouse Space	4,218,212	100,959	-	4,319,171
Total Accumulated Amortization	7,063,352	209,090	-	7,272,442
Right-of-Use Assets, net	\$ 7,659,464	\$ (209,090)	\$ -	\$ 7,450,374

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**6. LONG-TERM ANNUITY PRIZE OBLIGATIONS**

The Agency carries long-term annuity prize obligations at present value. Presented below is a summary of long-term annuity prize payment requirements for annuities payable to maturity:

Fiscal Year	Total
2021	625,866
2022	5,461,196
2023	4,185,196
2024	3,333,196
2025	3,466,196
2026-2030	12,700,980
2031-2035	7,830,433
2036-2040	5,509,000
2041	916,000
Total future payments	44,028,063
Less: amount representing interest	7,074,823
Present value of payments	\$ 36,953,240

This debt represents annual payments owed to jackpot and lifetime winners. Annuity prizes are paid over a period of time ranging from 20 to 25 years depending on the time period in which the prize was won. The Agency has purchased United States Government Treasury Bonds or annuity contracts that will fully fund these obligations.

**7. COMMITMENTS AND CONTINGENCIES**

**Leases**

The Agency leases office space, warehouse facilities, and draw and instant product equipment over periods extending through April 2025.

During the month ended November 30, 2019, the Agency implemented GASB 87, which requires both capital and operating leases to be reported on the statement of assets, liabilities, and net position as a depreciable right-of-use asset and a liability to make lease payments. The lease liability, which is equal to the present value of future lease obligations, was determined using the incremental borrowing rate of 3.00% based on the information available at implementation date. The associated right-of-use asset is valued at an amount equal to the lease liability, less any adjustments as defined in GASB 87.

The Lottery also considered any lease terms that included options to extend or terminate the lease when valuing the right-of-use asset, noting none. The lease agreements do not contain any residual value guarantees or restrictive covenants. There were no lease incentives received at the start of the lease. Reductions to the right-of-use asset were recorded at the implementation date to account for variable payment terms in the leases.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**7. COMMITMENTS AND CONTINGENCIES – cont’d.**

**Leases – cont’d.**

Future minimum lease payments under these non-cancelable capital leases are as follows as of April 30, 2021:

2021	\$ 464,073
2022	2,822,801
2023	2,127,682
2024	1,418,340
2025	1,063,755
Total future minimum lease payments	7,896,651
Less: discount to present value	(367,677)
Lease liability, net	<u>\$ 7,528,974</u>

**Litigation**

The Agency is involved in various litigation arising in the ordinary course of business. The Agency believes that the ultimate resolution of these matters will not have a material adverse effect on its net position.

**8. PARTICIPATION IN MULTI-STATE GAMES**

**Mega Millions and Powerball**

The Agency is a member of the Mega Millions and Powerball consortiums. These consortiums are comprised of lottery directors from member party jurisdictions. The prize pools are shared on a percent of sales basis. Game accounting is conducted after each semi-weekly drawing. Settlements between members occur after each jackpot win and annually for all other prizes unless non-jackpot settlements exceed a specified amount. There are currently 47 and 46 lotteries that participate in Powerball and Mega Millions consortiums, respectively.

**Cash4Life**

The Agency is a member of the multi-jurisdictional Cash4Life. Cash4Life is a lottery game conducted as a cooperative venture by nine states: New York, New Jersey, Pennsylvania, Virginia, Tennessee, Indiana, Georgia, Florida, and Maryland. The prize pools are shared on a percent of sales basis. Game accounting is conducted after each semi-weekly drawing. Settlements between members occur after each jackpot win.

**9. RISK MANAGEMENT**

**Lottery Games**

To minimize risks associated with lottery game liabilities, the Agency has established aggregate payout limits for each game type. This approach discontinues sales of the games once the potential liability limit is reached for a specific player selection. A maximum payout limit is established for those games with a first-tier prize, which requires multiple first tier winners to split the related prize.

**Maryland Lottery and Gaming Control Agency**  
**Notes to the Special-Purpose Financial Statements**  
**April 30, 2021**

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**9. RISK MANAGEMENT – cont’d.**

**VLTs**

The risk to the Agency is limited by legislation as it pertains to gaming operations. A video lottery terminal shall have an average payout percentage which is 87% or more and does not exceed 100%. In no event may a video lottery terminal have a theoretical payout percentage of less than 87%. Furthermore, a facility may not make available for play a video lottery terminal with an average payout percentage which exceeds 95% without the written approval of the Agency. A facility’s gaming floor shall be configured to collectively achieve, at all times, an average payout percentage which exceeds 87%, and which does not exceed 95%. Any VLT loss for any given day are carried forward to offset gains in the next 7 days with any remaining losses absorbed by the casino.

**Table Games**

The Agency’s risk is limited to the 80% commission payable to casinos based on monthly Gross Revenue. Any economic variables that cause fluctuations in casino revenues on an ongoing basis would, therefore, cause a fluctuation in Agency revenues. Any table games loss for any given day are carried forward to offset gains in the next 7 days with any remaining losses absorbed by the casino.

