Maryland Lottery and Gaming Control Commission

Wes Moore, Governor

Montgomery Park Business Center
1800 Washington Blvd., Suite 300
Baltimore, Maryland 21230

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

MARYLAND LOTTERY AND GAMING CONTROL COMMISSION
JANUARY MINUTES

DATE: January 22, 2026

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 James Stakem

John Martin, Director
Craig Lindsey, Deputy Director, Chief Operating Officer
James Butler, Assistant Deputy Director, Chief of Staff
Michael Eaton, Managing Director, Gaming
John Mooney, Managing Director, Regulatory Oversight
Paula Yocum, Managing Director, Chief Financial Officer
Seth Elkin, Managing Director, Communications
Solomon Ramsey, Managing Director, Administration
Holly Knepper, Principal Counsel, Attorney General's Office
Jennifer Tosky, Deputy Principal Counsel, Attorney General's Office
Jennifer Beskid, Director, Policy and Legislation
Kathy Lingo, Executive Assistant

OTHERS: Amy Brennan, General Manager, Hollywood Casino Perryville
James Genail, General Manager, Horseshoe Casino Baltimore
Gerald Stinnett, MBE Compliance Manager, OSBA

QUORUM ESTABLISHED

Chair Browning announced that there was a quorum established for the meeting. Also present in person were: Vice Chair Marriner and Commissioners Adebisi, Croghan, Hodges, and Stakem. Commissioner Mosby was absent.

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 9:58 a.m.

APPROVAL OF THE REVISED AGENDA

Chair Browning said that the revised agenda had been circulated, and asked for a motion to approve the revised agenda. Vice Chair Marriner motioned, 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 December 18, 2025. There being none, Chair Browning asked for a motion to approve the Open Session minutes. Vice Chair Marriner motioned, Commissioner Stakem seconded, and the motion was unanimously approved.

CONSENT AGENDA

Chair Browning said the Consent Agenda contains:

1. New Instant Ticket Games
   a. $3 #804 *Diamond Bingo 7th Edition*
   b. $5 #805 *Multiply Your Money*
   c. $10 #806 *Win $50, $100 or $200 4th Edition*
2. Consent Agreements – Regulatory Violations
   a. Hollywood Casino – August 2025
   b. Horseshoe Casino – August 2025
   c. MGM National Harbor – September 2025
   d. Ocean Downs Casino – August 2025
3. Consent Agreements – Sports Wagering Violations
   a. Canton Gaming – September 2025
4. Consent Agreements – Mobile Sports Wagering Violations
   a. Caesars Entertainment, Inc. – August 2025
   b. Greenmount OTB LLC – September 2025
5. Consent Agreements – Underage Violations
   a. MGM National Harbor – Case No. 2025-06-010
6. Gaming License Application Denials/Revocations
7. Lottery Retailer License Revocations
8. Staff Reports: Craig Lindsey, James Butler, Michael Eaton, John Mooney, Paula Yocum, Seth Elkin, Solomon Ramsey, Sales and Marketing, and Holly Knepper.

Chair Browning asked if any Commissioners cared to remove and discuss any items on the Consent Agenda. Commissioner Hodges wanted to pull and discuss briefly Item 2, the violations that occurred in August and September, and wanted to know what was behind those. Chair Browning reminded Commissioner Hodges that a summary of those violations was sent out to the Commissioners ahead of the meeting to review because those agreements are between MLGCA and the casinos and discussing them now one-on-one in an open forum is inappropriate. The agreements were shared with the Commissioners prior to today's meeting.

Commissioner Hodges asked if that meant they could not discuss them openly? Chair Browning confirmed that was correct. He asked if Commissioner Hodges was pulling his motion. Commissioner Hodges said if that was the case, yes, he was pulling back his motion.

Chair Browning then asked for a motion to approve the Consent Agenda. Vice Chair Marriner motioned, Commissioner Adebisi seconded, and the motion was unanimously approved.

Principal Counsel, Holly Knepper explained that pulling a consent agenda item that resolves an alleged violation of regulation and discussing it at this meeting makes it go down the path of a hearing. For a hearing, there has to be a notice requirement, and right to counsel in order to be presented. This means it has to take one path or the other.

Commissioner Hodges wanted to know the point of presenting them on the agenda as an item, if the Commission cannot discuss it at any point. Chair Browning again reminded Commissioner Hodges that the Agency sends out the proposed consent agreements to the Commissioners for review and are asked to send back any questions they may have, so before it gets to the Commission meeting, the Commissioners had the opportunity to review and ask questions or remove it before it gets to the meeting. MLGCA sends out the proposed Consent Agreements and violations a month in advance so that the Commissioners can review them and then ask questions of staff. If there is an issue, the matter can get pulled from the proposed agenda before it gets published.

Chair Browning then introduced Gerald Stinnett, MBE Compliance Manager for the Office of Small, Minority & Women Business Affairs (OSBA).

OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS REPORT

Mr. Gerald Stinnett, MBE Compliance Manager, presented a PowerPoint regarding video lottery terminal facilities and MBE Participation Compliance Review for Hollywood Casino and Horseshoe Casino. He reviewed the MBE participation from 2021 to 2025 for these two casinos, providing vendor information for January – December 2025 for Hollywood Casino and January – November 2025 for Horseshoe Casino.

Mr. Stinnett noted specifically for Hollywood Casino that prior to 2025, its MBE achievement was lower, as it had one vendor in which the payment methods changed, and it had another vendor it thought would get certified and it didn't happen. What has changed here and accounts for some of the recent improvement is that the Director of Finance, and also the Supply Chain Manager have changed and they have been good at going to MBE outreach events. Attending these events has been a big improvement on the outreach and improvement on the participation numbers.

Mr. Stinnett explained that the Horseshoe Casino numbers have been consistent. For 2025 payments, the calendar has not been completed yet, some of the payments are not gaming related so the number at 30% may be adjusted once it is finalized.

Mr. Stinnett also spoke about the two outreach programs: Doing Business with Maryland Casinos, and the Ready, Set, GROW program. A copy of the PowerPoint is attached to these minutes.

Chair Browning asked if any Commissioners had questions.

Commissioner Adebisi wanted to know if Mr. Stinnett had a report on the number of vendors in each of the categories? Mr. Stinnett said he did not have that information but can get that information for the Commission.

Commissioner Adebisi requested when Mr. Stinnett gathers that information, to also show what services were considered by location. Commissioner Adebisi said he sees the out-of-state big number, and wanted to know what kinds of services were procured from out-of- state, as the MBEs were not local. Mr. Stinnett said he could get that information for the Commission.

Commissioner Hodges wanted more clarity on the classification of MBE by group, such as Women, African American, Hispanic and others, and how many African Americans were women. Mr. Stinnett said that if they

were African American the women would be in that category. Commissioner Hodges asked if OSBA carries that across all of the casinos as far as measuring how they fit into that metric. Mr. Stinnett confirmed that was correct.

Commissioner Hodges said that 55% for Perryville was for out-of-state vendors and wanted to know how that happens? He thought it is supposed to be Maryland vendors across the board. Mr. Stinnett said the vendors are MBE certified by MDOT to do business in Maryland, but their home state is not Maryland. Also, casinos have a relationship with these vendors from one of their other properties, and then they get certified to do business in Maryland.

Commissioner Hodges asked if Horseshoe Casino's 80% of MBE work was accounting and legal. Mr. Stinnett said it is mainly accounting services. Commissioner Hodges wanted to know if all were local to Maryland? Mr. Stinnett said the spend is all from one firm located in Baltimore City.

Chair Browning thanked Mr. Stinnett for his report. He said this information helps the Commissioners understand how the Commission can work better as partners with the casinos. Chair Browning said he was excited to see the numbers, and the casinos hitting their goals, and that working with Mr. Stinnett means a lot. He wanted to be clear on the out-of-state vendors being certified in Maryland. Mr. Stinnett said yes, looking at the numbers, one company has a large percentage. Chair Browning wanted to be sure that the intention is to have more women and minorities participate in these opportunities. Chair Browning said while the casinos have a set MBE goal, their effort should continue beyond the goal and to not get too comfortable.

Commissioner Adebisi asked if Mr. Stinnett would be presenting the casino information every month? Mr. Stinnett said he believed so. Commissioner Adebisi said while the casinos take responsibility to tell the Commission the numbers independent from Mr. Stinnett, it carries a lot of weight with Mr. Stinnett providing information.

Vice Chair Marriner said that Ms. Brennan told the Commission for quite some time that local vendors in Baltimore City do not want to go to Perryville, so location is an interesting component. Mr. Stinnett said part of the intent of outreach events is to get vendors in the area where casinos are, including not just those who contact OSBA and are in the database.

Commissioner Hodges asked Mr. Stinnett to talk a bit about the breadth of outreach. Is it here locally, in office, in schools, in universities, as he wanted to learn more about how it is executed? Mr. Stinnett said vendors doing business with casinos attend events that are held at the casinos, and have one-on-one meetings/face-time with the casinos. The Ready, Set, GROW events are done at casinos and at HBCU's (Historically Black Colleges and Universities) and involves state, local government entities, local chamber of commerce, teaming up to provide outreach.

Commissioner Hodges wanted to know how local vendors would have to hear about an event to go to HBCU. Mr. Stinnett said they are held in all areas in Maryland. Commissioner Hodges asked if it would be more effective to go out to where vendors tend to be. Mr. Stinnett said OSBA participates in other events that other State agencies perform, and there are a lot of opportunities, as they hit all parts of Maryland, not just where casinos are located, but all areas.

Chair Browning then reminded everyone of the new format for the meeting having just two operators per month. He then moved on to the Operator Reports for Hollywood Casino and Horseshoe Casino.

