Maryland Lottery and Gaming Control Commission

Wes Moore, Governor

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MARYLAND LOTTERY AND GAMING CONTROL COMMISSION
AUGUST MINUTES

DATE: August 27, 2026

TIME: 10:00 a.m.

PLACE: In-Person at Maryland Lottery Headquarters
and Virtual

PRESENT: Chair Everett D. Browning, Sr.
Commissioner Ade Adebisi
Commissioner Diane Croghan
Commissioner Harold Hodges
Commissioner Nicholas Mosby

Jeremy Baker, Acting Director
John Martin, Senior Advisor
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
Solomon Ramsey, Managing Director, Administration
Seth Elkin, Managing Director, Communications
Holly Knepper, Principal Counsel, Attorney General's Office
Jennifer Tosky, Deputy Principal Counsel, Attorney General's Office
Kathy Lingo, Executive Assistant

OTHERS: Gerald Stinnett, OSBA
Amy Brennan, Hollywood Casino
Bobbi Jones, Ocean Downs Casino
Ryan Eller, Live! Casino
Representative from American Wagering, Inc. (Horseshoe Baltimore)
Representatives from MGM National Harbor, LLC
Representative from Penn Cecil Maryland, LLC (Hollywood Casino Perryville)
Representatives from Old Bay Gaming and Racing, LLC (Ocean Downs Casino)
Representatives from BetMGM

QUORUM ESTABLISHED

Chair Browning announced that a quorum was established for the meeting. Present in person were Commissioners Adebisi, Hodges and Mosby. Commissioner Croghan attended virtually. Commissioner Cordier 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 10:00 a.m.

APPROVAL OF THE AMENDED AGENDA

Chair Browning said that the amended agenda had been circulated and asked for a motion to approve the agenda. Commissioner Mosby motioned, Commissioner Hodges 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 June 25, 2026. There being none, Chair Browning called for a motion to approve the minutes. Commissioner Mosby motioned, Commissioner Hodges seconded, and the motion was approved by four of the Commissioners present. Commissioner Adebisi abstained, as he was absent from the June meeting.

CONSENT AGENDA

Chair Browning said the Consent Agenda contains: New Instant Ticket Games: $1 #831 *5X the Cash*, $2 #832 *10X the Cash*, $5 #833 *20X the Cash*, $10 #834 *50X the Cash*, $20 #835 *100X the Cash;* Gaming License Application Denials/Revocations; Lottery Retailer License Revocation; Old Bay Licensing Agreement #2026-05; and Staff Reports from Mr. Lindsey, Mr. Butler, Mr. Eaton, Mr. Mooney, Ms. Yocum, Mr. Elkin, Mr. Ramsey, the Sales and Marketing Report, and Ms. Knepper, Principal Counsel, Office of the Attorney General.

Chair Browning asked if any Commissioners cared to remove and discuss any items on the Consent Agenda. There were no requests. Chair Browning asked for a motion to approve the Consent Agenda. Commissioner Mosby motioned, Commissioner Hodges seconded, and the motion was unanimously approved.

Chair Browning announced that John Martin would be retiring at the end of the year, and Governor Moore has appointed Jeremy Baker as Acting Director for the Agency. He introduced Mr. Baker.

Mr. Baker thanked John Martin for his service to the State and the Agency, noting Mr. Martin's incredible work. He said he appreciated having a professional like Mr. Martin helping him to learn about the Agency. He noted the staff are professional and dedicated. He recognized that the Agency is an important piece of how the State gets funded. Mr. Baker said he cannot underscore enough the dedicated staff of public servants who are very mission-focused to put as much money in the State coffers as possible. He thanked Chair Browning for allowing him to speak.

Chair Browning said the Commission is excited to have him on board. He said the Commission will reach out to Mr. Baker to build a relationship and welcomed him.

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. Stinnett presented a PowerPoint regarding video lottery terminal facilities and MBE Participation Compliance Review for Hollywood Casino, Ocean Downs Casino and Live! Casino for six months ending with June 2026, breaking down all services from all MBE vendors. He started with Hollywood Casino and showed MBE participation for January 1 – June 30, 2026. Mr. Stinnett provided information on the jurisdiction/services, classification, number of vendors and overall percentage for each. There was vendor information for services and the percentage spent for each.

Mr. Stinnett then reported on Hollywood Casino, detailing MBE participation from January 1 through June 30, 2026. He provided data on jurisdictions/services, classifications, number of vendors, and total percentage breakdowns, including service-specific vendor information and the percentage spent for each.

Commissioner Hodges questioned why the need to use out of state vendors. As was noted and addressed at the last meeting. Mr. Stinnett reminded Commissioner Hodges that although some vendors are from out of state, they all have to be MBE certified in Maryland, and registered to do business in Maryland.

Commissioner Hodges said the point is that it does not reflect using Maryland vendors. Mr. Stinnett said MBEs can be located out of state, but they must be certified in Maryland.

Mr. Stinnett then reported on Ocean Downs Casino and showed MBE participation for January 1 – June 30, 2026. Mr. Stinnett provided information on the jurisdiction/services, classification, number of vendors and overall percentage for each. There was vendor information for services and the percentage spent for each.

Commissioner Mosby wanted to know if the vendor marketing percentage was for the same vendor for all of the marketing in all jurisdictions. Mr. Stinnett confirmed it is.

Commissioner Hodges asked whether the percentage breakdown is by sales volume or something else. Mr. Stinnett said it is by the actual payments to the vendor.

Mr. Stinnett reported on Live! Casino and showed MBE participation for January 1 – June 30, 2026. Mr. Stinnett provided information on the jurisdiction/services, classification, number of vendors and overall percentage for each. There was vendor information for services and the percentage spent for each.

Mr. Stinnett said the data for all vendors by services for Live! Casino could not be broken down in time for this meeting but the information will be provided in a future presentation.

Mr. Stinnett said Doing Business with Maryland Casinos 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. The Ready, Set, GROW! events connect vendors with buyers from several State agencies. Voices of Maryland Campaign run by the Department of Social and Economic Mobility (DoSEM) centers on how Maryland supports both small and disadvantaged businesses and social equity initiatives. Mr. Stinnett provided dates of both completed and upcoming events for all three programs. A copy of the PowerPoint is attached to these minutes.

Chair Browning thanked Mr. Stinnett for his report and said the Commission appreciated the details. He said having the casinos work with DoSEM, identifying and breaking down task orders to smaller jobs makes sure that businesses know the casinos are open to working with them, and the process is streamlined. Casinos have a partnership with the Agency and Maryland citizens are benefiting from this partnership. Chair Browning said if there is any help the Commission can offer to them know.

Commissioner Adebisi reiterated Chair Browning's sentiments and said the Commission appreciates the work DoSEM does working with the casinos to get the information to the Commission. By streamlining the information, there are less questions.

Mr. Stinnett took a moment to introduce DoSEM Deputy Secretary Donald Smith. Chair Browning welcomed Mr. Smith and thanked DoSEM for the work they do. He then moved on to the Operator Reports.

OPERATOR REPORTS

Hollywood Casino

Ms. Amy Brennan, General Manager, presented a PowerPoint overview containing statistical data for Hollywood Casino covering the period from April 2026 through July 2026. Ms. Brennan reviewed the casino's financial and gaming performance. Revenue experienced a 3.5% year-over-year decrease, though it shows an upward trajectory. Overall patron traffic declined primarily attributed to a key customer traveling internationally. Table games revenue decreased due to lower blackjack play, despite gains in baccarat and craps. The fiscal year proved challenging, as a major re-wiring project temporarily shut down a third of the casino floor. Additionally, competition was noted from Delaware Park, which features a significantly larger smoking patio than Hollywood Casino. Analysis of remaining performance data is still ongoing.

Regarding marketing and promotional initiatives, Ms. Brennan highlighted updates to the kiosk system, which is now accessible both directly on gaming machines and through the mobile app on guests' phones. Community outreach efforts include $18,054 year-to-date donated by the casino to the Maryland Veterans Trust Fund, with the year-to-date TITO donations at $9,370.90. Team members have also volunteered at Plumpton Park Zoo, Elkton Senior Center, Habitat for Humanity and the Adopt-a-Highway program.

Total facility employment stands at 310, down from 329 last year due to open positions. There are presently 293 licensed team members, compared to 314 last year. The current workforce composition includes 14 principal licensees (who must always be present at the facility), 209 gaming employees, 70 non-gaming staff and 17 unlicensed personnel. The casino currently has 34 vacant positions.

Chair Browning wanted to know the reason for the vacancies. Ms. Brennan said the licensing process is not a problem. The problem is getting qualified applicants, finding the right people, and getting them through the process.

Ms. Brennan addressed a previous Commission inquiry regarding vendor selection, explaining that out-of-state vendors are utilized due to a lack of local vendor availability and other vendors not willing to come to Hollywood Casino Perryville.

Year-to-date MBE spend stands at 17%, meeting the annual goal of 17%. An MBE Outreach Event is scheduled at Hollywood Casino Perryville for October 8, 2026.

Hollywood Casino maintains multi-channel Responsible Gaming messaging covering problem gambling (via property signage, marketing and advertising, and online resources), responsible alcohol service, and unattended minor policies. Operational measures include training for all staff, periodic knowledge checks, and on-site awareness campaign support. Hollywood Casino's corporate partners for responsible gaming are ICRG, NCPG and RGC. Individuals excluded from one Hollywood Casino property are barred across all nationwide locations. A copy of the PowerPoint presentation is attached to these minutes.

Chair Browning thanked Ms. Brennan for the new briefing that gives the Commission a complete overview of what the casinos do and how the Commission can support them. He asked if any Commissioners had questions.

Commissioner Hodges asked whether the reported revenue were consistent factors throughout the year, noting he did not recall monthly negative growth. Ms. Brennan confirmed that Hollywood Casino reported transparently and accurately across the entire prior year.

Responding to Commissioner Hodges' inquiry regarding regional impacts, Ms. Brennan clarified that Virginia casinos fall outside of Hollywood Casino's primary market scope. Instead, primary competition stems from Delaware and Pennsylvania casinos, with Pennsylvania acting as a major contributing factor to market volatility.

Commissioner Hodges said the changes are negative and wanted to know why that happened. Ms. Brennan explained that revenue declines in August and September resulted from a major facility re-wiring project, which temporarily shut down one-third of the gaming floor. Additional negative trends were observed from April through June, reflecting a broader downturn across the Maryland gaming market. In response, the casino actively adjusts promotional offers and marketing strategies to maintain competitiveness.

Chair Browning appreciated the information. He said the presentation, allows the Commission to know what the casinos are doing, and know the casinos are fighting harder. He acknowledged the ongoing investments and noted that successful casino operations directly benefit the State of Maryland.

Ocean Downs Casino

Ms. Bobbi Jones, General Manager, presented a PowerPoint with statistical information covering performance metrics for Ocean Downs Casino from May 2026 through July 2026. She reported that total gaming revenue increased by 16% year-over- year, driven by strong market demand (May +10%, June +4%, and July +2%). Year-to-date slot machine revenue rose 22%, supported by marketing initiatives and entertainment offerings (May +12%, June +5%, July +5%). Table game revenue declined (May -10%, June -5%, July -14%) due to player shift toward electronic craps and roulette, excluded-player impact, and a 5.2% decrease in hold.

Ocean Downs Casino had several marketing and promotions during May through July. In the community, Ocean Downs Casino donated $81,000 through "Waves of Giving" to local organizations, including Women Supporting Women, Maryland Coastal Bays, Worcester County Public Schools, and the Great Pocomoke Fair. An additional $3,000 was raised for the Veteran's Trust Fund.

Year-to-date MBE expenditure reached $5.52 million, with projected annual spend targeting 14.64% by December diversifying procurement categories where there is MBE spend. July was down because some of the payments were not processed. Team members with birthdays were celebrated each month, food trucks on high volume days, and the Starfish Dinner recognized the team members of the quarter.

Current staffing totals 291 licensed employees compared to 300 last year (85 non-gaming licensees, 15 principals, 191 gaming) with 29 open positions. Active recruitment efforts include an upcoming job fair. A copy of the PowerPoint presentation is attached to these minutes.

