



**MONTANA
LOTTERY**



Economic Affairs Interim Committee | March 10, 2026



| **Brady Schulz**
| **Sports Betting Manager**

| **Anne Charpentier**
| **Marketing & Sales Director**

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About us...



The mission of the Montana Lottery is to maximize net profit for the Montana STEM Scholarship program and the transfer to the state's General Fund. The greatest return to our sales agents, players and all Montanans occurs by providing exemplary products to meet the state's market demands while adhering to optimal standards of security and integrity.

- 🗳️ Nov. 4, 1986 - Montanans voted on the creation of a lottery. The referendum passed in all 56 counties, carried by 69 percent of the vote.
- 🗳️ Our players **PLAY WITH PURPOSE**

★

\$104,500,000

earned by small
business partners

★

\$2,250,000

annually awarded in STEM
scholarships

★

\$1,060,000,000

distributed in winner prizes

Products and Performance



We offer four product lines...



By the numbers...

Sales Since Inception

\$1.97 Billion

**Total Transfer to the
General Fund**

\$377 Million

Transfer to STEM Scholarships

\$9.5 Million

**FY25 Return to State per MT
Lottery Team Member**

\$600,896

SPORTS BET MONTANA



\$15,843,425 contributed back to MT STEM Scholarships and the Montana General Fund since the inception of Sports Bet Montana (SBM)

- 🎮 SBM went live March 2020
- 🎮 Sales agents receive a 3% commission on gross sales placed in their location
- 🎮 Betting is conducted on a mobile app and machines in licensed, geofenced locations only

Total Handle since Start
\$314 Million

Total Payout since Start
\$275 Million

Total Commission
Paid to Montana Sales Agents
\$12 Million

Number of Licensed Locations
568*

Number of Mobile App
Account Holders
28,461

*All available equipment is in market;
new locations remain on waiting list;
new equipment arriving in Qtr. 1 of FY27

Sports Bet Montana – The Best Model for Montana

In-location, retailer wagering ensures a responsible experience for players

- 🚫 Mobile app and website includes self-exclusion, cool off periods, bet limits, session limits, and deposit limits.
- 🚫 SBM drives the bettor to the location to place the wager
- 🚫 Internal security controls through the central gaming system are in place
- 🚫 All licensed sales agents undergo background and financial checks

SPORTS BET
MONTANA™





THANK YOU!

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