

VERMONT LOTTERY COMMISSION
Berlin, VT
November 16, 2016

PRESENT: Commissioners: Martha O'Connor; Chair, Karen O'Hagan, Vice Chair, Ed Flanagan, Michel Consejo, Lindsay Kurrle
Staff: Mike Ferrant, Mary Cassani, Jeff Cavender, Mary Stridsberg
Guests: Jeff Lipps, Jeff Savage and Cara Salvatore with Intralot, Molly Martin and Josh Barrett with FuseIdeas

The meeting was called to order at 10:30 am.

AN ADDITION AND REMOVAL OF ITEMS TO THE AGENDA WERE MADE UNDER THE EXECUTIVE SESSION. A PERSONNEL MATTER WAS NOT NEEDED AND A CONTRACTUAL ISSUE WAS ADDED.

ACCEPTANCE OF MINUTES FROM OCTOBER 12, 2016 AND NOVEMBER 15, 2016

A motion was made by Commissioner O'Hagan to accept the October 12, 2016 and the November 15, 2016 minutes as distributed. Motion was seconded by Commissioner Kurrle and voted in the affirmative.

INTRALOT – Jerry Lindsley

Jerry Lindsley from the Center for Research and Public Policy presented the results of the market demographic study.

MARKETING AND SALES - Jeff Cavender

The three contracts that are currently in process are the Intralot extension to 2020, Pollard Banknote amendment #3 and Scientific Games licensed property and pricing agreement. Intralot's contract is currently being reviewed by our Assistant Attorney General, Jacob Humbert. Pollard Banknote's amendment is complete and is with Pollard for their approval. Scientific-Games agreement is being reviewed by the Assistant Attorney General Jacob Humbert as well.

The iPads for the final Educate and Innovate Grant will be awarded in December. The hope is to continue this grant in another form. Discussions and efforts have begun to refresh the award with a "Maker Space;" a make and create space for children in school tied to their STEM curriculum. The grant amount would remain the same (\$25,000 annually) and would be project-based as it was previous. It would be awarded semi-annually and provide the necessary equipment, tools and instruction.

BUSINESS OFFICE – Mary Cassani

Lottery sales are doing well and the net profit is up, mostly due to scratch tickets.

We have a new employee in the business office and his name is Tyler Austin. This makes us fully staffed other than the absence of an executive director.

There was a Megabucks jackpot subscription winner in Vermont. Vermont has seen 5 of the last 7 jackpot winners.

Martha signed a Records Management Policy through the state archives department. This policy identifies uniform standard record series throughout the state of Vermont. The Lottery is now adopting the policy to be consistent with other state agencies.

The FY18 budget was included in the packet given to the Commissioners for review. The budget is still currently in its draft form.

SECURITY – Mike Ferrant

There was a state wide Amber Alert test performed. The test was executed in a very timely manner with excellent results. There was a 7-minute response time from when the State Police activated the Amber Alert to the time all 700+ of our agents had received that information.

The warehouse renovations are now complete. The final steps of lining the lower portion of the walls with 2' plywood to protect it and some final electrical work was performed. The warehouse is now much safer and more efficient.

The MUSL review is December 5-9. MUSL security will be coming in and reviewing our systems and our set up for compliance with their standards. There may be a need to have a Commissioner present at the start and end of the audit. Mike will check with MUSL Security to see if that is needed, as the Entrance and Exit meetings are typically held with the Executive Director and Security Director.

All staff have received the new security training. A condensed version of the training was presented to the Commission. This training will become an annual requirement.

FUSEIDEAS – Josh Barrett and Molly Martin

Fuselideas provided an overview of past, current and future promotions Radio and TV ads supporting our Holiday tickets were presented. A recap of the Walking Dead ticket promotion was presented with information and photos of the 'Ravager Hunt' and the Corn Maze event.

INFORMATION ITEMS

A recap of recent information hand out was given to the Commission from CARTER, who are the recipients of the Problem Gambling grant.

ACCEPTANCE OF REPORTS

MOTION

A motion was made by Commissioner Kurrle to accept the reports as presented. Motion was seconded by Commissioner Flanagan and voted in the affirmative.

OTHER BUSINESS

The next Commission meeting will be held on Wednesday December 14th at 10:30 am at the Vermont Lottery Office.

MOTION

A motion was made at 12:12 pm by Commissioner Consejo to move into executive session to discuss a contractual matter. There is no anticipated action at the completion of the session. Motion was seconded by Commissioner Flanagan and voted in the affirmative.

MOTION

A motion was made to move out of executive session at 1:01 pm. Motion was seconded and voted in the affirmative.

MOTION

A motion to adjourn was made at 1:03 pm. Motion was seconded and voted in the affirmative.

Martha H. O'Connor, Chair