Chair Browning expressed appreciation for the background context and graphical data provided, specifically acknowledging ongoing recruitment efforts and outreach to local MBE vendors.

Commissioner Hodges inquired about the quality and performance of engaged MBE vendors Ocean Downs uses. Ms. Jones confirmed vendor performance has met expectations and high-quality standards across key operational areas despite higher associated costs.

Commissioner Hodges wanted to know if the hiring price means what the MBE charges the casino for providing the goods and services. Ms. Jones confirmed it is.

Live! Casino

Mr. Ryan Eller, General Manager, presented a PowerPoint with statistical data and financial results for Live! Casino from May 2026 through July 2026. Total gaming revenue decreased by 3.9% year-over-year overall, with monthly variations (May -4.1%, June -6.6%, July -.8%). Slot machine revenue recorded changes of -

3.5% in May, +1.3% in June, and -2% in July. Softness in retail gaming traffic and slot spend was attributed to economic headwinds, compressed consumer spend, and increased regional market competition, including the Rose Casino in Virginia. Table game revenue experienced fluctuations of -3.8% in May, -12.8% in June and +2% in July. Recent quarterly volatility was primarily driven by hold performance with the VIP segment and sharper play. Poker revenue increased by 5.4% in May, followed by declines of 7.2% in June and 5.3% in July. Sportsbook revenue showed significant volatility being down 54.4% in May, down 126.8% in June and up 64.6% in July.

In response to an inquiry from Commissioner Hodges regarding sportsbook volatility, Mr. Eller explained that retail sportsbook operations inherently experience higher volatility due to lower bet volumes and a smaller number of players. High profile events such as the July FIFA tournament, significantly increased wagering volume and generated favorable revenue. He added that table game volatility is similarly impacted when sharper, highly experienced players participate.

Commissioner Mosby inquired whether revenue fluctuations align with the transition period between basketball and football seasons. Mr. Eller confirmed this seasonal trend, noting that lower wagering volume during this interim period amplifies revenue volatility. He further highlighted that football wagering carries heavy local bias, consequently, outcomes favoring the home team typically result in reduced net revenue for the casino.

Mr. Eller presented operational and community updates for Live! Casino. Key operational updates included a 94% hotel occupancy rate in July, increased food and beverage revenues driven by local events and the opening of Trường Tiền, a new Vietnamese restaurant.

Live! Casino hosted various marketing and entertainment events between May and July. Community engagement included 100 team members volunteering 534 hours across the region. Live! Casino conducted its Annual Day of Service, sponsored the Maryland Department of Labor's National Hire a Veteran Job Fair, and donated toiletries and coffee makers to Charlotte Hall Veteran's Home.

The workforce exceeds 2,500 team members, including 2,150 licensed staff (68% full-time). Licensed team members include 16 principal, 1,442 gaming, and 692 non-gaming licensees. Recruitment is active for 103 open positions, primarily in high-demand areas of table games, cage and credit, food and beverage, and security. Successful training program completion guarantees employment at the casino. Development and training initiatives include LEAD, MDP programs, apprenticeships, on-site free full-service health clinic, and $5,000 distributed via the Team Member Sunshine Fund in 2026.

Year-to-date MBE spend reached 26.9% across various operational areas, supported by Ready, Set, Grow events. A breakdown of MBE vendors by demographics and department was presented.

Mr. Eller provided regulatory and compliance highlights for responsible gaming. An enterprise-wide standard operating procedure (SOP) review was completed via a competitive "SOP Madness" initiative to improve regulatory alignment and compliance awareness. Responsible Gaming Education Month efforts focused on employee awareness, patron-facing initiatives, and interactive team training, including communication promotions throughout the back of the house. A copy of the PowerPoint presentation is attached to these minutes.

Chair Browning thanked Mr. Eller for the information and investment the casino puts into the community and hiring. He asked if any Commissioners had questions.

In response to Commissioner Hodges regarding unidentified demographic categories in MBE stats, Mr. Eller clarified that vendor ethnicity details are collected during the application and registration process.

Commissioner Mosby asked if they are women. Mr. Eller said it is possible, ethnicity stats are part of the process of the application and paperwork filed.

Responding to Commissioner Hodges regarding onboarding timelines, Mr. Eller explained that background check processing times have reduced from 3 days to just under 2 days. To further optimize recruitment, the casino is shifting toward direct and mass hiring events for multiple positions. Although someone may apply for a customer service representative position, they may be suited for another position that is available. Taking away from the online process the casino finds better results. While 103 open positions may look large, Live! Casino is a large organization and has a particular need so is not that large.

Addressing questions from Commissioner Hodges on food, beverage, and security staffing, Mr. Eller explained that security is kept in-house due to its vital role in customer service and event safety, while higher turnover is generally observed in entry-level positions compared to specialized roles like table games. The casino provides complimentary services by security, including patrolling the garage, particularly when there are entertainment events and there is a need for more security.

Chair Browning thanked Mr. Eller for the thorough overview.

DIRECTOR'S REPORT

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

Mr. John Martin reported that this will be his last Director's Report, but he will continue to be around. Pending the final audit, Fiscal Year 2026 was a very good year. MLGCA generated over $1.6 billion to support State programs. Lottery delivered over $681 million in contributions to the State. The primary beneficiary is the Maryland General Fund. That was based on sales of over $2.6 billion. Casino contributions were over $822 million with the primary beneficiary being the Maryland Education Trust Fund, with nearly $600 million to that fund based on total casino gaming revenue of over $1.9 billion. The sports wagering component had over $132 million contributions to the State which was a significant increase from Fiscal Year 2025 up 48% increase. That was great participation by primarily the mobile sector that dominated the sports wagering landscape. All of this spend has led to a very good start in July for the first month of Fiscal Year 2027 with positive sales year-over-year up 2.8%, and profit up 5.3% on the Lottery side primarily funded by the great run on Powerball. The billion-dollar jackpot was won in Quincy, Illinois.

On the casino side, it was a challenging start in Fiscal Year 2027. In aggregate, casino revenue was down 4.5% year-over-year, and contributions to the State were down 3.5%. Sports Wagering was down but should pick up soon with football season. Overall, it was a strong month in July. Total contributions from sports wagering were over $8.4 million.

Chair Browning said the Commission is glad to see that Mr. Martin will be around for another 2-3 months to allow the Commission to say goodbye to him properly. He said the Commission appreciated Mr. Martin's patience and making sure they are informed. Chair Browning said the Commission will always be grateful for the way Mr. Martin has led the Agency's team.

Commissioner Adebisi also thanked Mr. Martin.

COMMISSION ACTION ITEMS

Gaming – **Michael Eaton, Managing Director**

Commission Action Item – **Regulation Updates – Instant Bingo** Machines - COMAR 36.07.01.01; COMAR 36.07.01.03; and COMAR 36.07.06.08

Mr. Eaton reported that the Agency is presenting proposed amendments to regulations in the Instant Bingo Machines subtitle of the Code of Maryland Regulations (COMAR). The proposed amendments would implement legislative changes to Criminal Law Article, § 12-308, Annotated Code of Maryland, which provide that an electronic instant bingo machine is not required to print a paper ticket for each game of

instant bingo. The new legislation took effect July 1, 2026, so Staff is requesting that, if approved, the proposed amendments are advanced for publication on an emergency basis, as well as a proposed basis.

Mr. Eaton said the regulatory process will follow the previous procedure. He outlined the procedure, as emergency regulations take effect immediately.

Proposed Amendments To
COMAR Title 36 Maryland State Lottery and Gaming Control Agency
Subtitle 07 Instant Bingo Machines

Chapter 01 General
The proposed amendment to Regulation .01 Scope, would specify that an instant bingo machine may be configured to either print a paper ticket for each game of instant bingo played, or to allow a player to elect to print a ticket.

The proposed amendment to Regulation .03 Repair and Replacement, would specify that for instant bingo machines that are repaired, or that replace existing machines, the machines may be configured to print a ticket for each game played, or to allow a player to elect whether to receive a printed ticket.

Chapter 06 Technical Standards
The proposed amendment to Regulation .08 Additional Requirements, would add new §F, specifying that instant bingo machines may be configured to allow a player to elect whether to print a ticket, and specifying that if a machine is configured for the player election, it must conspicuously display the mechanism by which a player can make the election, and must print the ticket. The proposed amendment to §D is non-substantive and stylistic, consistent with the *Style Manual for Maryland Regulations*.

Commissioner Hodges asked if the changes are because a person needs to elect to have a printed ticket or have it sent to them by email? Mr. Eaton said the way it currently works with the instant bingo machines, they generate a preprinted bingo ticket or print on fly technology, after each play a ticket is dispensed. This law changed to allow operators to continue to operate machines in that same manner or configure machines so a player can elect to print a ticket. When that is done, they would have to submit the updated game to the Agency and submit it to the labs to make sure it is in compliance with the regulation.

Commissioner Hodges asked if it is the operator or the store front owner that does that. Mr. Eaton said the manufacturer. They can continue to operate the games on the floor as they currently are, or if they want to replace some or all of the machines, they could comply with the regulation which would allow them to not have to print a paper ticket after every play.

Chair Browning asked how many bingo halls are in Maryland. Mr. Eaton replied there are 13 instant bingo halls in Anne Arundel and Calvert County Counties.

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

Mr. Eaton requested a motion to approve the proposed amendments to 36.07.01.01, 36.07.01.03, and 36.07.06.08. Chair Browning asked for a motion. Commissioner Hodges motioned, Commissioner Mosby seconded and the motion passed unanimously.

Mr. Eaton requested a motion to direct Staff to also advance the proposed amendments for publication on an emergency basis. Chair Browning asked for a motion Commissioner Hodges motioned, Commissioner Mosby seconded and the motion passed unanimously.

Mr. Eaton requested a motion to delegate to Staff the authority to make any non-substantive changes to the approved amendments that may be necessary to prepare them for publication in the *Maryland Register*. Chair Browning asked for a motion. Commissioner Hodges motioned, Commissioner Mosby seconded and the motion passed unanimously.

Regulatory Oversight - **John Mooney, Managing Director**

Commission Action Items – **Hearings for Sports Wagering Facility License Renewals and Sports Wagering Facility Operator License Renewals**

Chair Browning said the Commission would be conducting several hearings on the brick-and-mortar sports wagering facilities. He said Mr. Mooney would conduct the hearings and summarize the Agency's investigation for each. A full report for each was provided to the Commission prior to this meeting. Chair Browning outlined the procedures for the hearing. He then collectively administered the oath to anyone who may testify or answer questions in the hearings. Sworn in were: John Mooney, Managing Director, Regulatory Oversight, Phil Metz, Director, Regulatory Licensing and Investigations, Mark Ermer, Financial Section Manager, Brian Bacon, Manager, Deborah Cox, Financial Section Lead and Dan Bindel, Financial Section Investigator from the Agency; Lisa Rankin from American Wagering, Inc. (Horseshoe Baltimore) d/b/a Caesars Sportsbook; Jeffrey Shrader, Vice President/Counsel, Ryan Geary, Vice President/CFO, and Melonie Johnson, President/CEO from MGM National Harbor, LLC; Amy Brennan, and Alex Hvizda, Regional Director of Compliance from Penn Cecil MD, LLC (Hollywood Casino); Bobbi Jones, General Manager of Ocean Downs Casino, Lou Frascogna, Vice President/Senior Counsel, and Michael Meagher, Senior Vice President/Gaming Churchill Downs Incorporated for Old Bay Gaming and Racing, LLC (Ocean Downs); and Rhea Loney, Chief Compliance Officer and Joshua Wyseman, Director of Licensing for BetMGM were sworn in.

Mr. Mooney reported that ten months ago the Agency mentioned to the Commission that it may have to use alternative licensing standards in the renewal licensing process. He explained what that meant to the new Commissioners. and noted that at that time the Agency had 22 background investigations to get done in a short time. The financial team stepped up thanks to Mark Ermer and Phil Metz. He said the Agency will not be bringing any hearings that have not been fully investigated. He thanked the Attorney General's Office for their assistance and guidance in this process.

Chair Browning thanked Mr. Mooney for getting through those 22 so fast.

