

Maryland Lottery and Gaming Control Commission

Wes Moore, Governor



Montgomery Park Business Center
1800 Washington Blvd., Suite 330
Baltimore, Maryland 21230

Tel: 410-230-8800
TTY users call Maryland Relay
www.mdlottery.com

MARYLAND LOTTERY AND GAMING CONTROL COMMISSION JUNE MINUTES

DATE: June 26, 2025

TIME: 10:00 a.m.

PLACE: In-Person at Maryland Lottery Headquarters
and virtual

PRESENT: Chair Everett D. Browning, Sr.
Vice Chair E. Randolph Marriner
Commissioner Ade Adebisi
Commissioner Diane Croghan
Commissioner Harold Hodges
Commissioner Nicholas Mosby
Commissioner James Stakem

John Martin, Director
James Nielsen, Deputy Director, Chief Operating Officer
Craig Lindsey, Managing Director, Administration
Paula Yocum, Managing Director, Chief Financial Officer
Solomon Ramsey, Managing Director, Sales and Marketing
Seth Elkin, Managing Director, Communications
Holly Citko, Principal Counsel, Attorney General's Office
Jennifer Tosky, Deputy Principal Counsel, Attorney General's Office
Kathy Lingo, Executive Assistant

OTHERS: Representative from Hollywood Casino Perryville
Representatives from Ocean Downs Casino
Representative from Live! Casino
Representative from Rocky Gap Casino Resort
Representative from Horseshoe Casino Baltimore
Representative from MGM National Harbor
Representative from Scientific Games
Representative from Pollard Banknote
Representative from IGT
Representatives from Caesars Sportsbook

Everett D. Browning, Sr., Chair

E. Randolph Marriner, Vice Chair; Commissioners: Ade Adebisi, Diane Croghan, Harold E. Hodges, Nicholas Mosby, James J. Stakem

QUORUM ESTABLISHED

Chair Browning announced that there was a quorum established for the meeting. Also present in person were: Vice Chair Randy Marriner, and Commissioners Ade Adebisi, Diane Croghan, Nicholas Mosby, and James Stakem. Commissioner Harold Hodges was virtual.

CALL TO ORDER

After establishing there was a quorum, Chair Browning called the meeting of the Maryland Lottery and Gaming Control Commission to order at 10:00 a.m.

APPROVAL OF THE AGENDA

Chair Browning said that the Agenda had been circulated, and asked for a motion to approve the Agenda. Vice Chair Marriner motioned to approve, Commissioner Stakem seconded, and the motion was unanimously approved.

APPROVAL OF THE MINUTES

Chair Browning asked if there were any corrections or alterations to the Open Session minutes of the May 22, 2025. There being none, Chair Browning asked for a motion to approve the Open Session minutes. Vice Chair Marriner motioned to approve, Commissioner Stakem seconded, and the motion was unanimously approved.

CONSENT AGENDA

Chair Browning said the Consent Agenda contains:

1. New Instant Ticket Games
 - a. \$1 #767 *Just 1 Buck*
 - b. \$2 #768 *Snow Much Fun*
 - c. \$3 #769 *Candy Cane Cash*
 - d. \$5 #770 *Festive Fortune*
 - e. \$10 #771 *Silver Bell Bucks*
 - f. \$20 #772 *Gifts of Green*
2. EGD Games and Component Testing
 - a. Certified Lab Software, Hardware and Game Certifications: VLTs, Table Game Components, Instant Bingo Machines, Sports Wagering Systems and Kiosks (5/21/25 – 6/24/25)
3. Consent Agreements – Underage Violations
 - a. Live! Casino – Case No. 2025-03-001 to -011
4. Gaming License Application Denials/Revocations
5. Staff Reports: James Nielsen, James Butler, Craig Lindsey, Michael Eaton, John Mooney, Paula Yocum, Solomon Ramsey, Seth Elkin, and Holly Citko.
6. Consent Agreements – Mobile Sports Wagering Violations
 - a. Live! – FanDuel – January 2025

Chair Browning asked if any Commissioners cared to remove and discuss any items on the Consent Agenda. There being no discussion or requests, Chair Browning asked for a motion to approve the Consent Agenda. Vice Chair Marriner motioned to approve, Commissioner Stakem seconded, and the motion was unanimously approved.

Prior to the operator reports, Chair Browning took a moment to thank the casino operators for hosting his recent visits to the casinos, and said that it was a great opportunity to meet them all and their staff and he looked forward to the continuing relationships between the casinos, MLGCA and the Commission.

