

Maryland Lottery and Gaming Control Agency

Wes Moore, Governor • John Martin, Director



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TO: Maryland Lottery and Gaming Commission
John Martin, Director

FROM: Solomon Ramsey, Managing Director of Administration

DATE: January 9, 2026

SUBJECT: Report for the January 2026 Commission Meeting

A. RETAILER ADMINISTRATION

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

Total Retailers				Total Retailer Terminals				XCAP Retailers (1)			
Date	Count	Date	Count	Date	Count	Date	Count	Date	Count	Date	Count
Current				Current				Current			
12/31/24	4,307	12/31/25	4,259	12/31/24	7,148	12/31/25	7,130	12/31/24	449	12/31/25	467
Quarterly Comparisons				Quarterly Comparisons				Quarterly Comparisons			
03/31/24	4,338	03/31/25	4,309	03/31/24	7,106	03/31/25	7,169	03/31/24	442	03/31/25	457
06/30/24	4,316	06/30/25	4,275	06/30/24	7,059	06/30/25	7,128	06/30/24	451	06/30/25	461
09/30/24	4,313	09/30/25	4,281	09/30/24	7,150	09/30/25	7,163	09/30/24	450	09/30/25	462
12/31/24	4,307	12/31/25	4,259	12/31/24	7,148	12/31/25	7,130	12/31/24	449	12/31/25	467

(1) Expanded Cashing Authority Program (XCAP) locations are authorized to cash prizes of up to \$5,000. W2Gs for these winners are subsequently printed and mailed by CRC staff.

B. CONTRACT MANAGEMENT

- There are 1,977 full-service (PHD and PHDL) and 239 draw game-only (PEX) self-service terminals installed as of December 31, 2025.
- There were 49 debit readers deployed in December, bringing the current total to 119 installed.
- Second and third Early Bird Raffle drawings occurred December 8th and 22nd.
- Four new instant games launched December 5th (\$2, \$5, \$10, and \$30 price points).

C. FACILITIES

- Facilities is awaiting approval to acquire additional building space to support the instant ticket warehouse and human resources operations, as well as to accommodate the Agency's growth.
- Two agency vehicles have been purchased and scheduled for delivery by February 9, 2026. One will be assigned to Communications and the other to the Sales team.
- Surplus property disposals continue as Excess Property Declarations are approved by DGS.
- The current copier contract is set to expire in April 2026. We are in the process of reviewing a new three-year contract with a vendor.
- Facilities continues to coordinate with Building Management on matters covered under the lease agreement.

D. WAREHOUSE

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

Warehouse Orders – December 2025			
# of Orders	# of Packs	YTD Orders	YTD Packs
16,928	215,841	108,841	1,219,064