Mr. Mooney reported that there are six hearings today related to the brick-and-mortar sports wagering facilities. Three casinos are seeking renewal of their sports wagering facility licenses including MGM National Harbor, LLC; Penn Cecil Maryland LLC doing business as Hollywood Casino Perryville; and Old Bay Gaming and Racing, LLC d/b/a/ Ocean Downs Casino. Two of the hearings are on the renewal of sports wagering facility operator licenses for casino sportsbooks. The operators before the Commission today are American Wagering, Inc., which operates the sportsbook at Horseshoe Casino, and BetMGM, which operates the sportsbook at MGM National Harbor. The final hearing is to evaluate Old Bay Gaming and Racing LLC's qualification for a sports wagering facility operator license, enabling it to manage its own sportsbook at Ocean Downs Casino. To streamline the proceedings, this will be combined with the hearing for the company's facility license renewal.

The hearings focus on evaluating whether entities meet the requirements to secure a new sports wagering license or maintain eligibility for renewal under the Sports Wagering Law. Pursuant to State Government Article § 9-1E-07(e) and COMAR 36.10.03.02—as well as COMAR 36.10.06.03 for facility operators—applicants must establish their qualifications by clear and convincing evidence across the following criteria: Financial stability and integrity; Integrity of associated financial backers; Good character, honesty, and integrity; Demonstrated business ability; and Absence of any mandatory disqualifiers under State Government Article § 9-1E-07(g)(1).

Applicants are also required to meet several administrative obligations, including participating in a background investigation, paying all related investigative costs, and submitting the necessary fee. All administrative criteria for issuing or renewing the requested sports wagering licenses have been fully met by each applicant. Prior to this meeting, a confidential report was available to Commissioners on the confidential drive and a public report was made available on the Agency's website and distributed to Commissioners.

Commission Action Item – **American Wagering, Inc. – Sports Wagering Facility Operator License Renewal**

Mr. Mooney summarized his report on American Wagering, Inc.: Horseshoe Casino's Sportsbook. He reported that the Agency conducted a suitability background license investigation in connection with its application for renewal of its Sports Wagering Facility Operator License. AWI was qualified for an operator license by the Commission on November 4, 2021. AWI is the sports wagering facility operator for Horseshoe Casino's sportsbook. AWI's current 5-year license expires on November 3, 2026.

Mr. Mooney summarized the background information on AWI and its holdings. AWI holds gaming licenses across 18 states, five tribal jurisdictions, and the Bahamas. Its financial and operational results are consolidated under CEI, whose financial statements staff analyzed for calendar years 2021 through 2025. The Agency conducted a thorough background investigation of AWI as authorized under the Sports Wagering Law. Focusing on financial stability, responsibility, and integrity, the investigation included interviews with key personnel and followed established investigative protocols.

Based on the standards under SG § 9-1E-07(e)(6) and COMAR 36.10.03.02, and 36.10.06.03, the findings for AWI's Sports Wagering Facility Operator license renewal application indicate: The Applicant meets all qualifications for financial stability, integrity, and responsibility, with no material issues regarding its known financial backers; Staff confirmed that the Applicant demonstrates good character, honesty, and integrity, with no material concerns regarding qualifications, litigation history, or regulatory compliance; the Applicant possesses sufficient business ability and experience, having held a Sports Wagering Facility Operator License in Maryland since November 4, 2021; and the Applicant is not disqualified under COMAR 36.10.06.03, COMAR 36.10.03.02C, or SG § 9-1E-07(g)(1) and remains fully qualified for license renewal by the Commission.

The Applicant and its principal entities meet all qualification requirements under SG § 9-1E-07(e)(6), COMAR 36.10.03.06, COMAR 36.10.03.02, and COMAR 36.10.06.03, and they are not disqualified under COMAR 36.10.03.06, COMAR 36.10.03.02C, or SG § 9-1E-07(g)(1).

Staff recommended that the Commission find American Wagering, Inc. qualified for renewal of its Sports Wagering Facility Operator License based on the provisions of the Sports Wagering Law by clear and convincing evidence.

Chair Browning asked if anyone from American Wagering wished to speak? Ms. Lisa Rankin said it was a pleasure to appear and appreciated attending virtually from Las Vegas. She thanked Mr. Mooney and his staff on the review and work on the renewal license. Ms. Rankin said American Wagering is looking forward to continuing operations in Maryland, and requested approval of the renewal license.

Chair Browning asked if any Commissioners had questions.

Commissioner Hodges asked if the investigation found any issues the other states may have had with American Wagering. Mr. Mooney said no issues were found.

Chair Browning said that Caesars may be changing ownership and asked if that affects the license. Mr. Mooney said the new company will need to be licensed.

Chair Browning asked for a motion to find that American Wagering, Inc. has established by clear and convincing evidence its qualifications for renewal of its Sports Wagering Facility Operator License for a 5-year term in accordance with SG § 9-1E-07(c), COMAR 36.10.03.06, and COMAR 36.10.06.03. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to find that American Wagering, Inc.'s sports wagering facility operator license may be renewed because as provided in COMAR 36.10.03.06B, American Wagering, Inc. has: Established, by clear and convincing evidence, that it meets applicable license qualification requirements;

submitted to a background investigation as required by the Commission; reimbursed the Commission for all costs associated with the background investigation; and paid the required sports wagering facility license renewal fee. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to direct Staff to draft a Decision Statement on the qualification of American Wagering, Inc. for the renewal of its Sports Wagering Facility Operator License and Order for the license renewal term to commence upon the expiration of its current license and begin on November 4, 2026. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Commission Action Item – **MGM National Harbor, LLC – Sports Wagering Facility License Renewal**

Mr. Mooney summarized his report on MGM National Harbor, LLC, which received qualification from the Commission for a Sports Wagering Facility License on October 6, 2021. MGM National Harbor's sports wagering facility operator is BetMGM. On December 9, 2021, MGM National Harbor began offering sports wagering at its facility. Its current 5-year license expires on December 8, 2026.

Mr. Mooney said MGM Resorts portfolio encompasses 31 hotel and gaming locations globally. The Company is currently licensed by gaming regulatory authorities in 28 states, Washington D.C., Puerto Rico and nineteen countries internationally.

Mr. Mooney summarizing his publicly available report explained how Agency staff analyzed MGM's performance and financial condition for calendar years 2021 to 2025. Mr. Mooney reported that the Agency conducted a thorough background investigation of MGM National Harbor as required under the Sports Wagering Law. Focusing on financial stability, responsibility, and integrity, the investigation included interviews with key personnel and followed established investigative protocols.

Based on the standards under SG § 9-1E-07(e)(6), COMAR 36.10.03.02, COMAR 36.10.03.06 and SG §9-1E-07(g)(1), the findings for MGM National Harbor's Sports Wagering Facility License renewal application indicate: The Applicant meets all financial stability, integrity, and responsibility standards for its license renewal; there were no significant issues were found regarding the Applicant's known financial backers or investors; the Applicant demonstrates good character, honesty, and integrity. Review revealed no major issues concerning regulatory compliance or litigation history; the Applicant has successfully operated sports wagering in Maryland since December 9, 2021, demonstrating sufficient business capability and experience; and there were no disqualifying factors under COMAR 36.10.03.02C, or SG § 9-1E-07(g)(1); and the Applicant remains fully qualified for license renewal by the Commission.
The Applicant and its principal entity meet all qualification requirements under state law and regulations (SG § 9-1E-07(e)(6) and COMAR 36.10.03.02) and are not disqualified under 36.10.03.02C, or SG § 9-1E-07(g)(1).

Based on SG § 9-1E-06, SG § 9-1E-07(e)(6), COMAR 36.10.03.06, and COMAR 36.10.03.02, the MGM National Harbor, LLC has clearly demonstrated that it meets all requirements for renewal of its Sports Wagering Facility License.

Staff recommends that the Commission find MGM National Harbor, LLC qualified for renewal of its Sports Wagering Facility License based on the provisions of the Sports Wagering Law by clear and convincing evidence.

Chair Browning asked that since the current Commissioners were not here in 2021, that Mr. Mooney explain the difference between facility vs. operator, and how they are different. Mr. Phil Metz said the facility holder of a license manages, the operator is the person providing the platform to conduct gaming systems.

Chair Browning asked if that meant this license is a brick-and-mortar casino. Mr. Mooney confirmed that was correct.

Chair Browning asked if anyone from MGM National Harbor wished to speak. Mr. Jeffrey Shrader thanked the Agency staff in light of the amount of effort put in over the last year getting everything ready. He said MGM National Harbor looks forward to continuing to provide sports wagering and working with the Commission and Agency staff.

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

Chair Browning asked for a motion to find that MGM National Harbor, LLC has established by clear and convincing evidence its qualifications for renewal of its Sports Wagering Facility License for a 5-year term in accordance with SG § 9-1E-06, and COMAR 36.10.03.06. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to find that MGM National Harbor, LLC's Sports Wagering Facility License may be renewed because as provided in COMAR 36.10.03.06B, MGM National Harbor, LLC has: Established, by clear and convincing evidence, that it meets applicable license qualification requirements; submitted to a background investigation as required by the Commission; reimbursed the Commission for all costs associated with the background investigation; and paid the required license renewal fee. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to direct Staff to draft a Decision Statement on the qualification of MGM National Harbor, LLC for the renewal of its Sports Wagering Facility License and Order for the license renewal term to commence upon the expiration of its current license and begin on December 9, 2026. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Commission Action Item – **Penn Cecil Maryland, LLC d/b/a Hollywood Casino Perryville – Sports Wagering Facility License Renewal**

Mr. Mooney summarized his report on Penn Cecil Maryland, LLC d/b/a Hollywood Casino Perryville, which received qualification from the Commission for a Sports Wagering Facility License on October 21, 2021. Its facility operator, Penn Sports Interactive, LLC's license was renewed at the May 28th Commission Meeting. On December 23, 2021, Hollywood Casino Perryville began offering sports wagering at its facility. Its current 5-year license expires on December 22, 2026.

Mr. Mooney summarizing his publicly available report explained how the Agency conducted a thorough background investigation of Penn Cecil as required under the Sports Wagering Law. Focusing on financial stability, responsibility, and integrity, the investigation included interviews with key personnel and followed established investigative protocols.

Based on the standards under SG § 9-1E-07(e)(6), COMAR 36.10.03.02, COMAR 36.10.03.06 and SG §9-1E-07(g)(1), the findings for Penn Cecil Maryland, LLC's Sports Wagering Facility License renewal application indicate: The Applicant meets all financial stability, integrity, and responsibility standards for its license renewal; there were no material issues identified regarding the Applicant's known financial backers; the Applicant demonstrates good character, honesty, and integrity. The review revealed no significant issues or material concerns regarding regulatory compliance or litigation history; The Applicant possesses sufficient business ability and experience, having held a Sports Wagering Facility License in Maryland since December 23, 2021; there were no disqualifying factors found under COMAR 36.10.03.02 or SG § 9-1E-07(g)(1); and the Applicant remains fully qualified for license renewal by the Commission.

The Applicant and its principal entity meet all qualification requirements under state law and regulations (SG § 9-1E-07(e)(6) and COMAR 36.10.03.02) and are not disqualified under 36.10.03.02C, or SG § 9-1E-07(g)(1).

Based on SG § 9-1E-06, SG § 9-1E-07(e)(6), COMAR 36.10.03.06, and COMAR 36.10.03.02, the Penn Cecil Maryland, LLC has clearly demonstrated that it meets all requirements for renewal of its Sports Wagering Facility License.

Staff recommends that the Commission find Penn Cecil Maryland, LLC qualified for renewal of its Sports Wagering Facility License and based on the provisions of the Sports Wagering Law by clear and convincing evidence.

Chair Browning asked if anyone from Penn Cecil Maryland wished to speak. Mr. Hvizda thanked the Agency for making the process smooth and clear, and said Penn Cecil Maryland is looking forward to another great football season.

