

TRI-STATE LOTTO COMMISSION  
NH Lottery  
Concord, NH  
March 14, 2014, 10:30 a.m.

Present: New Hampshire: Debra Douglas, Chair; Charlie McIntyre, Maura McCann, Lynda Plante, Irene Nadeau  
Vermont: Tom Scala, Commissioner; Greg Smith, Jeff Cavender, Mary Stridsberg  
Maine: Orland McPherson, Commissioner, Tim Poulin, Michael Boardman, Lisa Rodrigue  
Guests: Terry Patterson, Bruce Anderson, Kristen Pare', John Papile with Intralot; Chris Nichols, Heather Bowman with NL Partners; Darrell Frecker, Calvin Rinck, Dennis Miller with Scientific Games; Rose Longo-White with Griffin, York & Krause

The meeting was called to order by Chairman Debra Douglas at 10:33 a.m.

**ACCEPTANCE OF THE OCTOBER 11, 2013 MINUTES**

**MOTION**

A motion was made by Commissioner McPherson to accept the October 11, 2013 minutes as distributed. Motion was seconded by Commissioner Scala and voted in the affirmative.

**BUSINESS OFFICE:** Mary Cassani

September, October, November, December financials were included in the packets. Mary reviewed the financial statements by saying we are doing better this year versus last year, but still not doing as well as we had hoped.

**MOTION**

A motion was made by Commissioner Scala to remove Carol Lacasse and Mark Cayia as signers on the Tri-state bank accounts, and to add Jeff Cavender and Mary Stridsberg as authorized signers. Motion was seconded by Commissioner McPherson and voted in the affirmative.

The recommendation for the audit contract is with MacPage LLC. This auditor would be approximately \$14,000 less than the current auditor's proposal over a two year contract.

**MOTION**

A motion was made by Commissioner Scala to approve MacPage LLC as our auditors. Motion was seconded by Commissioner McPherson and voted in the affirmative.

The contract with attorney, Barbara Prentice ended a couple of months ago and there has been no renewal extension to her contract. She has been working for us, but not under contract. On August 11 of 2011 a contract renewal was created and signed by Barbara Prentice but was never approved and signed by the Commission. Mary is requesting this contract renewal be signed at this time.

**MOTION**

A motion was made by Commissioner Scala to sign the extension of the contract with Barbara Prentice, dated August 11, 2011 through June 30, 2014. Motion was seconded by Commissioner McPherson and voted in the affirmative.

## **MARKETING AND PRODUCT DEVELOPMENT COMMITTEE**- Maura McCann

The \$10 Tri-State scratch ticket called Caesar's, has made great progress and by combining the populations we may be able to offer a good quantity of prizes in the prize pool. All three states have signed off, and Caesar's is beginning production. There are two Gtech third party agreements. One is the licensing agreement, and the other is an agreement that allows Scientific Games to print the game. It is currently in Gtech's hands. A signature is requested from Chairman Debra Douglas on the licensing agreement.

Both NH and ME will offer 720,000 tickets, and VT will offer 275,000 with a potential revenue of \$17.1 million dollars. There will also be a second chance drawing website where entrants can win a trip to Caesars property called the Loral Collection, Caesars Palace at Las Vegas. The 14 trips from ME and NH and the 6 from VT, are scheduled to be awarded in March of 2015. The tickets will go on sale the first of May, 2014.

The ME State Lottery was interested in offering the fast play in possibly November, 2014. NH Lottery has new games going out in May. They are working on August releases for the fast play.

## **DRAW COMMITTEE** – Maura McCann

The group continues to have discussion about how we go about replacement Games for either Gimme 5, or Megabucks. The Lucky For Life game will be changing in early 2015 to go national. They will be looking for vendor presentations at the June meeting to for game ideas to potentially use to replace those games.

A draw audit RFP was issued on January 10<sup>th</sup>, and responses are due by March 21<sup>st</sup>. These bid responses will be opened at the NH Lottery office on March 26<sup>th</sup>. Maura hopes to have the results available by the April meeting.

The new multi-purpose machine in the draw room is now down to a very good process, its quick, efficient, and is running smoothly.

Vermont has an alternate Lock Down procedure which no longer requires the need for on call staffing. It can all be done electronically. It was approved by MUSLs security and integrity committee last week. It not only saves money and less staffing it is also an upgrade to the security system as well.

Upon approval of the board it is set and ready to proceed with the new procedures for Megabucks. Commissioner Scala endorses the process as well as Chair Douglas, and Commissioner McPherson.

- Vermont will be doing a Gimme 5 promotion on national high five day, which is April 17, 2014.
- The 6 New England states will be resurrecting the Lucky ticket promotion in order to celebrate the second anniversary of that game in March.

## **SCIENTIFIC GAMES** - Dennis Miller

Dennis gave a presentation on the potential extension of the current 'for life' type games.

- NH presented a tribute to the 50 year anniversary by showing a video of the lottery when it first began and some of the history behind it.
- Darrell Frecker of Scientific Games introduced their new Marketing Manager, Calvin Rinck. Calvin has been on board for a couple of months now and they are happy to introduce him to the Commission.

**SCIENTIFIC GAMES** – Darrell Frecker

Sci-Games has ideas for some new games that they will bring to the table at the June meeting. They are looking forward to sharing those with everyone at that time.

**INTRALOT** – Bruce Anderson and John Papile

Vermont is coming out with a three game fast play progressive in May.

In addition to the lock down procedures they have also implemented an automated balancing procedure that occurs every 10 minutes between ICS, so they will know long before draw time if they have an issue.

**ACCEPTANCE OF REPORTS:**

**MOTION**

A motion was made by Commissioner Scala to accept the committee reports. The motion was seconded by Commissioner McPherson and voted in the affirmative.

**OTHER BUSINESS:**

The Tri-State sales rep meeting, scheduled in York Harbor in March has been postponed. A new date has not been set at this time.

**MOTION**

A motion was made by Commissioner McPherson to extend the contract with Mclane, Graf, Raulerson & Middleton for a period of two years. The motion was seconded by Commissioner Scala and voted in the affirmative.

**MOTION**

A motion was made to move to a non-public session to discuss litigation, the meeting will adjourn at the completion of the discussion. Moved by Commissioner Scala and seconded by Commissioner McPherson. The motion was voted in the affirmative at 12:22pm.

Out of executive session at 12:45 p.m.

No further discussions

Meeting adjourned at 12:46 p.m.

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Debra Douglas, Chair

