

MBE Participation (Lottery & VLT) – FY 2016 (October)

MBE Participation – Small Procurement Spending

Small Procurement (Total) \$897,501
 Small Procurement (MBE) \$15,268
 MBE Participation (Small procurement) 1.7%

MBE Participation - Large Procurement Spending

Large Procurement (Total) \$20,476,971
 Large Procurement (MBE) \$3,432,793
 MBE Participation (Large Procurement) 16.8%

MBE Participation - Total Agency

Agency Spending (Total) \$21,080,722
 Agency Spending (MBE) \$3,448,061
 MBE Participation (Total Agency) 16.4%

| Prime Contractor | Contract | Total | FY 2016* | | MBE | Total Contract |
|---|-----------------|--------------|-----------------|------------------|------------|-----------------------|
| | | | Payments | Total MBE | | |
| Instant Ticket Vending Machines (ITVM) | | | | | | |
| GTECH Corporation (2008-26) | 25% | \$1,578,601 | \$240,001 | 15.2% | 41.5% | |
| (11/10/2008 – 2/28/2015; 4 1-year renewal options remain) | | | | | | |
| On-Line Gaming System | | | | | | |
| Scientific Games International (2005-11) | 15% | \$6,804,195 | \$1,454,563 | 21.4% | 16.3% | |
| (10/26/2005 – 6/26/2016; no renewal options remain) | | | | | | |
| Auditing and Accounting Services | | | | | | |
| Stout, Causey, & Horning (2015-04) | 25% | \$23,250 | \$15,608 | 67.1% | 67.1% | |
| (8/15/2015 – 6/30/2018); no renewal options remain) | | | | | | |
| Televised Drawings of On-Line Games | | | | | | |
| Hearst Television/WBAL-TV11 (2010-07) | 19% | \$293,750 | \$77,165 | 26.3% | 19.4% | |
| (1/6/2011 – 6/30/2015; 1 2-year renewal option remains) | | | | | | |
| Central Monitor & Control System for VLT Program | | | | | | |
| GTECH Corporation (2009-11) | 25% | \$1,176,700 | \$274,202 | 23.3% | 28.1% | |
| (1/7/2010 – 9/26/2015; 1 5-year renewal option remains) | | | | | | |

| | | | | | | |
|--|-------|-------------|-----------|--------|-------|---|
| <u>Veterans' Organ. Instant Ticket Lottery Machines (ITLM)</u> | | | | | | |
| Diamond Game Enterprises (2014-02) | 17.5% | \$727,698 | \$157,163 | 21.6% | 21.7% | (3/1/2014 – 2/28/2019; 1 5-year renewal option remains) |
| <u>Instant Ticket Contract</u> | | | | | | |
| Pollard Banknote Ltd. (2013-01P) | 10% | \$1,394,930 | \$126,376 | 9.1% | 6.7% | (9/1/2013 – 8/31/2017; 1 3-year renewal option remains) |
| <u>Advertising Contract</u> | | | | | | |
| GKV Communications, Inc. (2013-02I) | 25% | \$751,660 | \$337,297 | 44.9% | 33.9% | (8/1/2013 – 7/31/2016; 2 1-year renewal options remain) |
| Media Works, Ltd. (2013-02II) | 5% | \$2,436,885 | \$87,058 | 4.1%** | 5.0% | (8/1/2013 – 7/31/2016; 2 1-year renewal options remain) |
| GKV Communications, Inc. (2013-02III) | 25% | \$156,409 | \$50,374 | 32.2% | 22.3% | (8/1/2013 – 7/31/2016; 2 1-year renewal options remain) |
| The Key Group, Inc. (2013-02IV) | 25% | \$39,919 | \$13,751 | 34.5% | 9.3% | (8/1/2013 – 7/31/2016; 2 1-year renewal options remain) |

* **All numbers are year-to-date for current fiscal year except "Total Contract MBE Participation" which is cumulative for contract since start date.**

**Participation for Media Works contract (2013-02II) is calculated with adjustment for advertising commitment paid to TV drawings contractor.

NOTE: MBE participation rates reflect verified payments from the prime contractor to certified MBE subcontractors. Differences in goal and participation rates may reflect delays in timing aspects of contracts, payments to MBE subcontractors, invoicing to prime contractors or verification by the MLGCA.

Video Lottery Terminals and Related Services Master Contract (2009-12) with 9 VLT Manufacturers – See information below by Casino location.
(As of 4/1/2015 only applicable to Ocean Downs & Rocky Gap)

MBE Participation by VLT Manufacturer (Ocean Downs – Opened 1/4/2011) - (October 2015)

| Master Contractor(2009-12) | Contract MBE Goal | Total | | Actual | Total Prime Amount | Total MBE Payments | MBE Percent |
|--|-------------------|---------------------|--|--------------|--------------------|--------------------|-------------|
| | | VLT Purchase Amount | Purchase Amount Allocation(58/60) + Payments | | | | |
| AGS Partners, LLC (#0080D) | 41% | \$327,265 | \$316,356 | \$122,562 | \$438,918(B) | \$92,305 | 21.0% |
| Aristocrat Technologies, Inc. (#0090D) | 25% | \$1,379,712 | \$1,333,722 | \$1,111,078 | \$2,444,800(B) | \$447,891 | 18.3% |
| Bally Gaming, Inc. (#0100D) | 25% | n/a | n/a | \$7,853,757 | \$7,853,757(L) | \$1,490,211 | 19.0% |
| Diamond Game Ent., Inc. (#0110D) | 26% | \$542,280 | \$524,204 | \$236,904 | \$761,108(B) | \$142,411 | 18.7% |
| IGT (#0120D) | 15% | \$9,831,302 | \$9,503,592 | \$15,577,344 | \$25,080,936(B/L) | \$3,937,567 | 15.7% |
| KGM Gaming, LLC (#0130D) | 25% | \$385,596 | \$372,743 | \$436,997 | \$809,740(B) | \$112,876 | 13.9% |
| Shuffle Master, Inc. (#0140D) | 15% | n/a | n/a | \$598,848 | \$598,848(L) | \$231,540 | 38.7% |

MBE Participation by VLT Manufacturer (Rocky Gap – Opened 5/22/2013) - (October 2015)

| Master Contractor(2009-12) | Contract MBE Goal | Total | | Actual | Total Prime Amount | Total MBE Payments | MBE Percent |
|---|-------------------|---------------------|--|--------------|--------------------|--------------------|-------------|
| | | VLT Purchase Amount | Purchase Amount Allocation(29/60) + Payments | | | | |
| Aristocrat Technologies, Inc. (#021PPE) | 25.6% | n/a | n/a | \$777,069 | \$777,069(L) | \$159,638 | 20.5% |
| Bally Gaming, Inc. (#022PPE) | 25% | n/a | n/a | \$3,445,141 | \$3,445,141(L) | \$695,863 | 20.2% |
| IGT (#024PPE) | 18.9% | n/a | n/a | \$10,010,733 | \$10,010,733(L) | \$1,913,911 | 19.1% |
| KGM Gaming, LLC (#025PPE) | 25% | n/a | n/a | \$247,368 | \$247,368(L) | \$26,178 | 10.6% |

Note: (1) For "Purchase Amount Allocation" column: (x/60) indicates Total VLT Purchase Amount pro-rated for x months of 60 month Contract term.
 (2) For "Actual Payments" column: Includes actual ongoing payments for leases and maintenance, excludes VLT purchase amount allocation.
 (3) For "Total Prime Amount" column: B = Buy VLTs; L = Lease VLTs.

Note: All numbers for VLT Facilities are cumulative since the opening date.