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

Chair Browning asked for a motion to find that Penn Cecil Maryland, LLC doing business as Hollywood Casino Perryville has established by clear and convincing evidence its qualifications for renewal of its Sports Wagering Facility License for a 5-year term in accordance with SG § 9-1E-06, and COMAR 36.10.03.06. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to find that Penn Cecil Maryland, LLC doing business as Hollywood Casino Perryville's Sports Wagering Facility License may be renewed because as provided in COMAR 36.10.03.06B, Penn Cecil Maryland, LLC has: Established, by clear and convincing evidence, that it meets applicable license qualification requirements; submitted to a background investigation as required by the Commission; reimbursed the Commission for all costs associated with the background investigation; and paid the required license renewal fee Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to direct Staff to draft a Decision Statement on the qualification of Penn Cecil Maryland, LLC doing business as Hollywood Casino Perryville for the renewal of its Sports Wagering Facility License and Order for the license renewal term to commence upon the expiration of its current license and begin on December 23, 2026. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Commission Action Item – **Old Bay Gaming and Racing, LLC d/b/a the Casino at Ocean Downs – Sports Wagering Facility License Renewal and Sports Wagering Facility Operator License Renewal**

Mr. Mooney summarized his report on Old Bay Gaming and Racing, LLC, operator of Ocean Downs Casino, which was qualified by the Commission for a Sports Wagering Facility License on October 21, 2021. Sports wagering operations officially launched at the casino on December 17, 2021, with the 5-year facility license set to expire on December 16, 2026. While the retail sportsbook is currently operated by Churchill Downs Interactive Gaming, LLC, Old Bay Gaming and Racing has applied for a sports wagering facility operator license to assume operations going forward. This presentation is to address both the application for renewal of Old Bay Gaming's sports wagering facility license and its application for a sports wagering facility operator license.

Mr. Mooney summarizing his publicly available report explained that the Agency conducted a thorough background investigation of Old Bay Gaming as required under the Sports Wagering Law. Focusing on financial stability, responsibility, and integrity, the investigation included interviews with key personnel and followed established investigative protocols.

Based on the standards under SG § 9-1E-07(e)(6), COMAR 36.10.03.02, COMAR 36.10.03.06, COMAR 36.10.06.03 for the facility operator application, and SG §9-1E-07(g)(1), the findings for Old Bay Gaming's Sports Wagering Facility License renewal application and Sports Wagering Facility Operator License application indicate: The Applicant meets all required standards for financial stability, integrity, and

responsibility; there were no material issues identified regarding the Applicant's known financial backers, investors, mortgagees, bondholders, or other debt holders; the Applicant demonstrates the necessary good character, honesty, and integrity. No significant concerns were found regarding qualifications, regulatory compliance, or litigation history; the Applicant possesses sufficient business experience, having held a Sports Wagering Facility License in Maryland since December 17, 2021; there were no disqualifying factors under COMAR 36.10.03.02C or SG § 9-1E-07(g)(1); and the Applicant remains qualified for license renewal by the Commission and is qualified for issuance of a new sports wagering facility operator license.

The Applicant and its principal entity meet all qualification requirements under state law and regulations (SG § 9-1E-07(e)(6) and COMAR 36.10.03.02) and are not disqualified under 36.10.03.02C, or SG § 9-1E-07(g)(1). The eight individuals identified as principals of the Applicant submitted Principal Employee Renewal Applications, which were each approved.

Based on SG § 9-1E-06, SG § 9-1E-07(e)(6), COMAR 36.10.03.06, COMAR 36.10.03.02, and COMAR 36.10.06.03 for the facility operator license, Old Bay Gaming and Racing, LLC has clearly demonstrated that it meets all requirements for renewal of its Sports Wagering Facility License and qualification and issuance of a Sports Wagering Facility Operator License.

Staff recommends that the Commission find Old Bay Gaming and Racing, LLC qualified for renewal of its Sports Wagering Facility License and qualified for a Sports Wagering Facility Operator License based on the provisions of the Sports Wagering Law by clear and convincing evidence.

Chair Browning asked if anyone from Old Bay Gaming and Racing wished to speak. Mr. Lou Frascogna from Churchill Downs thanked the Commission and Agency for the process and professionalism. He asked if anyone had questions.

Commissioner Hodges wanted to know the structure of Old Bay Gaming; who owns it and whether it is a shared corporation? Mr. Frascogna said Commissioner Hodges may be referencing when the Casino was originally acquired by Churchill Downs. He said it was 100% Black Rock and that other related investors were just past investors.

Commissioner Hodges wanted to know regarding the license renewal, if they already have a license, why this renewal was happening now? Mr. Frascogna said Old Bay Gaming had a license under Churchill Downs and now they are Old Bay Gaming. Originally Churchill Downs was the operator, now it is Old Bay Gaming. It started as an online operator and has since exited. The actual operations are not changing, managing retail sportsbook will now be operated by the casino itself.

Chair Browning thanked Mr. Frascogna for the explanation. He asked if there were any further questions. There were no further questions.

Chair Browning asked for a motion to find that Old Bay Gaming and Racing, LLC doing business as Ocean Downs Casino has established by clear and convincing evidence its qualifications for renewal of its Sports Wagering Facility License for a 5-year term in accordance with SG § 9-1E-06, and COMAR 36.10.03.06. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to find that Old Bay Gaming and Racing, LLC doing business as Ocean Downs Casino's Sports Wagering Facility License may be renewed because as provided in COMAR 36.10.03.06B, Old Bay Gaming and Racing, LLC has: Established, by clear and convincing evidence, that it meets applicable license qualification requirements; submitted to a background investigation as required by the Commission; reimbursed the Commission for all costs associated with the background investigation; and paid the required license renewal fee. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to direct Staff to draft a Decision Statement on the qualification Old Bay Gaming and Racing, LLC doing business as Ocean Downs Casino for the renewal of its Sports Wagering Facility License and Order for the license renewal term to commence upon the expiration of its current

license and begin on December 17, 2026. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to find that Old Bay Gaming and Racing, LLC, has established, by clear and convincing evidence, its qualifications for a Sports Wagering Facility Operator License. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to delegate to Staff the authority to draft the Commission's decision statement on the qualification of Old Bay Gaming and Racing, LLC, for a Sports Wagering Facility Operator License. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Commission Action Item – **BetMGM - Sports Wagering Facility Operator License Renewal**

Mr. Mooney summarized his reported for BetMGM for a sports wagering facility operator license. Currently, BetMGM serves as the sports wagering facility operator for the sportsbook at MGM National Harbor, with its five-year license set to expire on November 3, 2026.

Mr. Mooney summarizing his publicly available report explained that the Agency conducted a thorough background investigation of BetMGM as authorized under the Sports Wagering Law. Focusing on financial stability, responsibility, and integrity, the investigation included interviews with key personnel and followed established investigative protocols.

Based on the standards under SG § 9-1E-07(e)(6) and COMAR 36.10.03.02, and 36.10.06.03, the findings for BetMGM's Sports Wagering Facility Operator License renewal application indicate: The Applicant meets all standards for financial stability, integrity, and responsibility; no material issues were identified regarding the Applicant's financial backers, investors, or debt holders; the Applicant demonstrates good character, honesty, and integrity. No significant concerns were found regarding qualifications, regulatory compliance, or litigation history; the Applicant possesses sufficient experience, having operated sports wagering at MGM National Harbor in Maryland since December 9, 2021; the Applicant is not disqualified under COMAR 36.10.03.06, COMAR 36.10.03.02.C, or SG § 9-1E-07(g)(1); and is fully qualified for license renewal by the Commission.

The Applicant and its principal entity meet all qualification requirements under SG § 9-1E-07(e)(6), COMAR 36.10.03.06, COMAR 36.10.03.02, and COMAR 36.10.06.03, and they are not disqualified under COMAR 36.10.03.06, COMAR 36.10.03.02C, or SG § 9-1E-07(g)(1).

Staff recommends that the Commission find BetMGM, LLC qualified for renewal of its Sports Wagering Facility Operator License based on the provisions of the Sports Wagering Law by clear and convincing evidence.

Chair Browning asked if anyone from BetMGM wished to speak. Ms. Rhea Loney, and Mr. Joshua Wyseman, apologized for BetMGM not being at the June meeting. They took full responsibility, and since then have spoken with various members of MLGCA staff about the appreciation of the hard work that was done for the license renewal. BetMGM values the license held in Maryland. Ms. Loney said as an attorney she has sat on the other side of the table and this meeting ran very smoothly. She thanked the Agency staff and Commission for that.

Chair Browning said the Commission appreciated the apology, and said MLGCA staff puts in a lot of hard work in background investigations. When approved for the license renewal, the Commission understands the impact of that, and it should never be taken for granted what the Commission does. He thanked Ms. Loney and Mr. Wyseman for coming back.

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

Chair Browning asked for a motion to find that BetMGM, LLC has established by clear and convincing

evidence its qualifications for the renewal of its Sports Wagering Facility Operator License for a 5-year term in accordance with SG § 9-1E-07(c), COMAR 36.10.03.06, and COMAR 36.10.06.03. Commissioner Mosby motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to find that BetMGM, LLC's sports wagering facility operator license be renewed because as provided in COMAR 36.10.03.06B, BetMGM, LLC has: Established, by clear and convincing evidence, that it meets applicable license qualification requirements; submitted to a background investigation as required by the Commission; reimbursed the Commission for all costs associated with the background investigation; and paid the required license renewal fee. Commissioner Hodges motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

Chair Browning asked for a motion to direct Staff to draft a Decision Statement and Order on the qualification of BetMGM, LLC for a sports wagering facility operator license, the term of which is to commence on November 4, 2026. Commissioner Hodges motioned, Commissioner Adebisi seconded, and the motion passed unanimously.

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, September 17, 2026, at 10:00 a.m. in person at Lottery Headquarters.

ADJOURNMENT

There being no further business, Chair Browning adjourned the meeting at 12:02 p.m.

Respectfully submitted,



Jeremy P. Baker
Acting Director



Video Lottery Terminals (VLT) Facilities MBE Participation Compliance Review for 6 Months Ending June 2026

Hollywood Casino, Ocean Downs Casino & Live Casino & Hotel

August 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 (Hollywood), (2) Ocean Downs Casino (Ocean), and (3) Live Casino & Hotel (Live) for the 6 months ending June 2026.

Hollywood Casino – 6 Months Ending June 2026

MBE Participation

Based on the review for Hollywood Casino, the Ongoing Operations Phase (excluding the purchase of VLT/Table Games) for the 6 months ending June 2026 (January 1, through June 30, 2026) is as follows:

Ongoing Operations 01/01/2026 - 06/30/2026

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 1,904,287	$ 323,880	17%	17%

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%

Hollywood Casino – MBE Vendors – By Services & Classification

For Hollywood Casino, the MBE vendor information is based on the 6 months ending June 2026 (January 1, through June 30, 2026):

Jurisdiction/Services	Classification	Number of Vendors	Overall Percentage
Harford County			
HVAC	African American	1	10%
	Harford County	1	10%
Prince George's			
HVAC	African American	1	1%
	Prince George's	1	1%
Talbot County			
Food and Beverage Services	Women	1	8%
	Talbot County	1	8%
Out-of-State			
Marketing & Promotions	Asian American Pacific	1	50%
Wholesalers	Women	2	13%
Electrical	Women	1	12%
Marketing & Promotions	African American	2	5%
Hardware	Women	1	0.1%
	Out of State	7	80%
	Total MBE Vendors	10.00	100%

Hollywood Casino – All Vendors – By Services

For Hollywood Casino, the vendor information (all vendors) is based on the 6 months ending June 2026 (January 1, through June 30, 2026:

Services	Percentage of Spend
Food & Beverage Services	45%
Maintenance Services & Supplies	11%
Snow Removal	9%
IT Services	6%
Advertising	5%
Electical Services	4%
Marketing & Promotions	3%
Laundry Services	2%
Construction Services	2%
Gaming Services & Supples	2%
Hospitality Services	2%
Food & Beverage Equipment	1%
Cash Management Services	1%
Copier Services	1%
Pest Control	1%
Moving & Storage Services	1%
Cleaning Services	1%
Total %	97%

Ocean Downs Casino – 6 Months Ending June 2026

MBE Participation

Based on the review for Ocean Downs Casino, the Ongoing Operations Phase (excluding the purchase of VLT/Table Games) for the 6 months ending June 2026 (January 1, through June 30, 2026) is as follows:

Ongoing Operations 01/01/2026 - 06/30/2026

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 2,412,831	$ 183,570	8%	19%

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

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 4,498,391	$ 449,766	10%	19%