OPERATOR REPORTS

Hollywood Casino Perryville

Ms. Amy Brennan, General Manager, reported that gross gaming revenue was up 5.9%. Slot machine, table games and sportsbook revenues were up, and poker revenue was down. Year-to-date gross gaming revenue is down 2.4%. Hollywood Casino had several promotions and giveaways in May. The Progressive Payday was not hit in May and is now up to \$60,000. In the community, team members volunteered helping with lawn restoration for Deep Roots at Clairvaux Farms. The casino also made monetary donations to several charities. Team members working on Mother's Day were given flowers. Hollywood Casino hosted the Cecil Leadership Institute. The casino currently has 38 openings, 33 are hourly and 5 are salaried. The greatest need continues to be table game dealers and security officers. Hollywood Casino has been participating in local job fairs. The MBE spend in May was 11.1%. The casino continues to work with Gerald Stinnett getting assistance to increase the MBE spend.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning thanked Ms. Brennan and her staff for hosting his visit to the casino. He appreciates the hard work they do at Hollywood Casino.

Ocean Downs Casino

Bobbi Jones, General Manager, reported that May coin in was up 4% year-over-year. Table drop was up 11%, sportsbook was down 33%; however, net gaming revenue was up 5% to prior year, and was the second highest in growth in the State. MBE spend is 12% for the year, and will increase in June when invoices that had not been paid in May will be paid. The casino had several promotions and giveaways in May. There were fun events for team members, and they were offered meals from a food truck on Derby Day on May 2. The casino had several events to celebrate the Kentucky Derby and the Preakness, including a Crab Derby Race, raising over \$1,000 for the Assateague Trust. There were several shows in the month of May. Ocean Downs Casino had several team member events and giveaways throughout the month of May. In the community, the casino supported the Big Brothers/Big Sisters Coastal Hospice Gala event and Santa's Angels.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning said he hoped the weather cooperates with the casino's upcoming busy season.

Live! Casino

Mr. Ryan Eller, General Manager, reported that May gaming revenue was down 2.8% year-over-year, with slot machine revenue down just under 1%, and table game revenue down 10% year-over-year, driven by hold on the table games side. Volumes were strong and consistent with the prior period. Poker revenue was up 2.5%. Sportsbook was up significantly compared to prior year, with strong hold and volume. There were several marketing promotions, giveaways and tournaments at the casino in May; it was a busy promotional month. There was only one show at the casino in May. The casino hosted an event outside for team members, a special spontaneity event, same day as a special promotion for VIPs. David Cordish gave \$100 bills to team members in the back of the house. Live!

Casino had a fundraiser designing Mother's Day cards that were sold to raise money for the Sunshine Fund. In the community, the casino sponsored several events, and there were several volunteer opportunities during the month. There was an MWE/MBE luncheon. Year to date, the casino has donated \$120,000 to charities, and team members have volunteered over 1,000 hours. The casino engages in community events to put money where team members find value based on their recommendations. There are currently 51 MBE vendors doing business with the casino, and spend is up to 24% year-to-date. Based on the goal to improve year-over-year, the casino has met that goal, as MBE spend was 23% last year.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning thanked Live! Casino for hosting his recent visit.

At this point in the meeting, Chair Browning requested that those attending the meeting on Zoom mute their phones when not speaking, as there was noise coming through disrupting the meeting.

Rocky Gap Casino

Mr. Brian Kurtz, General Manager, reported that gaming revenue was down less than 1%, slot machine revenue was down 1%, with less hold year-over-year, but was still a good month. Table game revenue was flat, volume muted with much better hold year-over-year. Even with the impact from the recent bad weather, marketing promotions and activations saw good visitation in the casino market. Retail was down 4 points in occupancy due to bad weather muting visitation. The casino had several promotions and giveaways in May. The Progressive Payout did not hit in May, and is now up to \$20,000. The casino celebrated Derby Day and Cinco de Mayo together, with guests coming in to watch the Kentucky Derby while enjoying Mexican cuisine. In the community, the casino has started the collection for Allegany County Human Resources Development Commission (HRDC), collecting clothes and supplies to be donated. Those individuals making donations will have their names entered into a drawing to win \$500 in free slot play. Team members volunteered to clean up storm damage and beautify the area at Constitution Park. There are currently 272 licensed team members compared to 285 last year. Total current staff is at 404 compared to 426 last year. There were events and giveaways for team members to celebrate Mother's Day. The current MBE spend is 31% as of the end of May, compared to compliance rate of 17% for the month of May.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning thanked Rocky Gap casino for hosting his visit to the casino.

Chair Browning requested Commissioner Hodges, who is participating in the meeting via Zoom, to mute his microphone when not speaking as there was noise continuing to come from his microphone.