OPERATOR REPORTS

Hollywood Casino Perryville

Ms. Amy Brennan, General Manager, reported that December gross gaming revenue was down 2.1%, mainly attributed to revenue being down slightly in slots and poker, and up slightly in table games and sports betting. Gross gaming revenue was down 4.1% year-over-year. The wiring project is now done, so there should be a difference in January numbers next month. The casino had several marketing promotions in December, including a New Year's Eve Hot Seat and VIP dinner. It was the second highest coin-in day in 2025. In the community, Hollywood Casino participated in the Toys for Tots drive, distributed gifts for the Salvation Army, and donated

to several charities. Team members had their own version of an Angel Tree that also helped team members who were in need of assistance. Those employees who worked the holidays were provided with meals. There are currently 28 open positions, 26 are hourly and 2 are salaried. Mr. Stinnett has been a great partner for the casino, with 12 vendors this year. The out-of-state vendor was brought in for the electrical services. Hollywood Casino had trouble finding an HVAC company, but found one to do preventative maintenance. The casino is currently looking for vendors for landscape services, cleaners, and food and beverage products. Hollywood casino continues to work hard and will not rest on the 17% MBE spending, but we will celebrate it this month.

Ms. Brennan then went on to the questions that were provided to the casino prior to today's meeting. She started by providing a better understanding of Penn Entertainment which has over 40 casinos and racetracks in North America that operate under 12 different brands, over 20,000 employees, 50,000 gaming machines, 7,800 hotel rooms, and it all started in 1972 at a Pennsylvania race track. For Hollywood Casino Perryville, there are approximately 320-350 employees, and our turnover rate has continued to decline, while retention has gone up. The casino is keeping 75% of core employees. There is a 25% churn each year as employees try to find the right fit. There are currently 57% male employees, and 43% female. It is very diverse in comparison to the community where the casino is located, with representation of several races, with a lot of diversity at all levels of the organization. 80% of the employees are hourly and 20% are salaried employees, with 75% being full time and 25% being part time. Ages range across the entire spectrum, including 2 team members in their 80s.

Commissioner Hodges asked, in terms of Ms. Brennan mentioning having trouble finding MBE electrical vendors and going out-of-state and problems finding an MBE HVAC vendor to talk about the casino's struggles. Ms. Brennan said Mr. Stinnett's point about the electrical vendor that has been used at multiple Hollywood properties, is why that out-of-state vendor was used. On the HVAC side, there are multiple companies that do not want to travel to Cecil County. The System is older, and has been there since the start of the casino. One vendor did not want to accept responsibility for trying to repair the system due to its age. The struggles come from the vendor's willingness to come to Perryville. Hollywood Casino worked for two years to find a vendor, and finally has one in the works.

Commissioner Hodges asked if it was not quality, but just to find someone to come that far. He wanted to know if the casino trains people and what kind of metric is used for people staying. Ms. Brennan said she was going to jump ahead, as that question was previously submitted about the measure of success. The casino measures success in three areas and two other areas the casino focuses on company-wide. A big tenet and value of the company is employee engagement. Once or twice a year, the casino anonymously surveys team members about the property, the leaders, on how business is done, and the casino's involvement in the community. The casino receives a score based on that survey. Hollywood Casino Perryville had the 2nd highest improvement overall across all properties, increasing by 15% over the previous year's score. The casino has action plans that go into place by department, and every department has different needs. The executive team makes sure to respond to the feedback. The casino also measures success through customer service. Customers rate services, and when team members earn a score, they receive a bonus, which can be earned quarterly. Team members take pride in their work, and that contributes to the casino's success. Financials are also a success measurement. Another thing that the property is passionate about is the career development, making sure the casino is growing leaders, promoting from within. Ms. Brennan said that three of the members of her team were promoted from other properties, and the casino moves them around to larger properties. There are other developmental programs for team members to participate.

Ms. Brennan said there is one final goal and that is marketing, such as tracking rated play by guests, who uses a card so that the casino can communicate with them. If guests do not use a card, the casino cannot communicate with them. Those that use the cards can be sent an invitation to win big prizes. Rated play is an important marketing tool. Every casino has an app, including Hollywood Casino, that allows guests to win rewards, and is a quick way to communicate with guests. Those are ways that Hollywood measures success, and these things form our strategic priority.

Ms. Brennan then moved on to the next question regarding the casino's stated mission and vision and how it has evolved over the last 15 years. She said what is important for the property is to help people find their fun, including the entertainment experience, including reimagining the entertainment experience. Hollywood Casino was part of Penn National Gaming when Ms. Brennan joined the company. It was a very gaming focused entity, and then got sports wagering and other things happened. That entity has evolved to a multi-channel organization, and then changed to Penn Entertainment a few years ago. The company is now more

entertainment focused, and not just the casino industry. Although there was a transition from Penn Gaming to a different company for a time, it came back to Penn Entertainment. From a property perspective, the casino focuses on both team members and guests, with local customers as the potential target. Hollywood Casino also cares about the environment, diversity, and responsible gaming, all of which are included on our website. The website is an important part of who Hollywood Casino is.