Ocean Downs Casino – MBE Vendors – By Services & Classification

For Ocean Downs Casino, the MBE vendor information is based on the 6 months ending June 2026 (January 1, through June 30, 2026):

Jurisdiction/Services	MBE Classification	MBE Vendors	Percentage
Anne Arundel County			
Supplies	African America	1	5%
Baltimore City			
Marketing	Women	1	2%
Montgomery County			
Marketing	Asian American	1	4%
Out-of-State			
Marketing	Asian American	1	89%
	Total MBE Vendors	4	100%

Ocean Downs Casino – All Vendors – By Services

For Ocean Downs Casino, the vendor information (all vendors) is based on the 6 months ending June 2026 (January 1, through June 30, 2026):

Services	Percentage of Spend
Food & Beverage Services	21%
Marketing & Promotions	17%
Advertising	12%
Maintenance Services & Supplies	11%
IT Services	7%
Cash Management Services	5%
Cleaning Supplies	4%
Lobbyist	4%
Landscaping Services	4%
Office Supplies	2%
Audio & Visual Services	2%
Uniform & Laundry Services	2%
Automotive Sales	2%
Trash Removal	1%
Fire & Safety Services	1%
Asphalt Contractor	1%
Food & Beverage Equipment	1%
Marketing Supplies	1%
Gaming Services & Supples	1%
Total %	95%

Live Casino & Hotel – 6 Months Ending June 2026

MBE Participation

Based on the review for Live Casino & Hotel, the Ongoing Operations Phase (excluding the purchase of VLT/Table Games) for the 6 months ending June 2026 (January 1, through June 30, 2026) is as follows:

Ongoing Operations 01/01/2026 - 06/30/2026

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 27,009,120	$ 7,547,880	28%	19%

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

Minority Classification	Total Payments	MBE Payments	MBE Participation	MBE Goal
Overall	$ 39,108,063	$ 11,416,425	29%	19%

Live Casino & Hotel – MBE Vendors – By Services & Classification

For Live Casino & Hotel, the MBE vendor information is based on the 6 months ending June 2026 (January 1, through June 30, 2026):

Jurisdiction/Services	MBE Classification	MBE Vendors	Percentage
Anne Arundel			
Marketing & Promotions	Female	3	7%
Printing Supplier	Female	2	3%
Dry Cleaning	Female	1	1%
Transportation Services	Female	1	0.4%
IT Services	African American	1	0.3%
	Anne Arundel	8	12%
Baltimore City			
Valet Services	African American / Female	1	6%
Construction	African American	1	2%
Marketing & Promotions	African American / Female	1	1%
Laundry Services	Asian American Pacific	1	1%
Supplier Diversity Outreach / Community Outreach	African American	1	1%
Architectural Design Services	African American	1	0.3%
Printing Services	Female	1	0.3%
Construction	African American / Female	1	0.3%
Security	African American	1	0.1%
	Baltimore City	9	11%
Baltimore County			
Maintenance & Supplies	African American	1	1%
Marketing & Promotions	Female	1	0.01%
	Baltimore County	2	1%

Live Casino & Hotel – MBE Vendors – By Services & Classifications

For Live Casino & Hotel, the MBE vendor information is based on the 6 months ending June 2026 (January 1, through June 30, 2026):

Carroll County			
Facility Services / Snow Removal	Female	1	3%
Construction Services	Female	1	0.05%
	Carroll County	2	3%
Frederick County			
Landscaping Services	African American	1	0.1%
	Frederick County	1	0.1%
Howard County			
Flooring	Hispanic American	1	1%
Security Services	Asian American Sub-continent / Female	1	1%
Florist	African American	1	1%
Food & Beverage	Female	1	0.2%
Office Supplies	Asian American Pacific / Female	1	0.04%
	Howard County	5	2%
Montgomery County			
Construction Services	African American / Female	1	14%
Marketing & Promotions	Asian American Sub-continent / Female	1	1%
Marketing & Promotions	Female	1	0.1%
Maintenance & Supplies	Female	1	0.04%
Food & Beverage	Asian American Sub-continent	1	0.02%
	Montgomery County	5	14%

Live Casino & Hotel – MBE Vendors – By Services & Classifications

For MGM National Harbor, the MBE vendor information is based on the 6 months ending June 2026 (January 1, 2026 through June 30, 2026):

Prince George's County			
Hospitality Services	Female	1	21%
Food & Beverage Equipment	African American / Female	1	5%
Food & Beverage Services	African American / Female	1	3%
Transportation Services	African American	1	3%
Food & Beverage Services	Hispanic American	1	2%
Laundry Services	African American	1	1%
Fuel & Petroleum Products	African American	1	1%
Marketing & Promotions	African American / Female	2	1%
Food & Beverage	Hispanic American	1	1%
Marketing & Promotions	Asian American Pacific	1	0.3%
Waste Management	Female	1	0.2%
IT Services	Asian American Pacific / Female	1	0%
Maintenance & Supplies	Asian American Pacific	1	0.04%
	Prince George's County	14	37%
Out-of-State			
Food & Beverage	Asian American Pacific	1	7%
Marketing & Promotions	Female	3	7%
Maintenance & Supplies	African American	1	5%
IT Services	Female	1	1%
Gaming Supplies	Female	1	0.1%
Architectural Design Services	Hispanic American	1	0.1%
Maintenance & Supplies	Female	1	0.03%
Waste Management	African American	1	0.01%
	Out-of-State	10	20%
	Total	56	100%

Live Casino & Hotel – All Vendors – By Services

For Live Casino & Hotel, the vendor information (all vendors) is based on the 6 months ending June 2026 (January 1, through June 30, 2026):

Please note that the list of all vendors by services could not be included in this presentation. However, this information will be presented in the forthcoming meeting.

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.

Voices of Maryland Campaign

The Maryland Department of Social and Economic Mobility's (DoSEM) work centers on how Maryland supports both small and disadvantaged businesses and social equity initiatives across state government. As we prepare recommendations for the Governor and the General Assembly by July 1, the Secretary has made it his highest priority to spend time in every county and Baltimore City, meeting directly with local businesses and economic development leaders.

Outreach Programs

Secretary Walter Simmons's goal in these conversations is to listen first. Secretary Simmons is interested in understanding the work, local experiences in the Maryland region, and the opportunities and barriers. At DoSEM, we believe that the strongest statewide strategies are shaped by local insight, perspectives and partnerships ensure our work reflects that.

Outreach Events for 2026

Voices of Maryland Campaign Events at Casinos

- Rocky Gap Casino – May 1, 2026 (Completed)
- Hollywood Casino – June 5, 2026 (Completed)

Doing Business with Maryland Casinos

- MGM National Harbor – April 16, 2026 (Completed)
- Horseshoe Casino – July 29, 2026 (Completed)
- Live Casino & Hotel – August 4, 2026 (Completed)
- Hollywood Casino Perryville – October 8, 2026
- Ocean Downs Casino – October 29, 2026

Ready, Set, GROW! Events at Casinos

- MGM National Harbor – June 18, 2026 (Completed)
- Rocky Gap Casino – September 10, 2026



Gerald Stinnett
MBE Compliance Manager - VLT Operations
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Maryland
DEPARTMENT OF SOCIAL AND ECONOMIC MOBILITY
OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS

Perryville

HOLLYWOOD CASINO

Amy C. Brennan

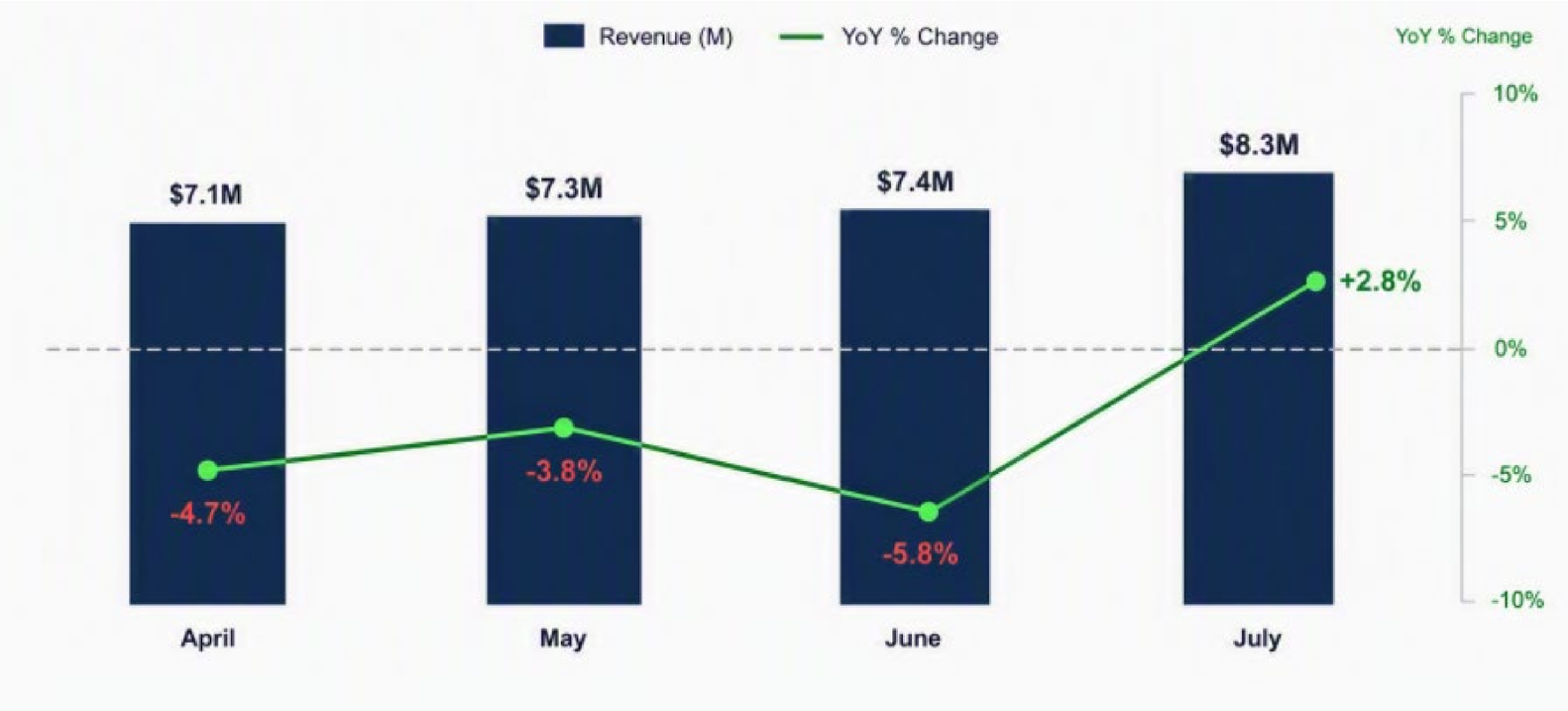
April 2026 – July 2026

Financial & Gaming Performance

Revenue Performance Summary

$30.1M

Decline of 3.5% YoY



Slot Success vs. Table Challenges

+$644k (+ 0.2%)

- Slot CI Growth
  - Flat coin in despite a $2.6M decrease from 2 players who have stated that with the changes in Federal Tax Law they will not be gambling in the U.S.