Horseshoe Casino

Mr. Jacob Witmer, Senior Vice President & General Manager, reported that staff thanked Chair Browning for his visit to the casino. He said that Baltimore casino has a great, Baltimore grown team. When Bill Reeg and Mr. Witmer came to Horseshoe in Baltimore, he promised growth, and there has been continued growth in the last several months. Gaming revenue was up 2.7% in May, with table game volumes being flat. Gross gaming revenue was 4.2%, incentivized by a little bit of free bet. Net win was down 1.6%. This is a 4-month trend of continued improvement in the table games area, which is driven by the casino employee, Jermira Fitchett, rebuilding of the casino marketing team, giving the VIP players a VIP experience. Slot volumes have shown consistent growth, up 14%, while pacing up 12% for the quarter. Net win was up 5% and ETG volumes were up 47%, and about 59% in win. Non-gaming revenue is up 11%, and gross food revenue was up 24%. The casino had several promotions and giveaways in May. There were also several shows and post-game events. Guests have

been asking to see the casino's schedule for the upcoming NFL season. The casino is working to drive in volume for the summer months with several events and promotions planned. The Warner Street Project is doing well, and the Paramount theater got the green light. There are beautification plans underway, and there are early discussions for hotel plans. In the community, the casino continues to focus on the community expanding the B-More Skate Project, with team members wanting their children to have an opportunity. The casino reached out to the coordinator who agreed to expand the project. Horseshoe Casino has partnered with George Collins to get growth in the African American Fire Fighters Historical Society, with the casino continuing to fund it. The casino continues to stay focused on the Art After Dark with Tony Miller. All are projects that will grow the City. The casino is looking to expand and continue to hire, attending local job fairs every month. MBE spend is running between 22% to 25%. The casino is moving forward growing opportunities for more MBE businesses.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning congratulated Horseshoe Casino on the turnaround, saying when the casino wins, the State wins. He said the Commission was looking forward to the casinos continuing to grow.

MGM National Harbor

Mr. Jeffrey Shrader, Vice President & General Counsel, reported that gaming revenue was up 4% year-over-year. Slot revenue was up 4%, table game revenue was up 5% year-over-year, poker was up 8%, and sportsbook wrote over 19,000 tickets, with a handle of approximately \$2.5 million, which was a decrease from 25,000 last year, and a \$3.75 million handle. Hold was down 15% year-over-year due to some lucky sports bettors. Diablos had 2 Cinco De Mayo parties on May 2 and 3, to promote the major rebranding of that outlet, to include an overhauled menu and drink selections. There were several promotions and giveaways at the casino in May. The theater had several shows, including a Salute to Service over Memorial Day weekend. In the community, the casino partnered with the American Horticultural Society to remove invasive plants at River Farm. MGM National Harbor joined with Habitat for Humanity, Metro Maryland for two events including a Women Build event where team members volunteered to landscape, sod and add curb appeal to a newly constructed home, and a second event on property for those that cannot get away to do the builds, such as building playhouses, benches and Adirondack chairs. Team members also volunteered to participate in trash removal and shore clean-up at the Potomac River and Oxon Cove Park and Oxon Hill Farm, and partnered with Flintstone Elementary School to provide meals to teachers and faculty for Teacher Appreciation Week. Team members served on a panel to showcase career possibilities for the hospitality industry at Suitland High School. MBE spend at the casino was 22%, with 60 MBE companies. There was also a Supplier Diversity focused event that was attended by the casino which was the Historically Black Colleges and Universities (HBCU) Old Fashioned Challenge Award Recognition.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning thanked MGM National Harbor for hosting his visit to the casino, and looks forward to supporting the casino with what they do in the community.

VENDOR REPORTS

Scientific Games

Mr. Jeff Hale, General Manager, reported that there was a secondary shipper for warehouse shipping of instant tickets, which is now fully deployed and went off seamlessly. The May Racetrax \$6 for \$5 promotion was run in May during Triple Crown season. In July there is software going in to support a plethora of promotions for Lottery during the entire month of July. Scientific Games is running out of its alternate data center, as part of disaster recovery plan testing, for the entire month of June and

will switch back in July, which will also encompass monthly fail-overs back and forth between months. Scientific Games is currently working with MLGCA on the addition of debit to Wave point-of-sale clerk terminals which will roll out late this summer. There is a holiday raffle in the works. He said SciGames is in discussion with MLGCA on the new law that goes into effect next week for the subscription program. The MBE goal of getting above the contractual obligation for May was achieved. Mr. Hale said they are still working on the VSBE, and the goal is to move that forward.

Chair Browning asked if any Commissioners had questions. There were no questions.

Pollard Banknote

Mr. Travis Priest, Director, Lottery Marketing, reported that since the last vendor report, 10 scratch games are in production and 10 scratch games have been launched into market. Overall scratch-game sales for 51 weeks of Fiscal Year 2025 has just eclipsed the \$1 billion mark, at \$1.005 billion 5 million vs. \$1.017 billion last year, down 1.2%. These are unaudited figures but it does appear that this will be the third consecutive year crossing \$1 billion in scratch game revenue. With one week remaining in the fiscal year, Mr. Priest congratulated MLGCA on this achievement. Outside of Maryland, scratch games growth rate for Fiscal Year 2025 was -1.2%, same as Maryland. He recognized the commendable efforts of the whole lottery team members to keep pace on market share and scratch game revenue generation. Mr. Priest highlighted the debut of the *Lucky 7's* family of game scratchers, which launched in May with five price points \$1, \$2, \$5, \$10, and \$20, up 13% compared to last year's *Gold Rush* family of games, launching at the same price points in May of 2024. In collaborative efforts, Pollard Banknote continues to host tours of the print facility in Michigan for MLGCA employees. Pollard Banknote held a quarterly in-person business review at MLGCA headquarters, with substantial information sharing and constructive dialogue. He thanked Director Martin and his team for hosting the meeting. MBE spend for the year is at 14.12%, which is over the targeted goal of 10%. Pollard Banknote continues to find opportunities to expand their MBE spend in collaboration with MLGCA.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning congratulated Pollard Banknote and MLGCA on the third consecutive year of over \$1 billion in sales of scratch offs.