Chair Browning said as this is the first time going through two casinos per meeting, he wanted to know if there are any challenges that the casinos face that the Commission should be aware of and to support the casinos. Ms. Brennan said there are some things that have been in place for a long time that may be able to be changed. There may be reasons they have been kept in place, but now there are other options available. For example, every time someone enters a slot machine, they have to sign a paper book providing name and gaming number and reason for being in the machine. There are electronic ways to track that now which would be a more efficient way of doing it. Next, there is a requirement to wear badges on a lanyard which causes scratching of clothing. It would help to be able to wear them at the waistband.

She said having to have a principal license (P license) on site 24/7 can be difficult. There are designated positions that have to have a P license, which requires multiple layers of research that has to be completed for a background investigation. No one on the property who has been required to get a P license has been turned down. There have been no surprises when they go for a P license change. Someone with that type of license has to be on property 24/7. Hollywood Casino is a small property and does not have a ton of leaders with P license to work. Does the requirement to have someone on the property 24/7 with a P license really still need to be in place?

The casino just made some minimum staffing requirement changes which has been incredibly helpful, knowing that there is an openness to changes. Ms. Brennan said they would like that to happen again, as they were able to change security and there will be more changes to come.

Ms. Brennan said the regulatory review process is long compared to other states. Because candidates must go through a series of stops, by the time they are approved, then it goes through a series of things and may be in effect in January. Some other states are allowed to propose a change at their meeting and it would happen. It would help for Maryland to consider a more streamlined regulatory process.

Another possible change to consider is with the table games supervisory requirements by game type. For example, for blackjack tables if someone is a supervisor, that supervisor can watch more blackjack tables than they can for Pai Gow tables. This creates staffing challenges when all games are in one gaming pit area. Having a standard supervisory requirement across all game types would be great. There are different requirements for baccarat with one where players can touch the cards and another where players cannot. It would help to make them the same.

Commissioner Hodges asked her to repeat that again.

Ms. Brennan said there are two versions of the baccarat game: One version where players can touch the game, and the other version where players cannot. It is different for each game on how frequently the cards have to be changed. There are other administrative pieces that make it challenging to have one game table versus the other. The casino doesn't have the ability to flip the game type from one way to the other easily if there are requests from players throughout the day, because the casino only has one baccarat table. The casino cannot flip it instantaneously, so being able to change the game type more quickly would be great.

Chair Browning noted to the Commission that if you open the meeting for discussing challenges, you will get them. For the Commission to understand these challenges, Agency staff can answer these questions for us so that when Hollywood Casino comes back next quarter, the Commission will have answers for the casino, hopefully even before the scheduled meeting. Straight forward law or regulation can be changed; if it is smart business, the Commission is open to it. The Commission owes the casinos answers to these questions. Chair Browning thanked Ms. Brennan for her report. He then opened it to any other Commissioners that may have questions. There were no additional questions. Commissioner Hodges said the report was very educational and he appreciated the information provided.

Ms. Brennan thanked the Commission for the opportunity to talk about non-starters and what can make the casinos more efficient.

Horseshoe Casino

Mr. James Genail, General Manager, reported that gaming revenue for December was up 10.7% year-over-year, property coin-in was up 9.7% in total volume, table game revenue was up 14.7% year-over-year, food sales were down 3%, and beverage sales grew 3.7%. There were two major play events in December. In entertainment, the casino continues to host local bands. MBE spend is on pace to achieve over 20% for 2025, currently at 29.5% year-to-date, and was 28.3% for December. Horseshoe Casino continues to hire new staff as the casino sees growth in all facets of the operation. For December, the total number of team members are up 7%.

Mr. Genail said he would now go to the first question regarding providing a better understanding of the size of the organization. There are currently 782 team members, with 671 full time and 86 part-time, with 25 of those positions being on-call. There are 143 in management positions. In the management positions, there are 44% women, and 77% minority. There are five unions representing team members at the property. The property has shared service agreements with other affiliated properties to provide support to team members in various areas, as well as other senior leadership positions. There are approximately 315 corporate employees that support the property and hold gaming or principal licenses with MLGCA. Mr. Genail paused for any questions. There were none.

Mr. Genail then moved on to the next question stated mission and vision, and how it has evolved over the last 15 years. Horseshoe Casino Baltimore was not always 100% owned by Caesars Entertainment, Inc. (CEI). In July 2020, Caesars Entertainment was purchased by PRI which changed its name to Caesars Entertainment. Under the new Caesars ownership, CEI gradually bought out Horseshoe Baltimore partners and in May 2023, Horseshoe Baltimore became fully owned by CEI, and is a CEI property that describes its corporate mission statement and core values. He then read the mission statement of Caesars.