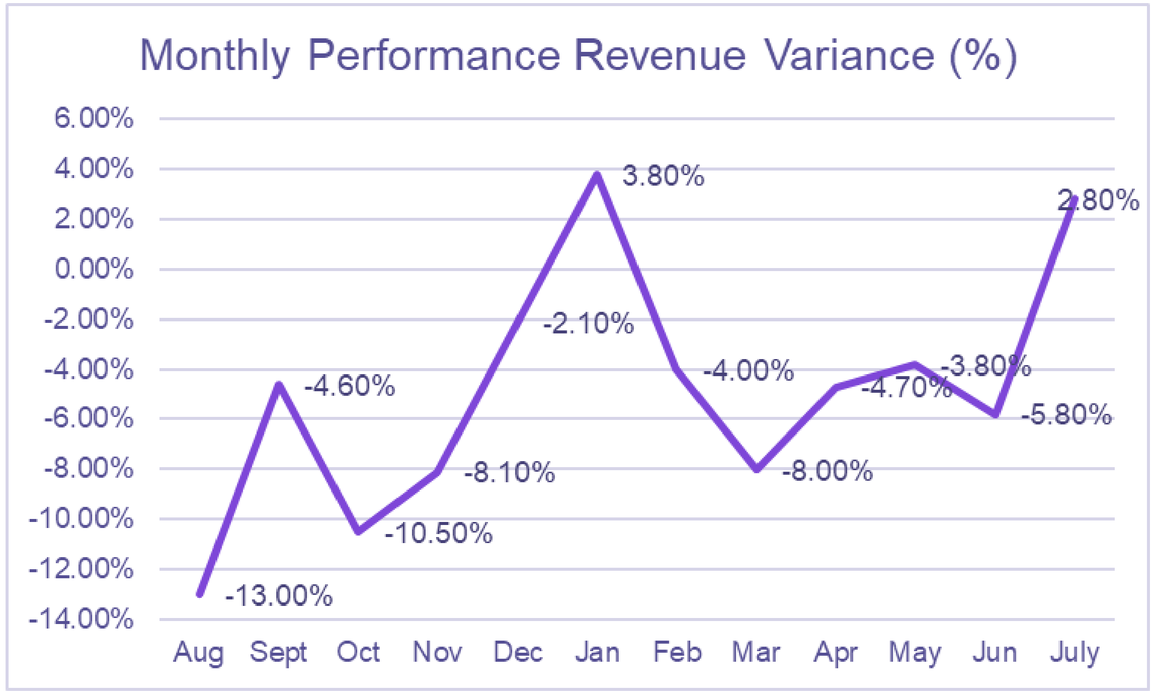
-$415k

- Table Game Drop
  - BJ down $1.2M
    - 5 players account for loss of $1.7 M BJ drop
  - Increases of $1M Bac, and $100k Craps

Revenue Performance Fiscal Year to Date

$84M **Fiscal Year July 2025-June 2026**

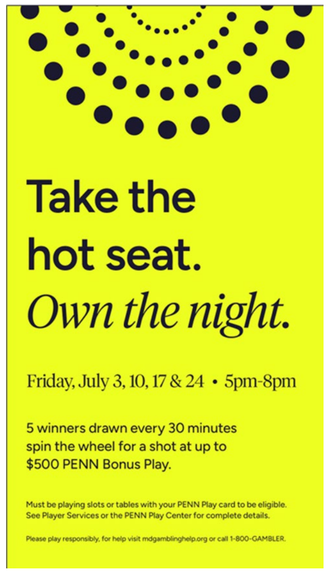
Aug	-13.0%	
Sept	-4.6%	Wiring Project
Oct	-10.5%	Wiring Project
Nov	-8.1%	Wiring Project
Dec	-2.1%	Wiring Project (end 12/11)
Jan	3.8%	
Feb	-4.0%	
Mar	-8.0%	
Apr	-4.7	
May	-3.8%	
Jun	-5.8%	
Jul	2.8%	



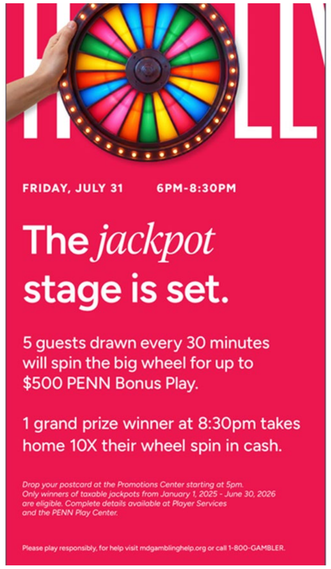
Promotional & Marketing Strategy



Celebrate America 250 T-shirt, Chair, Cooler and Travel Mug giveaway



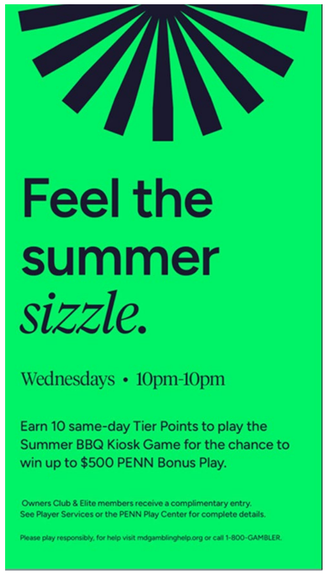
Friday Night Hot Seat



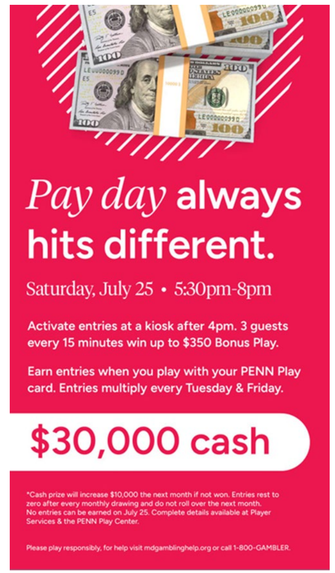
Jackpot Winners Drawing



Cornhole Skill Drawing



Summer BBQ Kiosk Game



Pay Day Progressive Drawing

Charitable Contributions





Maryland Veterans Trust Fund

April - July total	$10,176
YTD total	$18,054

TITO Donations

April – July total	$4,967.35
YTD Total	$9,370.90

Community involvement

Plumpton Park Zoo



Elkton Senior Center –
Human Slot Machine



Habitat for Humanity
Susquehanna



Adopt-A-Highway



Workforce & Operations

Employment & Licensing Dynamics

Metric	Current Year	Prior Year	Status
Licensed Team Members	293	314	73% Full-Time
Total Facility Employment	310	329	Due to unfilled vacancies
Gaming/Non-Gaming Mix	14 Principal 209 Gaming 70 Non-Gaming 17 Unlicensed	16 Principal 211 Gaming 87 Non-Gaming 15 Unlicensed	Active
Open Positions	34 as of 8/7/26	30 as of 8/8/25	Active recruiting

MBE Partnerships

Diversity Alignment

Current MBE spend YTD is 17%
- In line with annual goal of 17%

Mayor's Office of Small and Minority Business Advocacy & Development
- Baltimore, MD - June 4, 2026

Department of Social and Economic Mobility
- Perryville, MD - June 5, 2026

Upcoming: MBE Outreach Event
- Hollywood Casino Perryville
- October 8, 2026

Mayor's Office of Small and Minority Business Advocacy & Development

Mayor's Office of Small and Minority Business Advocacy & Development





DEPARTMENT OF
Social and Economic Mobility



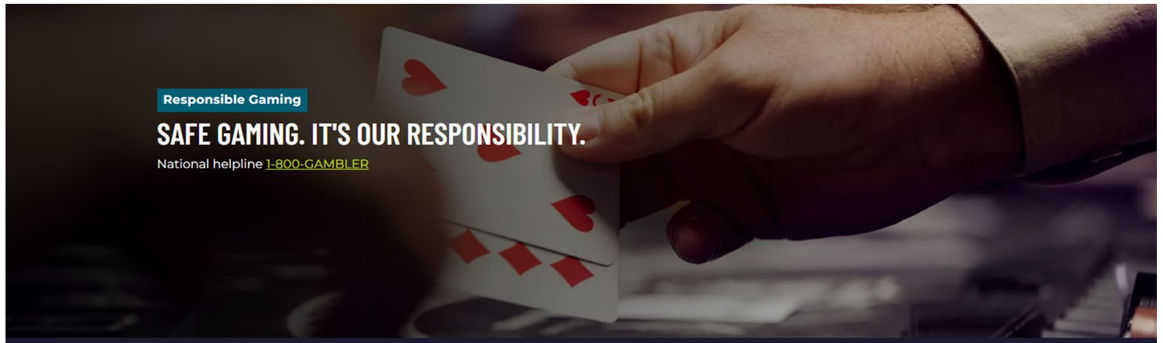
Responsible Gaming Strategy

- Multi-channel Messaging
  - Problem Gambling
    - Property Signage
    - Marketing & Advertising
    - Online Resources
  - Responsible Alcohol Service
  - Unattended Minors
- Internal Training
- On-Site Support – Awareness Campaign

- Exclude One, Exclude All
- Corporate Partners
  - International Center for Responsible Gaming
  - National Council on Problem Gambling
  - Responsible Gambling Council



Responsible Gaming Strategy



Responsible Gaming Initiatives

We like bringing more fun to more people, and we recognize that most of our community enjoys our various forms of entertainment responsibly, whether in a casino, at a racetrack, betting on sports or gaming online. But we also understand that others can't. For those who are interested, we have a range of programs and initiatives to help address problem gambling.



Exclude One, Exclude All

We voluntarily employ an "exclude one, exclude all" policy for each of our guests. If they're self-excluded from gambling at any one of our casinos or online gambling sites, we will employ our best efforts to bar them from gambling at all of our casino and online gambling sites.

We Take Responsible Gaming Seriously

Everyone should have access to fun. And we want to provide it for them in a safe way. That's why we offer access to the resources and help that people need — when and how they need it.

Problem Gambling in Casinos

We post signage throughout our properties promoting responsible gaming — and where and how to find assistance. We also offer informational brochures near points of service and information explaining the probabilities of winning and losing each of our games. Our team members offer sympathetic, discrete assistance to anyone who approaches asking for help, and they're trained to identify outward signs of problem gambling.

Problem Online Gambling

Our online gaming apps offer users several resources promoting responsible gaming. We allow users to set monetary limits, including deposits, single wager and total wager limits on a daily, weekly or monthly basis. We also allow users to set time limits and "check-in" features that alert them to how long they've been playing. TheScore BET also takes many measures to promote responsible betting.

Underage Gambling & Drinking

We require guests to be of legal age to gamble or purchase alcohol (21 in the U.S.; 19 in Canada). Our team members are extensively trained to identify underage individuals trying to enter our gaming facilities, and our security staff card those who appear to be under the age of 30. In addition, our team members are authorized to ask any patron for proof of age, and we are authorized to confiscate false or altered IDs.

Responsible Marketing & Advertising

We're all about promoting new ways to have fun. But we also know marketing and advertising that promotes gaming needs to be careful about the way it's depicted. We refrain from making false claims about the winning probabilities of our games and include messaging that promotes responsible gaming. In addition, we comply with state and federal advertising standards and we follow the American Gaming Association's code of conduct for responsible gaming.

Improper Use of Alcohol

Our patrons bear the responsibility to not consume alcohol to the point of intoxication. But for those who do overindulge, our team is trained and authorized to deny them entry to casino and bar areas, ensuring they aren't served alcoholic beverages or allowed to gamble. Most importantly, our staff will make every effort to discourage such patrons from driving a vehicle when leaving any of our facilities.

Prevention of Unattended Minors

We're committed to providing a safe environment for all our guests and team members. As part of this effort, we work to ensure patrons do not leave minors unattended — inside or outside any of our destinations. In addition to signage posted throughout our locations, our team members are trained to report unattended children to our security staff and keep them safe until help arrives.

Corporate Responsible Gaming Committee

Each of our destinations has a committee that manages programs and consults with partners to promote a culture of responsible gaming. We also maintain a corporate-level committee of executives that oversees the company's initiatives

Customer Awareness Campaigns

We take our responsibilities seriously. That's why we place campaign signage and informational brochures throughout our casinos offering help to those who think they may have a gambling problem so they can get the help they need.

Team Member Training

We empower team members and security staff to proactively address issues related to responsible gaming, responsible alcohol service and the prevention of unattended minors, and we give them the tools to intervene when needed.

Self-Exclusion and Financial Restriction Programs

We promote and allow patrons to exclude themselves from our casinos and online apps and employ features that let responsible online gamers set financial and time limits. Our new cashless gaming initiatives let patrons establish deposit limits for custom time limits that cannot be changed until the established time has elapsed.

Thank you!



MAY–
JULY
2026

OCEAN DOWNS
CASINO®

Where the Fun Shines!