International Game Technology (IGT)

Mr. Gary Cherwinski, Senior Director, Managed Operations, reported that operations are going well, with no issues or concerns. IGT is fully staffed. The annual SOC 2 audit ends in May, and there are no issues expected. The annual network penetration test was completed without findings, and IGT will provide a report to MLGCA soon. There was a disaster recovery fail-over exercise on May 20 through June 4. During that time, IGT completed system patching, and there were no issues. MBE spend commitment is 25%, and IGT is averaging 28% and above.

Chair Browning asked if any Commissioners had questions. There were no questions.

DIRECTOR'S REPORT

Director's Report — John Martin, Director

Director John Martin reported that lottery side sales in May were flat on a year-over-year basis. Profit showed a double-digit gain. Director Martin acknowledged Mr. Hale and Mr. Priest on their under-selling and having understated the accomplishments. The Racetrax promotion, as alluded to by Mr.

Hale was well received with five of the six weeks with sales in the top 10 of all time. The only week that was not in the top 10 was the week of the Preakness. Director Martin thanked Scientific Games for their support in that effort and the retailer network in making it a remarkable run this year. He said that Mr. Priest had noted that this is the third consecutive year of \$1 billion in scratch sales. With still one week remaining, Director Martin will increase the quota for next year after such high attainment, to see if it can be stretched into next year. Director Martin thanked the Pollard team and the retailer network, sales team, and the work done by the promotions and product development teams at MLGCA.

Overall year-to-date, sales were down 4%, and profit was down 5.5%. Putting it into perspective, there will be a final accounting in the next several weeks when the Fiscal Year gets wrapped up at the end of June, but despite the decrease, it will still be a good year, likely being in the top 5 in sales in the 52nd year of being in the lottery business. He noted that the negative numbers are not a failure; it was just a testimony to outstanding years in both 2023 and 2024. Director Martin said that the top 5 is still a great accomplishment, with the final accounting coming in the weeks ahead.

Director Martin said May was the 7th best casino revenue month in aggregate in the programs tenure and congratulated the casinos on obtaining that level. Looking at year-to-date, it was a relatively flat year overall in terms of revenue and a slight gain of 1% on casino contributions to the State. It was the fifth best month of all time for sports wagering. Contributions to the State were over \$7.7 million for the month, bringing year-to-date contributions for both retail and mobile to nearly \$80 million, on a strong month in May. June is anticipated to also be a good month, as it closes next week.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning asked if MLGCA was seeing any impact from the \$5 Mega Million ticket? If so, was the impact good or bad? Director Martin said sales have been lacking from what was anticipated, but much of that was driven by larger jackpots last year. We are on a jackpot run right now. The current run is over \$300 million. Some players do not look at it until the jackpot is \$500 million or more. There is hope that there will be some increase in sales, and there has been an increase in player payouts, hoping to see an increase in the sales side.

Chair Browning asked Director Martin to please explain the change in law on subscriptions. Director Martin said that currently MLGCA offers players the opportunity to subscribe to Powerball, Mega Millions, and Cash for Life by going onto the website to download a form and mail it in with a check. It can take a fair amount of time. Contemporary consumer facing options usually involve a more digital, real time experience. MLGCA can now upgrade the system, and is working with Scientific Games to develop the process. Players will be able to complete their subscriptions on-line for a quicker turn around in getting into the game. MLGCA will update the Commission when it gets closer to going live.

Chair Browning congratulated MLGCA on an outstanding year.

Chair Browning moved to the next item indicating how the Commission has been hearing from the sports wagering partners every couple of months, and today was Caesars Sportsbook.

SPORTS WAGERING REPORT

Mr. Curtis Lane, Jr., Digital Compliance Manager and Ms. Lisa Rankin, Vice President of Compliance and Licensing from Caesars Digital introduced themselves. Ms. Rankin presented a PowerPoint presentation that gave an overview of Caesars Sportsbook. The presentation highlighted operations in 33 jurisdictions in North America, corporate social responsibility noting philanthropy efforts, the partnership in Maryland with the Baltimore Ravens. Mr. Lane then presented a brief presentation of

their responsible gaming initiatives and outlined initiatives and partnerships. A copy of the PowerPoint presentation is attached.