Mr. Genail then provided his own history with Horseshoe. He said that 12 years ago he lost his job and became a part-time table game dealer. From there, Mr. Genail has advanced through company to where he is now and stated that there is no limit to where someone can go within the company. He then finished reading the mission statement of Caesars.

He said Caesars ensures that everyone who gambles is there for the right reason, which is to simply have fun. The casino has an obligation to promote responsible gaming. There is a universal platform on all Horseshoe properties. The exclusion list is at all properties, not just one property. Caesars recently donated $58,680 to the Maryland Council on Problem Gambling. The casino focuses on the well-being of the local communities with philanthropy, giving to several charities.

Commissioner Hodges asked Mr. Genail to talk about the casino's challenges and how the Commission can help. Mr. Genail said as that was a later speaking point, and he would skip ahead to that. He said in speaking with leaders, the universal response was the link to the licensing process, due to the length of the licensing process. It is a painful point. The response received was the same, while other jobs that don't require a license pay the same. However, the casino cannot wait for the license process to be completed because prospective candidates simply get other jobs during the waiting process.

Commissioner Hodges asked if candidates applying for a job, such as table games dealer, don't come in licensed already? Mr. Genail said once an offer for a position is made, that this is when the licensing process begins. It then takes at least 3 weeks to complete the process. If they get another job offer somewhere else, the casino loses them. This is a painful point shared throughout leadership.

Commissioner Adebisi stated that the Commission has heard this before, and wanted to know where Mr. Genail thought the bottleneck begins? He asked what is the industry standard for how long it takes? Mr. Genail said he has worked in several states and the longest he has seen in other states is one week. Missouri is able to get candidates licensed in 48 hours. The standard varies, but the average is one week in the four states he has worked in. He does not have an answer for where the bottleneck occurs. Once the applicant complete the application, the property is in a holding pattern waiting for the license to come through from the Commission.

Commissioner Adebisi asked in the range of a day to a week, how long it takes for the process in Maryland? Mr. Genail said three weeks. The casinos want to build staff and not lose candidates to other jobs due to the waiting period during the licensing process.

Commissioner Hodges said he assumed the casinos do not pay while in limbo status? Mr. Genail said they do not because the candidate is not hired in until they get the license.

Mr. Genail said the next question was how the casino measures success, platforms, and performance metrics? Financial performance and revenue growth are at the top of that list. The casino also uses guest satisfaction scores, loyalty engagements from surveys sent to guests to get first-hand knowledge from them. The casino is able to feed that to different departments if it is a great experience or not a great experience. Regulatory compliance and audit outcomes are another measure of success. Responsible gaming, effectiveness metrics, workforce engagement, retention and internal promotions, and supplier diversity and community impact are also measures.

Chair Browning asked if Mr. Genail had numbers on the casino's retention rate. Mr. Genail said he would get that information.

Mr. Genail then moved on to the next question. He said the most significant risk being faced now by casino is the competition of other regional gaming jurisdiction and gaming companies. The casino needs to remain as competitive as possible and reinvest in customers. In that regard, the promotional play is key to attracting customers. Attracting customers to come to Horseshoe, the casino wants the customers to know it is safe and clean. The Warner Street Redevelopment Project is designed as an entertainment district in order to drive customers from the region to the area. It will be good for the casino, so they would like to keep it as busy as possible when completed. There is economic uncertainty and volatility that affects consumer spending. There are labor market challenges including availability and retention. There is a need to adapt to technological changes, unregulated gaming, such as illegal gaming sites and sweepstakes, and prediction markets.

Commissioner Adebisi wanted to know, on a risk scale, what are the two highest risks the casino sees? Was it unlicensed gaming, prediction markets or something else? Mr. Genail said competition from other regional gaming jurisdiction companies accompanied with promotional play deduction. He said he was previously head of marketing on another property. A downtown property faces certain challenges, and at the other property they were able to drive a lot of business there and it was due to the promotional play reinvestment. When we give people an incentive to come visit the property, and offering a good product,people will choose to return to the property.

Commissioner Hodges asked Mr. Genail to talk about responsible gaming and what the casino spends toward that. He wanted to know what the casino is doing that they identify gamblers that are perhaps out of control at the property? He wanted to know if the casino addresses that or is it through a third-party, or if it is an issue for the casino? Mr. Genail said that there is literature all around the property, guests can ask to be excluded at any time, and responsible gaming information is on our website. Responsible gaming is not handled by a third party; it is handled internally by the casino.

Chair Browning said that over the last year and a half there has been a remarkable turnaround at Horseshoe Casino, and it is impressive and good to see this turnaround at the property not only from a financial point of view, but being accessible, safe, and investing in the community is all appreciated. The Commission understands the risk. Chair Browning wanted to know if there are things being done in other states that Maryland can improve upon within the confines of Maryland laws. Chair Browning said he understood the challenges of other states around Maryland pulling people, and the influx of illegal gambling online, the Commission wants to better understand how to partner with the casinos for Maryland to be competitive and for the property in Maryland to be a flagship property. He said the Commission would look into what Mr. Genail had mentioned.

