

# 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: February 13, 2026

SUBJECT: Report for the February 2026 Commission Meeting

## A. AGENT ADMINISTRATION

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

Total Retailers				Total Retailer Terminals				XCAP Retailers (1)			
Date	Count	Date	Count	Date	Count	Date	Count	Date	Count	Date	Count
<b>Current</b>				<b>Current</b>				<b>Current</b>			
1/31/25	4,319	1/31/26	4,255	1/31/25	7,183	1/31/26	7,151	1/31/25	460	1/31/26	468
<b>Quarterly Comparisons</b>				<b>Quarterly Comparisons</b>				<b>Quarterly Comparisons</b>			
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 2,010 full-service (PHD and PHDL) and 239 draw game-only (PEX) self-service terminals installed as of January 31, 2026.
- There were 40 debit readers deployed in January, bringing the current total to 159 installed.
- The final Holiday Raffle drawing occurred January 2, 2026.
- Five new instant games launched January 5th (\$1, \$2, \$3, \$5, \$10, and \$20 price points).

### **C. FACILITIES**

- Facilities is awaiting approval to acquire additional space to support the instant ticket warehouse and Human Resources operations, as well as to accommodate the Agency’s growth.
- We are exploring the option of bringing in an outside company to evaluate the current warehouse layout and recommend improvements to maximize existing space and prepare for a potential expansion.
- Surplus property disposals continue as Excess Property Declarations are approved by DGS.
- Two vans have been purchased; however, delivery has been delayed due to production. We are currently awaiting an updated delivery date. One vehicle will be assigned to Communications and the other to the Sales team upon arrival.
- The current copier contract is set to expire in April. We are reviewing a new three-year contract with a vendor.
- Facilities continues to coordinate with Building Management on matters covered under our lease agreement.
- Staffing Updates: Facilities is posting two positions: an Administrative Officer II, working title Facilities Operations Supervisor, with primary responsibility for inventory management; and an Administrative Officer I to handle invoices, telecommunications, and provide support to Support Services. For the warehouse, we are in the process of recruiting for an Administrative Specialist II (Warehouse Associate).

### **D. WAREHOUSE**

The Instant Ticket Warehouse is tasked with efficiently packing all of the instant tickets shipped to lottery retailers. Orders are initiated through the Tel-Sell operation, managed by our lottery central system vendor. Once an order is placed, it is sent directly to the warehouse for fulfillment. In conjunction with the launch of new instant games, most retailers receive an initial allocation to ensure that tickets are readily available throughout the state. Fulfilled orders are dispatched via UPS and Falcon Express, ensuring next-day delivery to retailer locations. Beyond filling orders, the warehouse also monitors both carriers to ensure accurate billing and timely delivery, maintaining a high standard of service for our lottery retailers.

<b>Warehouse Orders – January 2025</b>			
<b># of Orders</b>	<b># of Packs</b>	<b>YTD Orders</b>	<b>YTD Packs</b>
16,789	168,615	142,419	1,387,679