

TRI-STATE LOTTO COMMISSION

NH Lottery

Concord, NH

August 8th, 2014

Present: Vermont: Tom Scala, Chair; Jeff Cavender, Mary Cassani, Mary Stridsberg
New Hampshire: Debra Douglas, Commissioner; Maura McCann, Charlie McIntyre,
Kelley-Jaye Rosberg, Katie Brown
Maine: Orland McPherson, Commissioner, Michael Boardman, Gregg Mineo
Guests: Taylor Perkins, Heather Bowman with NL Partners; Kelsey Benjamin, Rose
Longo-White with GYK Antler; Kristen Pare', Bruce Anderson, John Papile, Jeff Lipps,
Eddie Dewey with Intralot; Calvin Rinck with Scientific Games; Frank Graeff with MDI.

The meeting was called to order by chairperson Tom Scala at 10:30 a.m.

ACCEPTANCE OF THE JUNE 13, 2014 MINUTES

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to accept the June 13, 2014 minutes as distributed. So voted, unanimous.

BUSINESS OFFICE: Mary Cassani

Tri-State ended June behind forecast by 4.8%, except the fast play games which finished ahead of last year's forecast by \$158,000. In comparison to last year, sales were up \$1.8M.

There have been three Megabucks jackpot winners since the last meeting in June.

The auditors will be present at the next meeting to go over the audit report.

MARKETING AND PRODUCT DEVELOPMENT COMMITTEE: Jeff Cavender

Frank Graeff from MDI did a presentation on a new product called "Escape to Margaritaville, your ticket to paradise" instant scratch game. With suggested possibilities for second chance games and vacation destinations.

The development committee for the summer months has been quiet. All three states have been working quietly in their home states.

The launch of the family of 'For Life' games is scheduled for November. This will include ME and NH, VT will not be participating.

The first second chance drawing for Caesar's is August 18. As of mid July there were a little over 80,000 entries throughout the three states.

The upcoming changes for Lucky For Life are scheduled to be implemented on January 25, 2015. With the launch date of January 27th, and the first draw will be that following Thursday the 29th. All three states will be participating in a Lucky For Life promotion called 'Lucky Ticket', in the middle to end of September of 2014.

New Hampshire is wrapping up their year-long celebration for their 50th anniversary on September 12th. Maine will be celebrating its 40th anniversary on October 8th with special guest Bob Marley.

Vermont will have the Walking Dead ticket coming out at the end of the month.

Next year is the 30th anniversary for Megabucks.

Maine introduced their new logo.

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to approve a request from the Marketing and Product Development Committee for \$1MM in expired prize money for the upcoming year, split between the three states with ME receiving \$416,666, NH receiving \$404,055, and VT receiving \$179,279. So voted, unanimous.

DRAW COMMITTEE: Maura McCann

The new auditors, Anderson and Klause, started on July 1st and it is going very well.

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Douglas, to approve spending \$2,125.00 to Smartplay International for preventative maintenance on the draw equipment. So voted, unanimous.

ACCEPTANCE OF REPORTS

MOTION

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

SCIENTIFIC GAMES: Calvin Rinck

After the June 12th Tri-State meeting they were asked for the Gimme 5 number projections which have since been forwarded on.

INTRALOT: Bruce Anderson and John Papile

The Progressive game continues to do well in Vermont.

The recruiting process is underway for the new MP's that will be placed in bars in the fall. There are currently 16 locations signed up so far. The machines will feature 4 'Tap It' games, scheduled to go live on November 16th.

The Lucky For Life promo spec was signed this morning.

Currently working with New Hampshire on a Progressive game scheduled for the spring of next year.

OTHER BUSINESS:

Gregg Mineo presented the possible venues for the upcoming Commission meeting in Maine for October. The Samoset Resort was chosen with the dates of October 22-24th.

A motion to adjourn was made at 11:43 a.m. So voted, unanimous.

A handwritten signature in black ink that reads "Tom Scala". The signature is written in a cursive style with a long horizontal stroke at the beginning.

Tom Scala, Chair