Chair Browning said Horseshoe Casino is in Baltimore, unlike going to Perryville, there are women and minority companies surrounding Horseshoe everywhere. Seeing 82% of Horseshoe Casino's MBE participation coming from one vendor that is of concern. It does not show that Horseshoe Casino is getting a well-rounded group of people to come in for food service, and other services that Mr. Genail had listed. Chair Browning asked that the casinos look for additional vendors. Having one vendor for the casino to hit its MBE spend number is not the intent. The intent is to spread out across as many woman and minority companies as possible. With Mr. Stinnett

working with the casinos, the casinos have access to a great small business base right in Baltimore and can have access to multiple companies that can raise the level of expectations for the property.

Mr. Genail said in addition to his being new with the casino, there is also a new Director of Finance who has been at the casino for ten days, and he is working with Mr. Stinnett on exactly what Chair Browning spoke of.

DIRECTOR'S REPORT

Director's Report — **John Martin, Director**

Director John Martin reported that MLGCA completed a very good first half of FY26, ending on a high note in December with a 2nd billion-dollar Powerball of $1.8 billion that was won in Arkansas on Christmas Eve. For the end of the first half of FY26, sales were up 4.9%, and profit contribution was up 7.9%.He noted that the Powerball was hit last night in Roanoke Rapids, North Carolina and the jackpot has now reset to $20 million based on the $209.3 million win. Director Martin said that although only two casinos were reporting today, all casino partners in the State were cumulatively down slightly year-over-year. Casino revenue was down 1.8%. In aggregate and on casino contributions to the State, down 1.5%. Sports wagering had a strong month in December with hold across retail and mobile of 12.7%, contributions were over $15.7 million, mid-FY26 totals are over $3.5 billion in handle, over $3.1 billion in prizes paid in aggregate hold of 11.9%, all extremely strong numbers year-over-year. Contributions to the State at the halfway point were $78.6 million compared to FY25 contributions to the State of $88.9 million. When January numbers are announced in February, MLGCA is expected to exceed last year's total contributions by the end of January.

Commissioner Hodges wanted to clarify that year-over-year revenues were down 1%? Director Martin said casino revenues as a group were down. Commissioner Hodges asked Director Martin to talk briefly as to why that is. Director Martin said he is not as able to answer that question, but perhaps one of the two casinos present today might be able to answer. He asked the casino representatives if either had any contribution as to where the Maryland industry is? He said he knows the two casinos spoke regarding their own numbers. The casinos were not sure. Chair Browning said he believed the casinos spoke about it when they spoke of the competition. That was addressed when they spoke of the competition from other states and how other states are really targeting Maryland players, as well as the rapid growth with illegal gaming becoming an issue across the board at properties nationwide. Director Martin said the Commission would be hearing from Ms. Jennifer Beskid, Director and Policy and Legislation, about how illegal gaming, not just in Maryland but nationwide, impacts retail operations.

Commissioner Hodges asked in regard to last year's reduction in force (RIF) by the Federal government, if the casinos are seeing some effects from that, and if it is trickling down? Director Martin said on behalf of the casinos that it would be tough to extrapolate that.

Chair Browning then moved on to Director Martin's Commission Action Item.

COMMISSION ACTION ITEM

Director – **John Martin**

Commission Action Item - **Sole Source Contract with Baltimore Ravens Limited Partnership Contract (#2026-01)**

Director Martin reported that he was seeking to continue the 18-year tradition and enter into a sole source licensing and merchandise contract with the Baltimore Ravens. This year, instead of the single season contract which has been the norm, MLGCA is contracting for the 2026 and 2027 NFL seasons for a term of two years and eight months commencing on April 2, 2026. This sole source contract will provide the Agency with license to use the Baltimore Ravens NFL team marks and logos for each NFL season for two instant ticket games and one Fast Play game. The contract includes access to all audio and video assets for use in the production of the marketing materials to promote the instant games. The contract also provides for Ravens and NFL football related prizes including tickets to Baltimore Ravens professional football games and other experiential prizes.

Director Martin said this is a sole source because the marks and logos are the property of the Baltimore Ravens and not available from any other source. There are no other NFL teams that are permitted to give the Agency marketing access to as much of the State as the Ravens, and that is based on NFL defined marketing areas. For the two NFL seasons, the Contract has a Not to Exceed (NTE) amount of $808,200. Subject to Commission approval today, the Contract will be submitted to the Department of General Services for inclusion on the next available BPW Agenda. MLGCA recommends approval of the Contract.

Chair Browning asked if any Commissioners had questions. Commissioner Hodges wanted to know why there is a contract with the Ravens, when we are entering baseball season, and this is for the next two years? He said he has never seen anything in terms of the Orioles. He wanted to know why this was the focal point? Director Martin stated that every year MLGCA has a sponsorship agreement with the Orioles that gets MLGCA involved with both MASN, as a broadcast network, and in-stadium assets. It is currently being formulated for the upcoming season. MLGCA has had a corresponding agreement with the Orioles via advertising and sponsorship details for many years.