Chair Browning thanked Ms. Rankin and Mr. Lane for coming to the meeting and providing the presentation. Vice Chair Marriner thanked them for their dedication to responsible gaming, and said to keep up the good work.

Chair Browning said that although Caesars Sportsbook is an international entity, the Maryland Commission is available to help where needed to try to get Maryland businesses involved and that although the mobile licensee is not operated in Maryland, the Commission appreciates all of their efforts in including Maryland businesses.

COMMISSION ACTION ITEMS

Deputy Director – James Nielsen

Commission Action Item – Annual Promotional Play - Casinos

Mr. James Nielsen reported that by statute, casinos may deduct promotional play redeemed by players from their video lottery terminal and table game taxable gaming proceeds. The amount of promotional play deducted may not exceed a percentage, established by the Commission by regulation, of the prior year's proceeds. Current regulation, COMAR 36.03.10.36F(2), limits the deduction to 20% of the prior year's proceeds.

Mr. Nielsen said the Commission had copies of a confidential report showing gaming revenues and the amount of promotional play redeemed at each casino for the past 5 years. None of the casinos recommended any change to the current 20% cap and Staff recommends that the 20% cap remain in place.

Chair Browning asked if any Commissioners had questions. There were no questions. Mr. Nielsen then asked for a motion to continue using 20% of the prior year's proceeds as the cap on the deduction of promotional play by video lottery facility operators from both video lottery terminals and table game proceeds for 2025. Chair Browning asked for a motion. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion passed unanimously.

Commission Action Item – Annual Promotional Play – Sports Wagering

Mr. Nielsen proceeded with the Sports Wagering Annual Promotional Play and reported that by statute, promotional play redeemed by players is not included in licensees' proceeds; however, the Commission is required to regulate sports wagering to the same extent that it regulates gaming. Additionally, pursuant to State Government Article § 9-1E-04(b)(6)(iii) the Commission has the authority to regulate the types and values of promotional items that may be given away. Current regulation, COMAR 36.10.13.39.F(2), limits the promotional play deduction to 20% of the licensee's proceeds from the prior fiscal year.

The report was broken out between Sports Wagering Facility licensees (retail) and mobile sports wagering licensees. He said the Commission had copies of confidential reports showing sports wagering revenues by licensee and the amount of promotional play redeemed by sports wagering facilities and mobile licensees.

With respect to the sports wagering facility licensees, none of them requested a change to the current 20% cap, which is based on the prior year sports wagering proceeds. Staff recommends that the

current 20% cap on promotional play deductions remain in place for sports wagering facility licensees' proceeds.

Chair Browning asked if any Commissioners had questions. There were no questions. Mr. Nielsen then asked for a motion to continue using 20% of the prior year's proceeds as the cap on the deduction of promotional play for sports wagering facility licensees from sports wagering proceeds for 2025. Chair Browning asked for a motion. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion passed unanimously.

Mr. Nielsen then reported that regarding the mobile sports wagering licensees, one licensee, Caesars, recommended increasing the cap to 30% for mobile promotional play, and the remainder recommend keeping it at 20%.

Following several discussions, the Agency recommends lowering the cap on the deduction of promotional play from mobile sports wagering proceeds to 5% of the prior year's proceeds. If this is approved, Mr. Nielsen will present an amendment to affect the change.

Chair Browning asked if any Commissioners had questions. There were no questions. Mr. Nielsen then asked for a motion to reduce the current 20% cap on the deduction of promotional play from mobile sports wagering proceeds from the prior fiscal year to 5% of the prior year's proceeds. Chair Browning asked for a motion. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion passed unanimously.

Commission Action Item - Amended Regulation - Mobile Sports Wagering Promotional Play

Mr. Nielsen reported that this proposed amendment separates the two types of sports wagering licensees – facilities and mobile, and it sets separate caps for deductible promotional play for each type. As proposed, the cap on deductible promotional play for sports wagering facilities will remain at 20% of the prior years' proceeds. The cap for mobile sports wagering licensees is reduced to 5% of the prior years' proceeds. If the Commission approves the amendment, it will be submitted for publication in the Maryland Register and a 30-day public comment period will begin.

Chair Browning asked if any Commissioners had questions. Vice Chair Marriner asked if the approved regulation goes into the Maryland Register for a 30-day comments period? Mr. Nielsen confirmed there is a 30 day comment period and then they go through the AELR.

Chair Browning asked Mr. Nielsen if there were motions for the Commission. Mr. Nielsen asked for a motion to approve the proposed amendments to COMAR 36.10.13.39 – Promotional Play. Chair Browning asked for a motion. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion passed unanimously.

Mr. Nielsen then asked for a motion to make any non-substantive changes to the proposed amendments to COMAR 36.10.13.39 that may be needed to have it published in the Maryland Register. Chair Browning asked for a motion. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion passed unanimously.

