

TRI-STATE LOTTO COMMISSION
NH Lottery
Concord, NH
December 12, 2014

Present: Vermont: Ed Flanagan, Chair; Greg Smith, Mary Stridsberg; Jeff Cavender & Mary Cassani via conference call
New Hampshire: Debra Douglas, Commissioner, Charlie McIntyre, Maura McCann, Lynda Plante, Kassie Strong, Kelley-Jaye Rosberg, Katie Brown
Maine: Orland McPherson, Commissioner, Tim Poulin, Lisa Rodrigue, Michael Boardman
Guests: Jeff Lipps, John Papile, Eddie Dewey, Jeff Savage, Molly Waldstein with Intralot; Darrell Frecker, Calvin Rinck with Scientific Games; Russ Leonard, Heather Bowman with NL Partners; Rose Longo-White with GYK Antler

The meeting was called to order at 10:32a.m.

AN ADDITION TO THE AGENDA WAS MADE TO ADD VERMONT TO THE OTHER BUSINESS PORTION OF THE AGENDA TO EXERCISE A 2-YEAR CONTRACT RENEWAL

ACCEPTANCE OF THE AUGUST 8, 2014 MINUTES

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to accept the August 8, 2014 minutes as distributed at the October 24, 2014 meeting in Maine. So voted, unanimous.

AMENDMENTS PRESENTED TO THE OCTOBER 24, 2014 MINUTES

Under Marketing and sales: Please add "Once determined legal" to the sentence of 'Scientific Games and Intralot are encouraged to move forward with the central validation as it is something we would like to have in the future.'

Under Other business: Please change the last word in that sentence from "card" to "resolution", the new sentence will now read: "Establish a Tri-State credit card with Commissioner McPherson as the signer for the resolution."

ACCEPTANCE OF THE OCTOBER 24, 2014 MINUTES INCLUDING AMENDMENTS:

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to accept the October 24, 2014 minutes with the aforementioned amendments. So voted, unanimous.

FINANCE COMMITTEE: Mary Cassani, Greg Smith

- Sales are up according to plan. The cost of sales are also up, due to the prize expense for the Fast Play games.
- Add spending is under plan by \$500,000.
- All sales for Megabucks plus are down, all states are down anywhere from 6-10%.
- Gimme 5 for Maine and Vermont is down anywhere from 25-35%. New Hampshire is down only 6%.
- Fast Play sales are up in both Vermont and New Hampshire.
- There are two outstanding jackpot claims. They are both in New Hampshire, one is for a July win in Megabucks, the other is a June win for Gimme 5.
- There is a negative balance in the contingency fund for Gimme 5. It is based on the number of successful wins we have had already. If at the end of the fiscal year it is still negative, it can be adjusted through the use of expired and unclaimed funds.

MARKETING AND SALES: Jeff Cavender

Jeff highlighted the upcoming promotions for the remainder of this year, and some of the events and promotions scheduled for next year. In September of 2015 is the 30th anniversary of Megabucks. The artwork for that ticket is due to the committee by 12/19. The development committee can then finalize what they want to do for the “Celebrating 30 years in 30 days” promotion.

NL Partners showed the Vermont tv spots for the winter instant tickets and the collect and win games.

DRAW COMMITTEE: Maura McCann

The draw committee is updating their disaster relief plan. There was a storm on Thanksgiving eve that took out all of the power in the building. The draw room continued to run smoothly through the use of the back up generator until that discontinued functioning. The repairman was able to get the generator running again and the evening ended successfully. Even though there is a current disaster plan in place, it did show some weaknesses, although minor, and will be re-evaluated.

SCIENTIFIC GAMES: Darrell Frecker

- Currently working on the Grocery Grill Giveaway promotion and will have revised documents by 12/22/2014.
- Internal meetings have taken place to look at possible solutions to the one validation file. Even though the legality has yet to be determined, they would like to start looking at it now so that they are better prepared in case it becomes a possibility.

INTRALOT: John Papile

Scott Hoss gave a presentation for a potential new online progressive jackpot game.

ACCEPTANCE OF REPORTS

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Douglas, to accept the committee reports for August which were presented at the October 24, 2014 meeting in Maine. So voted, unanimous.

MOTION

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

OTHER BUSINESS

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to exercise the two year contract renewal with Griffin, York and Krause for the period beginning July 2015, and expires June of 2017. So voted, unanimous.

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to exercise Vermont's two year contract renewal extension with NL Partners. So voted, unanimous.

A motion to adjourn was made at 11:50 a.m. So voted, unanimous.

Ed Flanagan, Chair