Commissioner Hodges wanted to know if this was something the Commission would be seeing soon? Director Martin said again that these are annual agreements with the Orioles and with MASN in terms of sponsorship and advertising agreements. It falls under an existing MLGCA's Advertising Agency agreement with Media Works, which the Commission has already approved.

Chair Browning asked for a motion to approve the sole source Baltimore Ravens Licensing and Merchandise Contract No. 2026-01 in the NTE amount of $808,200 for the 2026 and 2027 NFL seasons for a term of 2 years and 8 months commencing on April 2, 2026. Commissioner Stakem motioned, Commissioner Adebisi seconded, and motion passed unanimously.

Chair Browning then moved on to the Legislative Update from Jennifer Beskid, Director of Policy and Legislation.

LEGISLATIVE REPORT

Policy and Legislation — **Jennifer Beskid, Director**

Ms. Beskid provided a legislative update. The 2026 Session opened at 12:00 p.m. on Wednesday, January 14th. The Agency has received a total of 11 fiscal note requests where MLGCA evaluates the operational and fiscal impacts of bills introduced. Of those bills, there are three House Bills impacting the Agency and/or Commission. Ms. Beskid spoke about two of those bills together, HB 46 and HB195. She said these are bills that would require the Commission to partner with institutions of Higher Education or nonprofits or other funding sources to study gaming. They are specifically looking at geofencing on college campuses, possibly at Bowie State and Morgan State Universities. They are also interested in looking at emerging technologies to include cybersecurity, artificial intelligence and digital verifications. MLGCA had a meeting with Bowie State University and the University of Maryland where the Center for Excellence is located to try and turn this into a workgroup where all parties concerned could sit down in the interim and talk about what could be measured, and what would be studied. There are very few parameters in this, and speaking with the research experts, but we were told this is great but the experts do not know what to do with any of the data, so we all wanted to sit down and discuss it. That was proposed to the bill sponsor, Delegate Queen, yesterday, and she has already responded that she is happy with MLGCA's proposal, and MLGCA will be submitting amendments that will be introduced.

The other bill from the House is a procurement bill that would require the Agency to spend 50% of its digital and print advertising budget with local organizations. The Agency met with the sponsor, Delegate Foley, last year to discuss the negative impact the bill would have. Ms. Beskid met with Delegate Foley again this session and she stated it should not have had the word "local" in it, so MLGCA is looking to amend the bill to remove the word "local". Technically the bill is looking for 50% of the advertising dollars used by all State agencies to remain in Maryland. MLGCA meets that requirement already.

The other four bills did not present any operational or fiscal impacts on the Agency or Commission. There were four Senate bills that MLGCA was asked to respond to, and three of the bills are departmental bills. MLGCA testified on two of those bills yesterday. The bill for illegal gaming was not presented for MLGCA to offer any

testimony, and the Agency is waiting on a new date in the Senate. It is currently scheduled to be heard in the House on February 5. MLGCA is prepared to offer testimony on all three of those bills.

The fourth bill was a public information protection bill that expands protections on private information for public servants.

MLGCA has received one additional bill regarding couriers. This bill defers slightly from the bill presented last year in that there is a licensing component to couriers. MLGCA is currently reviewing this bill. The budget was introduced yesterday and is also being reviewed so there no update available today.

On Wednesday, January 21, Director Martin and Ms. Beskid presented a briefing to the members of the House Ways & Means Committee, and testified on two bills in the Senate. Ms. Beskid concluded noting that was the first eight days of the legislative session.

Chair Browning asked if any Commissioners had questions.

Commissioner Hodges wanted to know the legal problem with the word "local" in the bill that was mentioned? Ms. Beskid said when going to local, use of some newspapers and media resources have a very limited market. She asked if Commissioner Hodges was familiar with the Baltimore Brew publication? He responded he was not. Ms. Beskid said it is a local publication that MLGCA would have to put a percentage of dollars to, and MLGCA already puts 5% of the budget toward local media. What happens is that it narrows the focus of where money can be placed. When the jackpot is growing, because of that 50%, it is being put into very specific markets as opposed to spreading the funds around the State.

Commissioner Hodges asked if local meant State? Ms. Beskid responded it does not.

Chair Browning asked if the illegal market bill covered both the predictive and sweepstakes markets? Ms. Beskid said yes, the term illegal is used so if anything else emerges, MLGCA would be able to capture it with this bill. Chair Browning said to reach out to the Commission as they will be carrying out the regulations to make sure the Commission understands what is coming. He thanked Ms. Beskid for the updates and wished her luck in the next 82 days.

CLOSED SESSION

There was no need for a closed session.

