

NEW HAMPSHIRE LOTTERY® COMMISSION
14 INTEGRA DRIVE, CONCORD, NEW HAMPSHIRE 03301
MINUTES OF COMMISSION MEETING
JUNE 5, 2012 1:30 P. M.

PRESENT:

Debra Douglas, Chairman
Paul J. Holloway, Commissioner
Doug Scamman, Commissioner
Charles McIntyre, Executive Director
Diane Campbell, Administrative Assistant
Georges Roy, Administrator III
Len Mannino, Security Director
Curtis Barry
Rose Wiant, Attorney General's office
Mike Brown, Attorney General's office

Chairman Douglas convened the Commission meeting at 1:34 p.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES:

Commissioner Holloway made a motion, seconded by Commissioner Scamman, to approve the May, 2012 commission meeting minutes. So voted, unanimous. Commissioner Scamman requested that detailed financial data regarding last year's raceway events be provided to the Commission before a vote is taken on this year's proposal, as was mentioned in the last commission meeting.

2. COMMISSION VOTE TO APPROVE MCLANE CONTRACT FOR LEGAL/TRADEMARK SERVICES:

Commissioner Holloway made a motion, seconded by Commissioner Scamman, to approve the McLane contract for legal/trademark services with the New Hampshire Lottery Commission. So voted, unanimous.

3. OTHER BUSINESS:

A discussion was held on all the games sales. Commissioner Holloway requested that he receive the Tri-State financial report information. Georges Roy stated he would forward the requested Tri-State information to him. Director McIntyre stated that research will be done on the Megabucks Plus game to determine if a game change or replacement is needed. Commissioner Holloway expressed his concern on the significantly decreased number of Powerball tickets being purchased and decreased Powerball revenue in New Hampshire since the price point increase to \$2.00. Commissioner Holloway asked if the Powerball price point change had a positive effect on any of the participating states. Director McIntyre responded that some states, such as Florida and Connecticut, had seen an increase in their Powerball

sales. A discussion was held on the liability cost for the Lucky for Life game since there have been jackpot winners for four drawings in a relatively short period of time since the March 15, 2012 launch. Director McIntyre reported to the Commission that in the first four weeks of the Mega Millions game launch, the jackpot was hit three times which also resulted in a high liability limit. Director McIntyre stated he would be attending a MUSL meeting next Monday and Tuesday to discuss Powerball and Mega Millions.

Chairman Douglas made a motion, seconded by Commission Holloway, to go into non-public session at 1:52 p.m. to meet with representatives from the Attorney General's office. A roll call vote was taken. Chairman Douglas stated "I", Commissioner Holloway stated "I" and Commissioner Scamman stated "I". So voted, unanimous

Commissioner Holloway made a motion, seconded by Commissioner Scamman, to come out of non-public session. So voted, unanimous. No individuals were waiting outside the conference room door to attend the commission meeting once it resumed to a public meeting.

Commissioner Scamman made a motion, to request an extension of the Lottery's current advertising contract for 60 days and that the Request for Proposal (RFP) for advertising services be reissued as soon as possible for rebidding. A discussion was held on whether or not it would be better to extend the current advertising contract for 90 days rather than 60 days. Also the schedule for this process was discussed. It was suggested that the RFP be issued by Monday, June 11th, with proposals due by July 5th. Attorney Mike Brown suggested that the presentations be scheduled within the RFP. Director McIntyre stated that the Request for Proposal for advertising services process would be simplified and shortened this time. Commissioner Holloway requested that Replay also be included in the RFP.

After discussion, Commissioner Scamman's motion to request an extension of the Lottery's current advertising contract for 60 days and reissuance of the RFP for advertising services as soon as possible, was seconded by Commissioner Holloway. So voted, unanimous.

Chairman Douglas made a motion, seconded by Commissioner Scamman, to schedule the next Commission meeting for July 17, 2012 at 9:30 a.m. So voted, unanimous.

Commissioner Holloway made a motion, seconded by Commissioner Scamman, to adjourn the Commission meeting at 2:35 p.m. So voted, unanimous.

Debra Douglas, Chairman

Paul J. Holloway, Commissioner

Doug Scamman, Commissioner