Commission Action Item – eLicensing Support Contract (#2024-06)

Mr. Nielsen reported that MLGCA is requesting the approval of a Task Order Contract. The Consulting and Technical Services, Task Order Request for Proposal for eLicensing Maintenance, contract #2024-06 involves support of MLGCA's eLicensing system. This is the system used by all applicants for gaming and sports wagering licenses to submit an application to the Agency. The system is also

used by Agency Staff to review and approve or deny an application. This was a Small Business Reserve procurement, open only to companies on the Department of Information Technology's Master List. Five bids were received and MLGCA is recommending UVS Infotech, LLC, the lowest bidder, for the contract to provide the support.

The contract's Not To Exceed value is \$175,000 over the three-year term, and there is one 12-month renewal available in the contract, exercisable at the sole discretion of the Agency. If approved by the Commission, the contract will be executed by the Director, as it does not require approval by the Board of Public Works.

Chair Browning asked if any Commissioners had questions. There were no questions. Chair Browning asked if Mr. Nielsen had a motion to approve the Consulting and Technical Services, TORFP for eLicensing Maintenance, Contract #2024-06 for support of the Agency's eLicensing system, with UVS Infotech, LLC in a Not to Exceed amount of \$175,000. Chair Browning asked for a motion. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion passed unanimously.

CLOSED SESSION

There was no need for the Commission to go into a closed session.

DATE AND TIME OF NEXT MEETING

Chair Browning said that there would be a Commission meeting held in July, date to be determined.

Chair Browning then announced the next regular Commission meeting will be held on Thursday, August 28, 2025, at 10:00 a.m. in person at Lottery Headquarters.

Vice Chair Marriner said that he served as Chair for 6½ years, and wanted to congratulate Chair Browning on his 1-year anniversary as the Chair.

Chair Browning thanked Vice Chair Marriner and said that the position has been rewarding and has educated him fast. He said the Commission supports a lot of things and thanked his fellow Commissioners for their collective effort.

ADJOURNMENT

There being no further business, Chair Browning adjourned the meeting at 11:24 a.m.

Respectfully submitted,

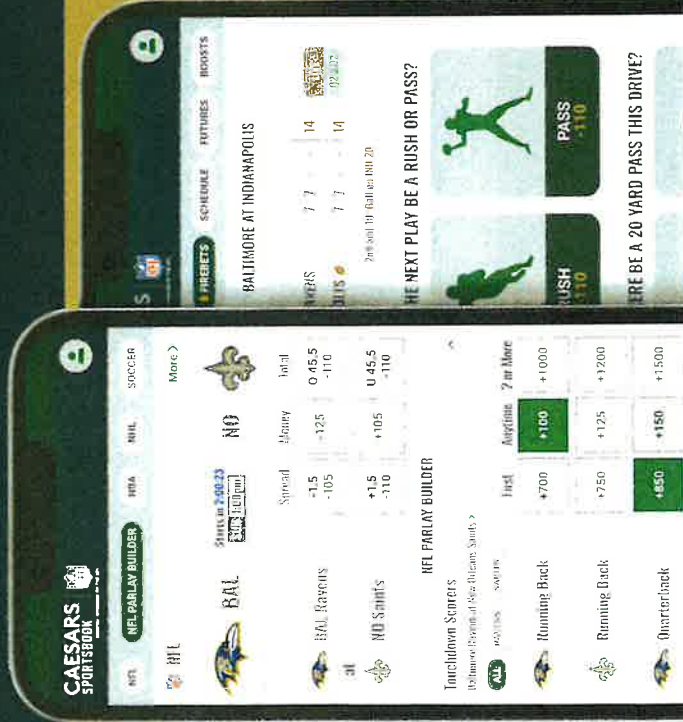

John Martin
Director



CAESARS
ENTERTAINMENT®



CAESARS
SPORTSBOOK



Maryland Lottery & Gaming Commission

June 26, 2025

Sports Wagering Presentation

Operations

Live in 33 Jurisdictions in North America



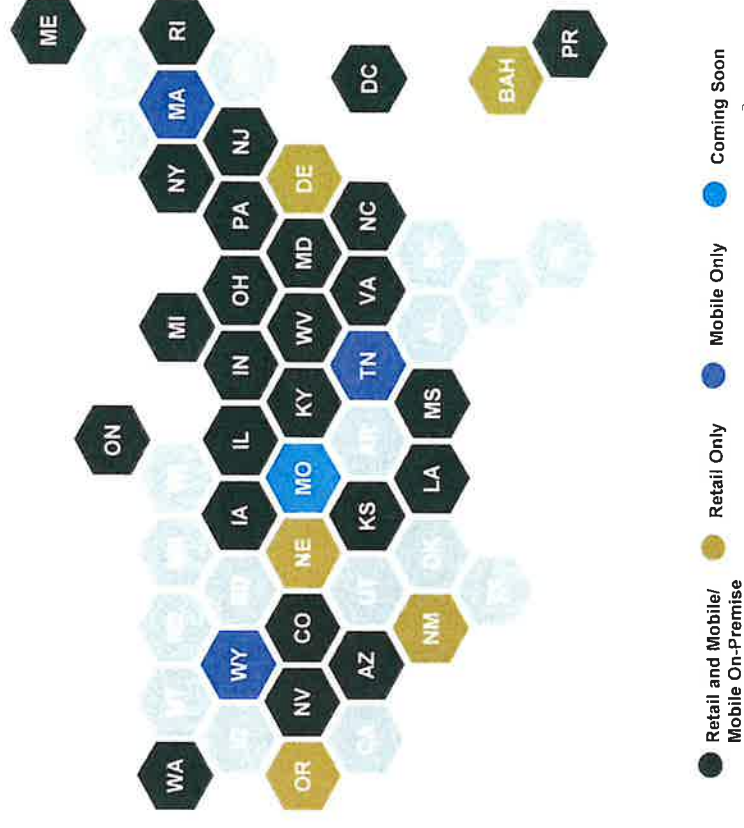
CAESARS
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CAESARS
SPORTSBOOK