**Overall Risks**

The Agency is exposed to various risks associated with the theft, damage, or destruction of assets, torts, and game liability. To manage the related risks, the Agency participates in the State’s insurance program, which provides general liability, personal & casualty, and workers’ compensation insurance. The program requires all agencies to submit premiums based upon proportionate payroll costs and/or claims history. This insurance covers related losses up to a maximum of \$1,000,000 per event. Settlements have not exceeded coverage for any of the past three fiscal years.

**10. SUBSEQUENT EVENTS**

The COVID-19 outbreak in the United States resulted in the state government mandated temporary closure of the casinos, bars and restaurants, and the veteran organizations in the State of Maryland. These closures negatively impacted the revenues associated with the casinos, the ITLM program and the traditional lottery products.

During June 2020, the State of Maryland allowed for limited openings of the casinos, bars and restaurants, and the veteran organizations. As of July 1, 2021, the State of Maryland lifted the remaining restrictions on the casinos, bars and restaurants and the veteran organizations.

Effective May 18, 2021, legislation was passed that establishes and implements sports wagering in the State and provides for regulation of sports wagering and fantasy gaming competitions. The Agency must generally regulate sports wagering and the conduct of sports wagering to the same extent that it regulates the operation of VLT’s and table games in the State. Certain revenues are to be distributed to the Blueprint for Maryland’s Future Fund (BMFF), the Problem Gambling Fund, and a new Small, Minority-Owned, and Women-Owned Business Sports Wagering Assistance (SMWOBSWA) Fund.

## **SUPPLEMENTARY INFORMATION**

DRAFT

**Maryland Lottery and Gaming Control Agency**  
**Special-Purpose Schedules of Gross Margin**  
**For the Month Ended April 30, 2021**

	Net Sales	Gaming Revenue	Prize Expense	Commission Expense	Gross Margin	Gross Margin to Sales
Pick 3	\$ 27,747,981	\$ -	\$ 15,251,585	\$ 1,969,917	\$ 10,526,479	37.94%
Pick 4	35,748,674	-	21,729,300	2,538,707	11,480,667	32.11%
Keno	12,164,770	-	7,219,496	882,088	4,063,186	33.40%
Keno Bonus	2,323,743	-	1,417,857	169,876	736,010	31.67%
Keno Super Bonus	10,896,990	-	7,305,552	814,767	2,776,671	25.48%
Multi-Match	3,157,390	-	1,799,753	203,509	1,154,128	36.55%
Mega Millions	8,526,642	-	4,110,139	480,945	3,935,558	46.16%
Megaplier	643,973	-	229,337	39,818	374,818	58.20%
RacetraX	24,098,181	-	16,835,907	1,844,953	5,417,321	22.48%
RacetraX Bonus	4,400,970	-	3,091,476	328,390	981,104	22.29%
5 Card Cash	523,356	-	299,092	37,600	186,664	35.67%
Bonus Match 5	1,797,051	-	860,580	121,047	815,424	45.38%
Instant	95,890,106	-	71,201,676	7,240,418	17,448,012	18.20%
Powerball	5,004,161	-	2,363,854	288,423	2,351,884	47.00%
Powerplay	434,772	-	150,045	27,199	257,528	59.23%
ITLM	1,082,904	-	-	865,324	217,580	20.09%
ITLM Lease Revenue	-	-	-	-	324,874	0.00%
Cash4Life	1,775,178	-	995,105	110,901	669,172	37.70%
Fast Play	6,898,826	-	4,940,137	673,411	1,285,278	18.63%
Gaming	-	162,550,621	-	92,181,708	70,368,913	43.29%
Total	\$ 243,115,668	\$ 162,550,621	\$ 159,800,891	\$ 110,819,001	\$ 135,371,271	33.37%

**For the Month Ended April 30, 2020**

	Net Sales	Gaming Revenue	Prize Expense	Commission Expense	Gross Margin	Gross Margin to Sales
Pick 3	\$ 21,034,375	\$ -	\$ 12,641,005	\$ 1,530,536	\$ 6,862,834	32.63%
Pick 4	27,046,435	-	15,429,250	1,903,173	9,714,012	35.92%
Keno	6,888,687	-	4,070,097	504,997	2,313,593	33.59%
Keno Bonus	1,192,876	-	714,589	86,944	391,343	32.81%
Keno Super Bonus	6,094,308	-	4,026,882	460,609	1,606,817	26.37%
Multi-Match	2,036,776	-	1,159,029	141,120	736,627	36.17%
Mega Millions	4,347,758	-	2,152,683	244,976	1,950,099	44.85%
Megaplier	326,587	-	409,879	20,415	(103,707)	-31.75%
RacetraX	13,499,623	-	9,156,803	1,002,208	3,340,612	24.75%
RacetraX Bonus	2,090,383	-	1,326,028	153,238	611,117	29.23%
5 Card Cash	417,094	-	235,840	29,645	151,609	36.35%
Bonus Match 5	1,417,923	-	696,423	94,963	626,537	44.19%
Instant	62,736,941	-	44,503,376	4,736,697	13,496,868	21.51%
Powerball	3,929,764	-	1,870,619	222,643	1,836,502	46.73%
Powerplay	321,776	-	138,183	20,035	163,558	50.83%
ITLM	-	-	-	-	-	0.00%
ITLM Lease Revenue	-	-	-	-	-	0.00%
Cash4Life	1,379,568	-	764,605	85,773	529,190	38.36%
Fast Play	4,700,821	-	3,345,425	343,151	1,012,245	21.53%
Gaming	-	1,086,764	-	-	1,086,764	100.00%
Total	\$ 159,461,695	\$ 1,086,764	\$ 102,640,716	\$ 11,581,123	\$ 46,326,620	28.86%

**For the Ten Month Period Ended April 30, 2021**

	Net Sales	Gaming Revenue	Prize Expense	Commission Expense	Gross Margin	Gross Margin to Sales
Pick 3	\$ 240,358,361	\$ -	\$ 115,415,873	\$ 16,679,090	\$ 108,263,398	45.04%
Pick 4	326,452,592	-	173,506,850	22,979,133	129,966,609	39.81%
Keno	108,448,046	-	63,928,053	7,900,279	36,619,714	33.77%
Keno Bonus	20,175,762	-	12,049,686	1,474,331	6,651,745	32.97%
Keno Super Bonus	96,795,969	-	64,015,807	7,253,183	25,526,979	26.37%
Multi-Match	29,064,867	-	16,664,589	1,988,610	10,411,668	35.82%
Mega Millions	85,515,272	-	42,780,962	4,848,550	37,885,760	44.30%
Megaplier	5,629,348	-	2,019,187	346,852	3,263,309	57.97%
RacetraX	207,228,557	-	137,895,446	15,781,909	53,551,202	25.84%
RacetraX Bonus	35,895,387	-	24,237,340	2,655,568	9,002,479	25.08%
5 Card Cash	4,821,025	-	2,828,099	346,059	1,646,867	34.16%
Bonus Match 5	16,928,030	-	8,967,730	1,156,391	6,803,909	40.19%
Instant	823,044,846	-	609,875,579	62,581,906	150,587,361	18.30%
Powerball	72,983,904	-	36,245,429	4,260,447	32,478,028	44.50%
Powerplay	5,373,389	-	3,256,954	336,950	1,779,485	33.12%
ITLM	8,444,708	-	-	6,720,080	1,724,628	20.42%
ITLM Lease Revenue	-	-	-	-	2,533,445	0.00%
Cash4Life	17,430,957	-	9,642,868	1,086,967	6,701,122	38.44%
Fast Play	55,230,331	-	38,453,616	4,375,141	12,401,574	22.45%
Gaming	-	1,417,562,340	-	821,826,034	595,736,306	42.03%
Total	\$ 2,159,821,351	\$ 1,417,562,340	\$ 1,361,784,068	\$ 984,597,480	\$ 1,233,535,588	34.48%

**For the Ten Month Period Ended April 30, 2020**

	Net Sales	Gaming Revenue	Prize Expense	Commission Expense	Gross Margin	Gross Margin to Sales
Pick 3	\$ 203,422,763	\$ -	\$ 99,199,766	\$ 14,170,689	\$ 90,052,308	44.27%
Pick 4	270,778,194	-	141,327,900	18,919,601	110,530,693	40.82%
Keno	110,767,053	-	65,507,953	8,107,269	37,151,831	33.54%
Keno Bonus	20,631,082	-	12,491,584	1,513,820	6,625,678	32.12%
Keno Super Bonus	92,188,303	-	61,186,860	6,938,528	24,062,915	26.10%
Multi-Match	23,250,185	-	11,282,979	1,584,537	10,382,669	44.66%
Mega Millions	59,134,210	-	28,321,404	3,345,213	27,467,593	46.45%
Megaplier	3,908,116	-	1,730,239	240,146	1,937,731	49.58%
RacetraX	163,388,608	-	107,696,968	12,143,305	43,548,335	26.65%
RacetraX Bonus	22,869,372	-	16,946,190	1,879,398	4,043,784	17.68%
5 Card Cash	5,029,191	-	3,072,569	360,755	1,595,867	31.73%
Bonus Match 5	15,255,523	-	7,505,425	1,033,261	6,716,837	44.03%
Instant	687,544,425	-	498,042,089	52,086,982	137,415,354	19.99%
Powerball	57,062,513	-	28,486,044	3,268,673	25,307,796	44.35%
Powerplay	4,068,640	-	1,794,795	253,518	2,020,327	49.66%
ITLM	7,695,279	-	-	6,154,308	1,540,971	20.02%
ITLM Lease Revenue	-	-	-	-	2,310,689	0.00%
Cash4Life	17,325,146	-	9,591,693	1,083,338	6,650,115	38.38%
Fast Play	20,830,058	-	14,680,742	1,518,254	4,631,062	22.23%
Gaming	-	1,251,604,301	-	730,479,949	521,124,352	41.64%
Total	\$ 1,785,148,661	\$ 1,251,604,301	\$ 1,108,865,200	\$ 865,081,544	\$ 1,065,116,907	35.07%