GAMING PERFORMANCE

Slots vs. Tables

SLOTS
VS.
TABLES



TOTAL GAMING REVENUE

Total Gaming Revenue reached $1.46M

Tourism demand and rainy-weather visitation supported strong results

TOTAL GAMING REVENUE

$1.46M

+16% VS. PRIOR YEAR

PERFORMANCE DRIVERS

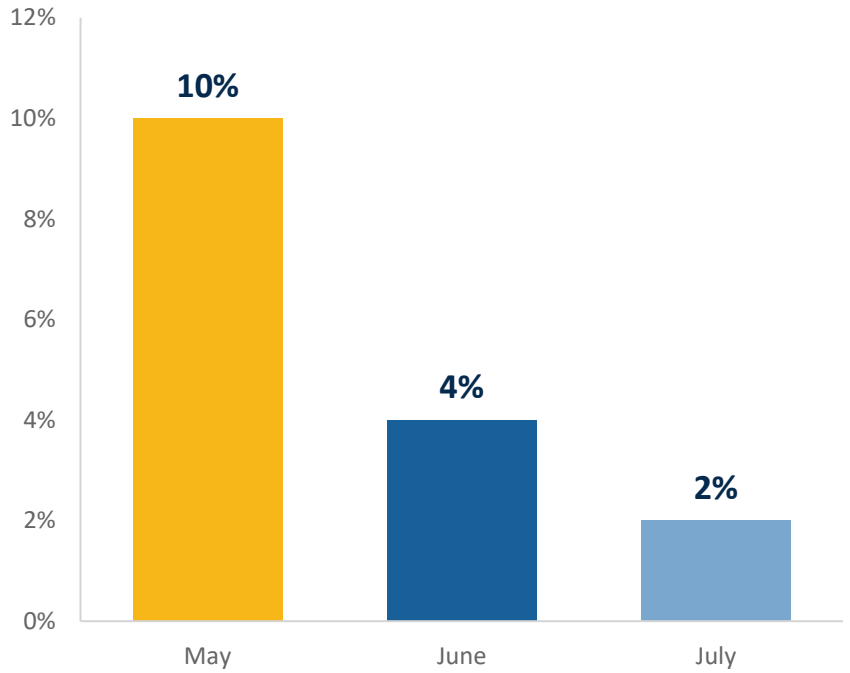
Tourism

Seasonal visitation expanded the customer base.

Rain

Wet-weather days increased indoor entertainment demand.

MONTHLY GROWTH VS. PRIOR YEAR



OCEAN DOWNS SLOTS

MAY 10% • JUNE 4% • JULY 2%

Strong demand lifted total gaming revenue 16% above prior year.

Slots grew 22% across May–July

Strong hold and targeted marketing supported consistent growth

THREE-MONTH RESULT GSR

+1.9M

MAY	+12%	Strong Derby results, Patron count increase of almost 2% and better hold drove growth
JUNE	+5%	Better hold generated a $453K year-over-year gain, supported by strong month-end offers. Only MD casino with YOY growth
JULY	+5%	Marketing and entertainment drove year-over-year growth



Table Games Performance

Traditional Table Drop declined -7% across May–July

THREE-MONTH RESULT TABLE REVENUE

-$293K



MONTHLY CHANGE VS. PRIOR YEAR TABLE REVENUE

MAY -10% JUNE –5% JULY -14%

CONTEXT & OUTLOOK

Decline reflects play shifting to electronic craps and roulette, the excluded-player impact and hold down -5.2%

MARKETING & PROMOTION DRIVERS

Key events and promotions driving visitation, engagement and gaming activity

DERBY DAY

Signature Event

CONCERTS

Entertainment

WEEKLY SLOT TOURNAMENTS

Recurring Play

AIRSHOW PERFORMERS PARTY

Special Event

OSTRICH & CAMEL RACES

Unique Attraction

CASH DRAWINGS

Promotional Excitement

Signature events + recurring promotions + unique experiences = sustained guest engagement

COMMUNITY IMPACT

Investing in the communities we serve

$81K

DONATED

WAVES OF GIVING

Supporting local organizations, including:

Women Supporting Women

Supporting women and families in our community

Maryland Coastal Bays

Protecting and preserving our local coastal environment

Worcester County Public Schools

Providing school supplies for local students

Great Pocomoke Fair

Supporting a long-standing community tradition

AND MANY MORE LOCAL ORGANIZATIONS

SUPPORTING LOCAL VETERANS



$3K

RAISED FOR LOCAL VETERANS

New Veteran Fund signage gives guests a simple way to in support of veterans in our local community.

Guest generosity creating meaningful local impact.

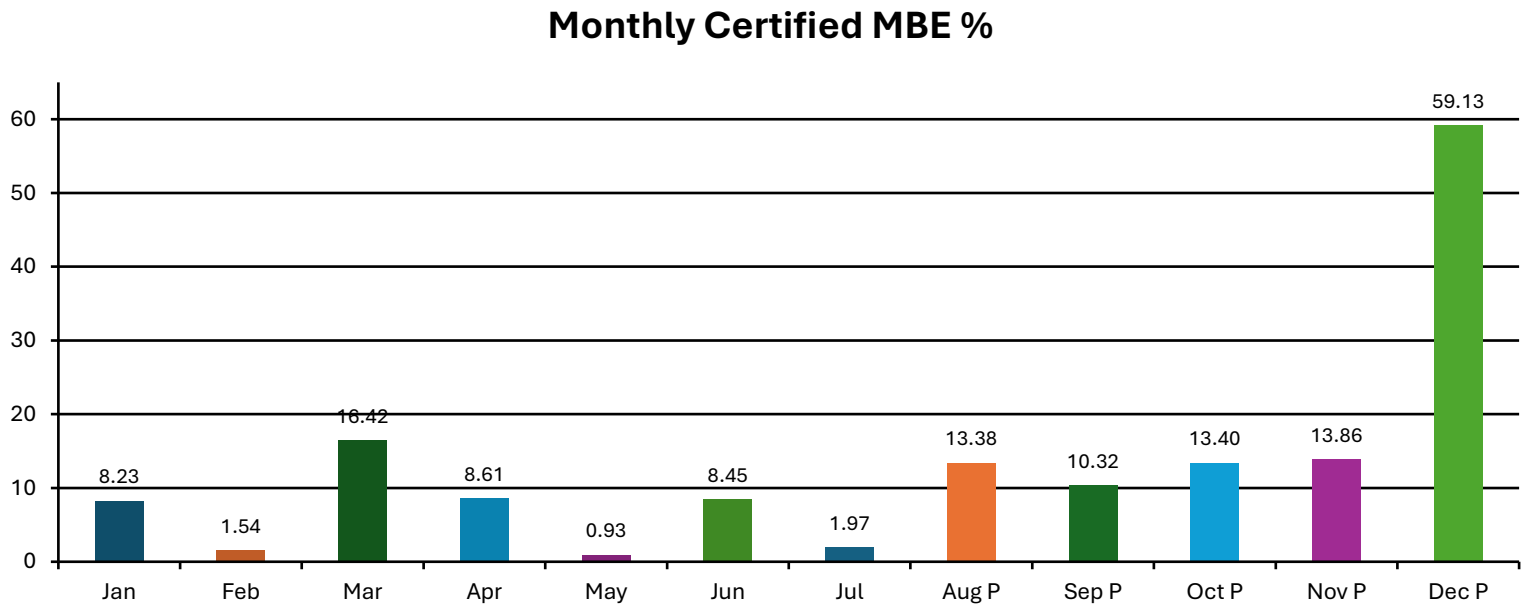
2026 MBE SPEND — ACTUAL & PROJECTED

Actual results through July | Projected August–December

$5.52M
FULL-YEAR INCLUDED PAYMENTS

$808K
CERTIFIED MBE SPEND

14.64%
PROJECTED FULL-YEAR MBE

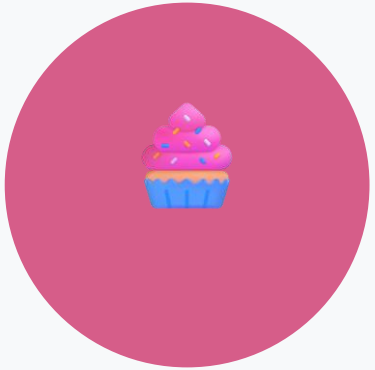


STRONG SECOND-HALF MBE PIPELINE

Projected MBE participation accelerates August–December, driving the full-year rate to 14.64%.

TEAM MEMBER ENGAGEMENT

Creating moments to celebrate, recognize and connect our team



BIRTHDAY CELEBRATIONS

Monthly cupcakes



FOOD TRUCK EXPERIENCES

Kentucky Derby • Airshow



TEAM MEMBERS OF THE QUARTER

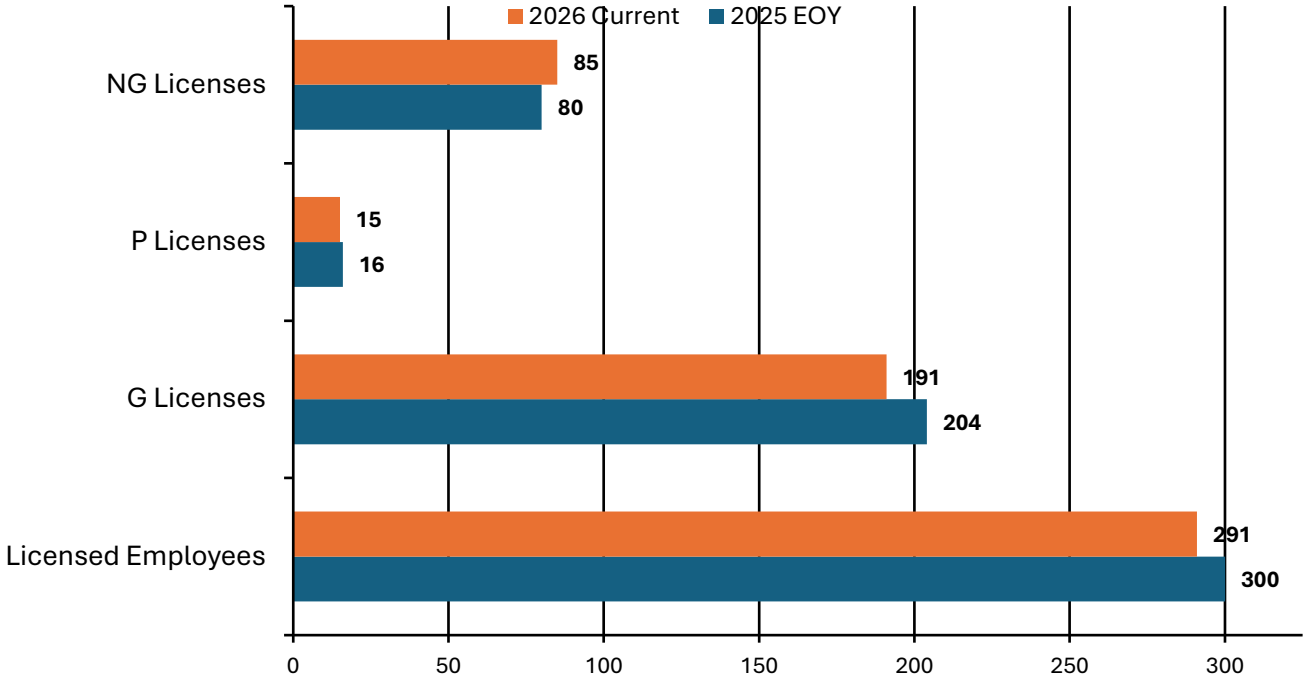
Starfish Dinner

Recognition • Appreciation • Shared Experiences

EMPLOYMENT & HIRING

2026 Current Workforce | Year-over-Year License Comparison

YEAR-OVER-YEAR LICENSE COMPARISON



2026 vs. 2025 EOY: Licensed Employees −9 | G −13 | P −1 | NG +5

2026 WORKFORCE SNAPSHOT

291 Licensed Employees

29 OPEN POSITIONS

26 CURRENT OPEN POSITIONS

QUESTIONS?