We have extensive experience in developing and executing partnerships with commercial and tribal casinos, professional sports venues and franchises, state lotteries, and racetracks.

- Operate or provide risk management services for sports betting across **22** states and the District of Columbia.
- Mobile operations in **23** U.S. states, District of Columbia, Puerto Rico, and Ontario, Canada.
- Operate in more states and North American jurisdictions than any other sports betting operator.
- Caesars Sportsbook has been in the U.S. sports betting business longer than any of our competitors.



Corporate Social Responsibility



CAESARS
ENTERTAINMENT



2024 CSR Report Highlights



CSR Awards & Recognitions

- Corporate Social Responsibility Award from the National Council on Problem Gambling
- Civic 50 Named To The Civic 50 As One Of America's 50 Most Community-Minded Companies By Points Of Light
- Disability Equality Index Named To Disability Equality Index®'s "Best Place To Work For Disability Inclusion" Score: 100/100
- USA Today Awarded USA Today's Climate Leaders 2024

PEOPLE PLANET PLAY



25 Years of People Planet Play

Our Corporate Code of Commitment

PEOPLE - We commit to supporting the wellbeing of all our Team Members, guests and local communities.

PLANET- We commit to taking care of the world we all call home.

PLAY - We commit to creating memorable experiences for our guests and leading the industry as a responsible business, including Responsible Gaming practices.

Corporate Social Responsibility



CAESARS
ENTERTAINMENT



CAESARS
SPORTSBOOK

2024 CSR Report Highlights



\$10B in economic value distributed to our stakeholders

\$34M invested in training and development for our Team Members

93,000 volunteer hours

2,000+ internal promotions across the enterprise

20% reduction in absolute Scope 1+2 emissions compared to 2019 base year

41% of waste diverted from landfill

16% reduction in Scope 3 emissions compared to a 2022 base year

\$1.3B in capital spent to create new and enhance existing properties

32 jurisdictions in which Caesars Sportsbook is active

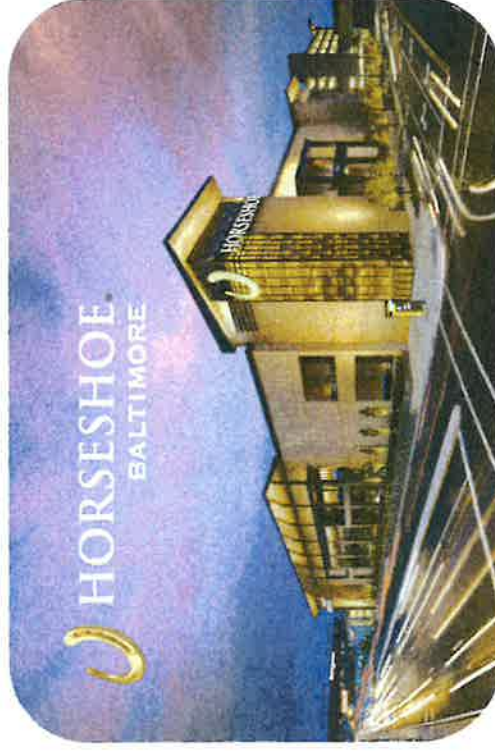
29k+ hours of Responsible Gambling training



Corporate Social Responsibility



CAESARS
ENTERTAINMENT



Property Philanthropy

- University of Maryland Medical Center NICU - \$5,000 Donation
- BMore Sk8 Youth Project - \$15,000 Donation
- African American Fire Fighters Historical Society - \$10,000 Donation
- Art Scape - \$20,000 Donation
- Jonathan Ogden Foundation - \$20,000 Donation

Caesars Foundation

- Cherry Hill Development Corp - \$10,000 Grant

Ravens Partnership



CAESARS
ENTERTAINMENT.



