

TRI-STATE LOTTO COMMISSION
NH Lottery
Concord, NH
August 11, 2017

PRESENT: New Hampshire: Debra Douglas, Commissioner; Charles McIntyre, Executive Director; Maura McCann, Lynda Plante, Katie Brown, Cynthia Baron
Maine: Orland McPherson, Commissioner; Gregg Mineo, Executive Director; Lisa Rodrigue, Tim Poulin all via phone
Vermont: Ed Flanagan, Chair; Danny Rachek, Executive Director; Mike Ferrant, Jeff Cavender, Mary Vaupel, Mary Cassani via phone
Guests: Calvin Rinck with Sci-Games; Anna McDonough and Molly Martin with Fuseldeas; Rose Longo-White with GYK Antler; Terry Patterson, all via phone Jeff Lipps, Jeff Savage, Kristen Pare' with Intralot; Jennifer Wankling, Pollard Banknote via phone

The meeting was called to order at 10:35 am.

ACCEPTANCE OF MINUTES FOR June 2, 2017

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to accept the June 2, 2017 minutes as distributed. So voted, unanimous.

FINANCE COMMITTEE – Mary Cassani via conference call

Overall sales are higher than forecast through June by \$1.6 Million, mostly Megabucks. Cost of goods was also higher at \$1.1 Million. Net profit through June was higher than forecast by \$1.75 Million or 10%. There was \$1.8 Million in expired Unclaimed Prizes at the end of June and all contingency funds had positive balances.

The most recent Megabucks jackpot winner of 5.4M has not come in to made an official claim on the win.

Audits completed field work with no adjustments or changes. It went very well and full report is expected at the next meeting.

MARKETING AND PRODUCT DEVELOPMENT – Jeff Cavender via conference call

The Tri-State landscape has changed dramatically since the last meeting. NH is implementing KENO by December 15, 2017 which has forced the Development Committee to re-evaluate priorities and plans for the coming year. This has postponed the Lucky One game as well as increasing Gimme 5 weekly drawings from 3 to 5

The TriState New England Patriots instant ticket is likely to debut in the fall of 2018. We'll have the Patriots present at November's TS meeting.

P3 and P4 Instant ticket that would have an online component will be sought only by Vermont.

There is a MegaMillions game change which takes effect in October. Hot Lotto ends and is being rebirthed as Lotto America in the spring. Powerball enhancement in the spring as well.

Vermont is embracing their 40th Anniversary and it's going well. It will culminate with a Big Event in May 2018.

Powerball PowerCruise II is scheduled for April 2018 launch. All Tri-State partners have shown interest and are awaiting further details.

Maine is selling Fast Play again and sales are impressive so far.

A formal request was made for \$1,250,000 from expired unclaimed prize money for FY18. Motion made by Commissioner Douglas and seconded by Commissioner McPherson. So voted, unanimous.

DRAW COMMITTEE – Maura McCann

There was a small issue with one of the eight drawing machines last month. An electrical component had to be replaced, and recommendation is made that all machines have the same fix implemented as they are all 30+ years old. This will cost \$2,400 total and part of annual maintenance.

Separately, new drawing balls are needed as well. Quotes have been procured and approved.

Requests were made for a total of \$8194.40 for maintenance and new drawing balls for all Tri-State games. Motion made by Commissioner Douglas, seconded by Commissioner McPherson. So vote, unanimous.

SCIENTIFIC GAMES – Calvin Rinck

Maine launched Fast Play successfully on June 30th at \$1, \$2, \$5 price points with the \$2 price point being a progressive game as well. Ultimate Vegas final drawing is scheduled for October 9th. Maine currently has over 64,000 entries.

INTRALOT – Kristin Pare'

Jeff in Vermont has begun testing QA for the October terminal release and MegaMillions game change.

For NH, several initiatives take priority: rebranding of Hot Lotto into Lotto America as well as installing Keno which has numerous components.

ACCEPTANCE OF COMMITTEE REPORTS

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Douglas, to accept the committee reports as presented. So voted, unanimous.

OTHER BUSINESS

There was discussion regarding the next meeting in Portsmouth and Maine Lottery's travel authorization processes.

Danny Rachek was announced as the new Executive Director for the Vermont Lottery Commission. He begins in mid-November. Danny was present and gave a short history of his professional experience.

MOTION

Commissioner McPherson made a motion to adjourn at 11:14 am. Motion was seconded by Commissioner Douglas. So voted, unanimous.

Ed Flanagan, Chair