Live! CASINO • HOTEL MARYLAND

May 2026 – July 2026

Live! CASINO • HOTEL MARYLAND

FINANCIAL & GAMING PERFORMANCE

Combined Property Revenues

MAY TO JULY - TOTAL REVENUE

$209M

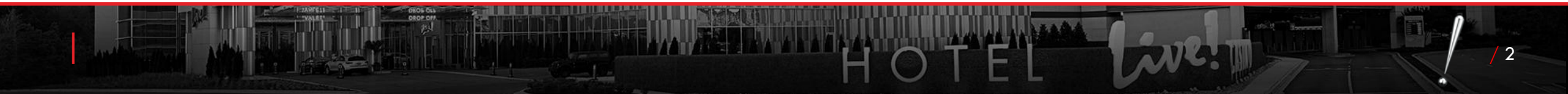
▼ 3.9% YoY

KEY OPERATING HIGHLIGHTS:

Weakness in retail gaming traffic driven by economic headwinds and increased competition in the market. Non-gaming performance saw benefit form strong group and favorable event calendar in the overall market

LAST THREE MONTHS

METRIC	MAY	JUNE	JULY
Total revenue	$73M ▼ 4.1%	$67M ▼ 6.6%	$69M ▼ 0.8%



Gaming Performance

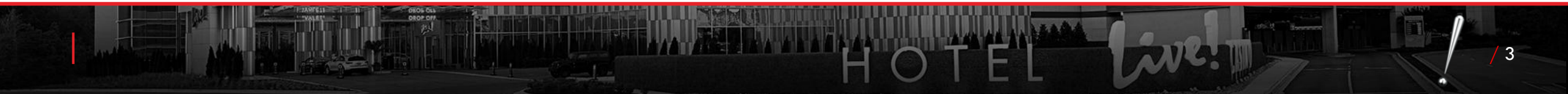
July steadied the business: tables and sports betting returned to growth

REVENUE & VISITATION

REVENUE	MAY	JUNE	JULY
Slots	$45.8M ▼ 3.5%	$42.0M ▲ 1.3%	$43.1M ▼ 2.0%
Tables	$13.2M ▼ 3.8%	$12.6M ▼ 12.8%	$13.0M ▲ 2.0%
Poker	$1.5M ▲ 5.4%	$1.3M ▼ 7.2%	$1.4M ▼ 5.3%
Sportsbook	$225K ▼ 54.4%	-$85K ▼ 126.8%	$282K ▲ 64.6%

GAMING HIGHLIGHTS:

- Softness in slot retail traffic related to economic headwinds compressing consumer spend and increasing competitive pressures
  - *The Rose saw its highest monthly slot revenues in May*
- Casino Overall Headcount declined slightly Year over Year in May & June – rebounded in July assisted by favorable event calendar
- Table volatility over the past 3 months driven by hold in the VIP segment



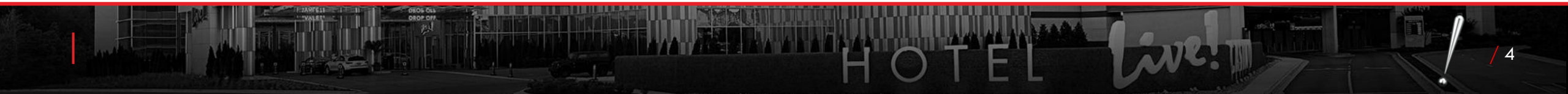
Beyond Gaming – Hospitality Highlights

NON-GAMING HIGHLIGHTS:

- **Hotel Occupancy finished July at 94%**
  - *Supported by strong regional event calendar*

- **Food & Beverage Revenues grew YoY in July**
  - *Supported by events like FIFA, entertainment, 250th*

- **Opened Truong Tien – New Vietnamese Restaurant**
  - *Recognized by Washingtonian as one of the 100 Very Best Restaurants for both 2025 and 202*



Live! CASINO • HOTEL MARYLAND

MARKETING & ENTERTAINMENT

Marketing Promotions

VIP HIGHLIGHTS



VIP events featured our Chairman & Jade celestial soiree anniversary celebration. Hosted $250K Regional VIP Baccarat tournament.

DAILY PROMOTIONS



Daily linked & loaded hot seat offers. Weekly & Daily Gift Sets including Grill, Bedding, and Beach Accessories

MAJOR EVENTS



Live! Night Market showcase 40+ vendors, live music, and giveaways. Millionaire Promotion – players earn entries and a chance to win $1,000,000

Entertainment



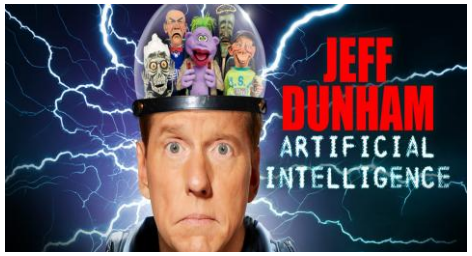
Nick Jonas
June 6, 2026



K-Comedy Special
July 12, 2026



Vishal - Shekhar
July 23, 2026



Jeff Dunham
July 11, 2026



Champ Pro Boxing
July 12, 2026



Katt Williams
July 24, 2026

Live! CASINO • HOTEL MARYLAND

COMMUNITY IMPACT & WORKFORCE DEVELOPMENT

Community Impacts

"Live! In the Community" Events

Total Volunteer Hours (May-June): 534







.

Live! in the COMMUNITY

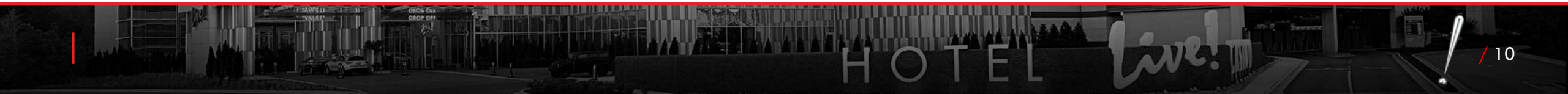
4th Annual Live! Day of Service

100 Team Member Volunteers Volunteered at organizations across the region that advocate for animals.

June 4, 2026

Community Impacts

- Community Engagement
  - May 7: Hosted & sponsored the BWI Business Partnership Signature Breakfast
  - May 8: Sponsored the MWMCA Spring Breakfast & Business Showcase
  - May 22: Hosted the AACC graduation
  - June 1-5: Hosted 14 AAC High School graduation ceremonies
  - June 22: Hosted & sponsored the Leadership Anne Arundel graduation
  - July 16: Hosted & sponsored the Minority Outreach Fair
- Veteran Initiatives
  - July 21: Hosted & sponsored the Maryland Department of Labor's National Hire a Veteran Job Fair
  - Donated toiletries and coffee makers to the Charlotte Hall Veterans' Home



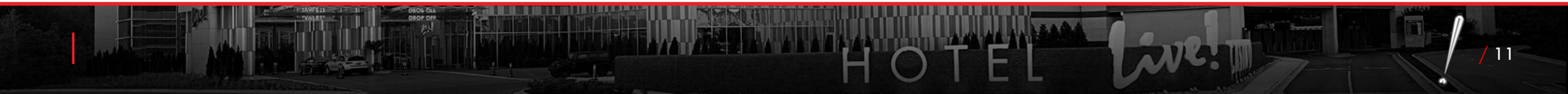
Workforce & Operations

The Maryland Team:

- Total Team Members > 2,500
- Workforce Facts
  - 60% Minority Management
- Licensed Team Member > 2,150 / 68% FT
  - 16 Principal
  - 1442 Gaming
  - 692 Non-gaming

Continued:

- Recruitment
  - 103 Open Requisitions
  - Actively recruiting for the following high-demand roles: Table Games, Cage & Credit, F&B and Security
- Workforce Programs
  - Focused on internal development and training
  - LEAD and MDP programs
  - Apprenticeship Programs
  - AACCC – Training partnership
  - Transportation Assistance
  - Free full-service Health Clinic On-Site
  - Subsidized Team meal programs (TDR)
  - Team Member Sunshine Fund > $5,000 paid out in ‘26



Live! CASINO • HOTEL MARYLAND

MBE PARTICIPATION

MBE

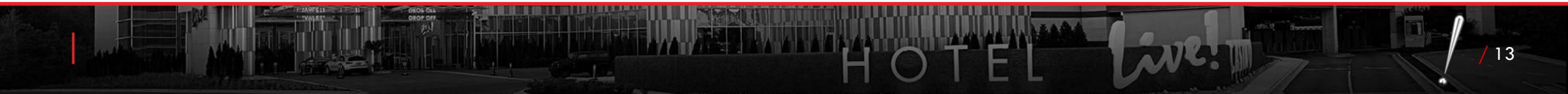
YTD 2026 MBE Participation: 26.9%

Summary Insight

- **Ready, Set, Grow Events**
- **Doing Business with Maryland Casinos Events**
- **Strong increases over the past five years**
  - (from 23.1% in 2024 to 29.2% in 2025)
- Continuing a **strong upward trend**

Category Mix

- Facilities & Cleaning-General Cleaning, Snow Removal, Bio-Waste, Linen & Dry Cleaning, Valet
- Technology & Office Supplies-IT Services, Printer & Copier Supplies, Office Goods, Hardware
- Marketing & Promotions-Event Décor, Signage, Printing, Jewelry, Sponsorships
- Food & Beverage-Bakery, Produce, Bottled Water, Asian Cuisine
- Hospitality-Hotel Supplies, Linen Cleaning
- Transportation & Logistics-Trucking, Shuttle Services
- Security & Contracting-Contract Security, General Contractors
- Professional Services-Architecture, Florist, Slot Tech Support



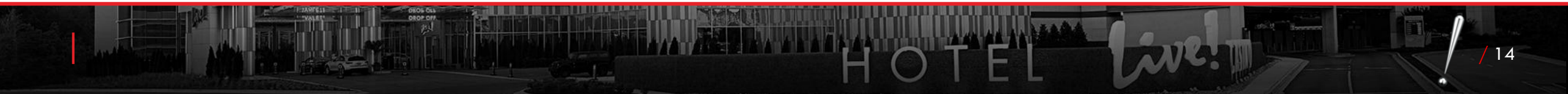
MBE Statistics

MBE Vendor by Gender	
Female	73.5%
Non-Female	26.5%
Total	**100%**

MBE Vendor by Location	
Prince George's	32.0%
Out of State	21.8%
Anne Arundel	14.8%
Baltimore City	12.4%
Howard	12.6%
Montgomery	3.4%
Baltimore County	1.2%
Carroll	1.3%
Frederick	0.3%
Harford	0.1%
Total	**100%**

MBE Vendor by Department	
Food and Beverage	17.5%
Hotel	18.5%
Marketing	16.2%
Promotions	9.7%
Security	2.1%
Banquets	8.5%
Transportation	9.2%
Facilities	5.6%
Entertainment	3.6%
Enviromental Services	6.5%
IT	0.5%
Gaming	0.9%
HR	0.4%
G&A	0.5%
Warehouse	0.0%
Cage	0.2%
Surveillance	0.02%
Guest Experience	0.01%
Legal & Compliance	0.01%
Drop & Count	0.02%
Wardrobe	0.01%
Finance	0.00%
Total	**100%**

MBE Vendor by Ethnicity	
African American	42.8%
Asian American Pacific	8.5%
Hispanic American	3.1%
Asian American Sub-Continent	1.0%
No Ethnicity Stated	29.8%
% of MBE with Ethnicity Category	**55.5%**



Live! CASINO • HOTEL MARYLAND

RESPONSIBLE GAMING

Regulatory & Compliance Highlights



- SOP Madness Event (Including RG Procedures Across All Departments)
  - Completed enterprise-wide SOP review and update initiative across all operational departments.
  - Engaged department leaders through a March Madness-style competition to drive participation, accountability, and timely submissions.
  - Reviewed, updated, and approved SOPs to ensure alignment with current operations and regulatory requirements.
  - Increased employee awareness and ownership of departmental procedures through a fun, competitive format.
- Responsible Gaming Education Month
  - Focusing on creating employee awareness campaign
  - Discussing guest resource promotion options
  - Trivia, Awards, and Commuincation promotion throughout Back of House

Responsible Gaming Program

- **Patron-Facing Initiatives**
  - Ongoing promotion of responsible gaming tools and resources
  - Awareness efforts during Problem Gambling Awareness Month (March)
  - Multi-Cannel Messaging: Integration of RG messaging across property touchpoints
- **Team Member Training & Internal Focus**
  - Annual required training and refresher programs for all team members
    - Reinforcement that responsible gaming is a year-round priority with follow through campaigns (Regular Pre-shift Topics)
  - Incentivized participation for team members through games, trivia, and cross-property compliance collaboration



Questions?