CAESARS
SPORTSBOOK

Hospitality

- 10 Club Seats per home game and accompanying pre-game field passes
- Away trip for 1 guest to fly on Ravens plane
 - Preferred games have already been requested, awaiting confirmation
- Trip for one (1) VIP + Guest to Super Bowl
- One (1) Club level event for a Ravens away game + food for event (100 total guests)
- Autographed merchandise from current and former players.
- Club space pre-game event
- Draft sponsorship (2025 draft)



Ravens Partnership



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Marketing

- Pre-game live studio show sponsorship and feature
 - Working on ways to better integrate and enhance features during this show each week.
- Sponsorship of Pick-6 game
 - Working on ways to better integrate and drive players to app to place same picks in app/have quick pick featuring that week's pick-6 options
- ROS with six million impressions across Ravens website
- LED Ribbons and other in-stadium signage
- 1 dedicated e-mail per season
- Naming entitlement of Ravens Club Level



Caesars Sportsbook Partnerships in Maryland



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Caesars Sportsbook Maryland Mobile Partnership Overview

- **Launched:** November 15, 2022
- **Caesars Sportsbook Joint Venture:** CZR Maryland Mobile Opportunity, LLC
- **Minority Partnership Owner:** Leatheae Mae Christian

Caesars Sportsbook/Longshots Retail Partnership Overview

- **Launched:** December 23, 2024
- **Longshots Owner:** Alyse Cohen
- **Space Overview:** 4,900 SQFT venue offering a full service retail counter, (8) self-service kiosks, and multiple video walls.



"We're proud to partner with Long Shot's, a women-owned and operated business that has established a remarkable reputation in the growing Frederick community, to bring in-person sports betting back to the sports fans in the area."

Dan Shapiro, SVP and Chief Development Officer at Caesars Digital

Responsible Gaming Initiatives & Partnerships



Responsible Gaming Ambassadors

- Specially trained managers and supervisors who may help guests.
- Ambassadors utilize the RG Log (separate from player account) to document reports of statements made by a guest and RG incidents.
- Total as of March 31, 2025: **2,016**

Conference and Sponsorships (As of June 2025)

- PGNO (Problem Gambling Network of Ohio) Conference
- Arizona Department of Gaming Problem Gambling Symposium
- Pennsylvania Statewide Conference (East)
- Nevada Statewide Conference

PGAM Participation and Engagement (March)

- Created and co-branded PGAM toolkit materials with NCPG's logo that was disseminated Company-wide
- Onsite back of house PGAM table events in collaboration with seven (7) local council affiliates, to include the Maryland Center of Excellence for Responsible Gaming at Horseshoe Baltimore, to discuss disordered gambling, problem gambling warning signs, and local help resources with team members



Responsible Gaming Initiatives & Partnerships



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Responsible Gaming

PGAM Participation and Engagement (March) continued

- Webinars hosted by the New Jersey and Virginia Councils
- Participated with the Problem Gambling Awareness Day of Observance hosted by the PGNO
- 2.5 hours in-person property tour at Eldorado Scioto
- Caesars Foundation Grant Award
 - \$200K** grant awarded to the ICRG (International Center for Responsible Gaming) to support their research and education endeavors





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QUESTIONS & COMMENTS – CAESARS TEAM

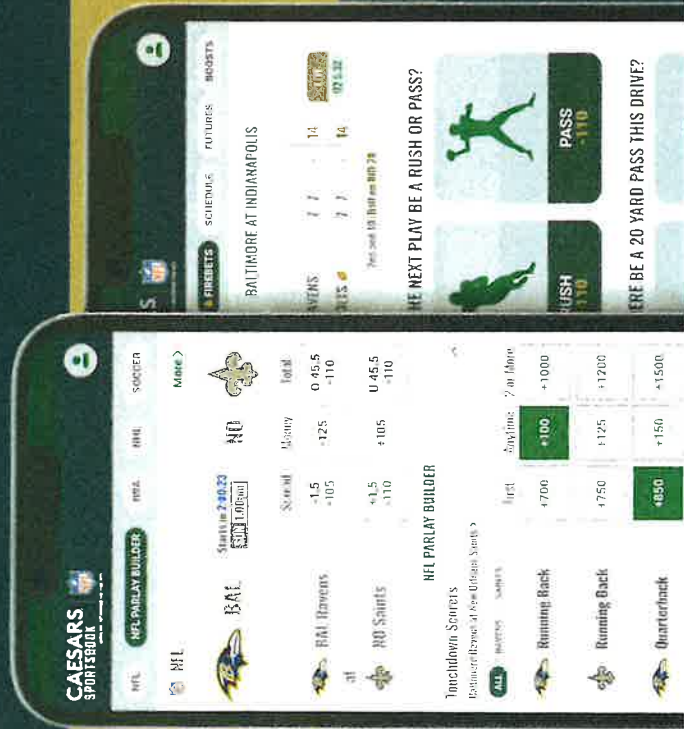
- Lisa Rankin, VP of Compliance & Licensing
- Curtis Lane Jr., Digital Compliance Manager



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Maryland Lottery & Gaming Commission
June 26, 2025
Sports Wagering Presentation