DATE AND TIME OF NEXT MEETING

Chair Browning announced the next Commission meeting will be held on Thursday, February 26, 2026, at 10:00 a.m. in person at Lottery Headquarters.

ADJOURNMENT

There being no further business, Chair Browning adjourned the meeting at 11:09 a.m.

Respectfully submitted,

John Martin
Director



Video Lottery Terminals (VLT) Facilities
MBE Participation Compliance Review
Hollywood Casino & Horseshoe Casino

January 2026

Maryland

DEPARTMENT OF SOCIAL
AND ECONOMIC MOBILITY
OFFICE OF SMALL, MINORITY
& WOMEN BUSINESS AFFAIRS

Office of Small, Minority & Women Business Affairs

The Office of Small, Minority & Women Business Affairs (OSBA) is providing the Maryland Lottery and Gaming Control Commission (MLGCC) with a review of the Minority Business Enterprise (MBE) vendors for (1) Hollywood Casino Perryville (Hollywood) and Horseshoe Casino Baltimore (Horseshoe).

Hollywood Casino - Perryville

MBE Participation

Based on the review for Hollywood Casino, the Ongoing Operations Phase (excluding the purchase of VLT/Table Games) for the calendar years 2021 through 2025 is as follows:

Ongoing Operations 01/01/2025 - 12/31/2025

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 4,811,878	$ 794,965	17%	17%

Ongoing Operations 01/01/2024 - 12/31/2024

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 4,842,039	$ 341,124	7%	17%

Ongoing Operations 01/01/2023 - 12/31/2023

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 5,028,546	$ 487,229	10%	17%

Ongoing Operations 01/01/2022 - 12/31/2022

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 3,469,835	$ 578,013	17%	17%

Ongoing Operations 01/01/2021- 12/31/2021

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 4,263,040	$ 563,263	13%	17%

Hollywood Casino – Perryville – MBE Vendors

For Hollywood Casino, the MBE vendor information is based on the calendar year January 1, 2025 through December 31, 2025:

MBE Vendors by Classification

Women	64%
African American	27%
Asian American Pacific	9%
	100%

MBE Vendors by Service Description

Marketing and Advertising	61%
Stationery and Office Supplies	23%
Food and Beverage Services	10%
Cleaning Services	6%
Total	100%

MBE Vendor by Location

Out of State	55%
Baltimore City	9%
Howard County	9%
Montgomery County	9%
Prince George's	9%
Talbot County	9%
	100%

Horseshoe Casino - Baltimore

MBE Participation

Based on the review for Horseshoe Casino, the Ongoing Operations Phase (excluding the purchase of VLT/Table Games) for the calendar years 2021 through 2024 is as follows. Please note for calendar year for 2025, the period used is January 1, 2025 through November 30, 2025:

Ongoing Operations 01/01/2025 - 11/30/2025

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 16,570,253	$ 5,036,903	30%	20%

Ongoing Operations 01/01/2024 - 12/31/2024

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 9,845,197	$ 2,111,912	21%	20%

Ongoing Operations 01/01/2023 - 12/31/2023

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 8,857,662	$ 1,967,440	22%	20%

Ongoing Operations 01/01/2022 - 12/31/2022

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 13,751,227	$ 2,300,325	17%	20%

Ongoing Operations 01/01/2021 - 12/31/2021

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 13,293,815	$ 2,609,206	20%	20%

Horseshoe Casino – Baltimore – MBE Vendors

For Horseshoe Casino, the MBE vendor information is based on the calendar year January 1, 2025 through November 30, 2025:

MBE Classification	
Women	40%
African American	33%
Asian American Pacific	14%
Hispanic	13%
	100%

MBE Suppliers by Location	
Baltimore City	33%
Out of State	33%
Howard County	13%
Prince George's County	13%
Talbot	8%
	100%

MBE Vendor by Service Description	
Accounting & Legal & Services	82%
Food and Beverage Services	6%
Janitorial and Personal Care Products Wholesaler	6%
Architectural Services	2%
Real Estate	2%
Flooring & Furniture Contractors	1%
Marketing and Advertising	1%
	100%

Outreach Programs

Doing Business with Maryland Casinos

This outreach program is an opportunity for small, minority, women and veteran owned businesses to learn about the procurement process and services directly from the casinos. This event is held at each casino, and OSBA partners with local chambers and organizations to involve the local business community where the casino is located.

Ready, Set, GROW!

This program series connects vendors with buyers from several state agencies. Each agency will share what they are looking to buy currently, what is in their pipeline, and how to connect with them directly. Participants will gain insights on how our small, minority, women, and veteran procurement programs work and learn strategies for mining public data to help with their business development efforts. In addition, the casino that host the event will participate with other state agencies to connect with small, minority, women and veteran businesses.



Gerald Stinnett
MBE Compliance Manager - VLT Operations
gerald.stinnett@maryland.gov

Maryland
DEPARTMENT OF SOCIAL AND ECONOMIC MOBILITY
OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS