

Maryland Lottery and Gaming Control Agency

Wes Moore, Governor • John Martin, Director



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TO: Maryland Lottery and Gaming Control Commission
John Martin, Director

FROM: James Butler, Assistant Deputy Director, Chief of Staff

DEPARTMENTS: Government Relations, Human Resources, and Procurement

DATE: October 18, 2023

SUBJECT: Report for the October 2023 Commission Meeting

Following is the status update of ongoing topics in Government Relations, Human Resources, and Procurement for October.

I. GOVERNMENT RELATIONS MATTERS

1. Legislative Update

Sean Ford, Director of Legislation and Policy Development, continues to stay engaged with the Governor's Legislative Office and the Maryland General Assembly as the 2024 legislative session approaches. The iGaming study requested by the Budget Committees of the General Assembly is progressing as scheduled, and the Agency is on track to deliver the study by the November 15th deadline. Additionally, this department is inputting proposed regulations, which were approved by the Commission on July 27, into the State's Electronic Filing System (ELF) for publication in the Maryland Register.

2. SWARC Update

The Sports Wagering Application Review Commission (SWARC) held its monthly meeting on Wednesday, October 18. SWARC approved the sports wagering facility license application from MSF Sports, Inc. This particular licensee is a subsidiary of the Maryland State Fair and Agriculture Society, Inc. and is one of the seventeen (17) designated entities listed in the Sports Wagering Law. [See https://swarc.org/meeting-records/](https://swarc.org/meeting-records/) for more details .

II. HUMAN RESOURCES MATTERS

Joanne Grant, Director of Human Resources (HR), and her team continue to focus on recruiting for sports wagering positions and backfilling other positions so that the Agency meets its vacancy rate reduction plan. The Agency's internal auditor is conducting a recruitment audit for the Agency in preparation for the Department of Budget and Management's (DBM) regularly scheduled audit.

The Agency submitted two (2) Annual Salary Reviews (ASRs) to DBM's Classification and Salary Division for review and analysis. HR continues to submit supporting documentation to DBM to assist in union negotiations.

III. PROCUREMENT MATTERS

John Lloyd, Director of Procurement, and his team recently attended two (2) Minority Business Enterprise (MBE) vendor outreach events: The first was a “Meet and Greet the Primes” hosted by the Baltimore County Board of Education at the Maryland State Fairgrounds, and the second was a promotional vendor fair hosted by a Small Business Reserve (SBR) vendor. The Agency will participate in another MBE outreach event from 8:00 a.m. - 3:00 p.m. on Tuesday, October 24 at Coppin State University. This is the second outreach event hosted by Maryland Minority Business Counts (MMBC) in which the Agency has participated both as an event sponsor and as an exhibitor. Governor Moore will be delivering the keynote remarks at this event, and Comptroller Lierman will also be providing remarks. Below are a few procurement matters that the Agency is currently working on:

RFP for Consulting Services Related to iGaming Operation in Maryland and Licensed States (Contract #2023-05), MLGCA staff continues to meet weekly with team members from The Innovation Group (TIG) to get updates on its research methods, data gathering, and interview scheduling with representatives of iGaming states. We have reviewed the preliminary findings from the draft reports. UPDATE: *We are awaiting a full draft report with all the various sections incorporated into the final draft, including the submission from The Maryland Center of Excellence on Problem Gambling.*

RFP for Veterans’ Organizations Instant Ticket Lottery Machines (ITLMs) and Related Services, The ITLM program launched in September 2014, and the current contract expires in February 2024. ITLMs are lottery devices that use animation to display pre-determined play results that generate revenue for the benefit of the Veterans’ Organizations and the State of Maryland. Currently, 91 Veterans’ Posts in Maryland have ITLMs installed in their locations. UPDATE: *The RFP is now with the Department of General Services (DGS) for its review. As of this date, there have been no requests from DGS for clarification of the RFP. Once DGS’ review is completed, the RFP will be published in eMaryland Marketplace Advantage (eMMA) for potential offerors’ consideration and review.*

RFP for Advertising, Digital, Web and Social Media Services, the current contract started in May 2019 and was set to expire on June 30, 2022, but the Agency exercised the available two-year option, which will expire on June 30, 2024. This RFP will encompass two specialties, including Functional Area I – Creative Development, Production, Digital, Website and Research Services, and Functional Area II - Media Planning and Buying Services . UPDATE: *The Procurement Officer and the respective division managers have completed their review. Also, the RFP has been sent to the OAG for a final review before publication. Once this review is completed, the Procurement Officer will submit it to DoIT for review of technical and auditing content. Once DoIT’s review is completed, the RFP will be forwarded to DGS for its review and then published in eMMA for offeror review.*