

TRI-STATE LOTTO COMMISSION
Killington Grand Hotel and Resort
Killington, VT
June 13, 2014

Present: New Hampshire: Debra Douglas, Chair; Charlie McIntyre, Kelley-Jay Rosberg, Maura McCann
Vermont: Tom Scala, Commissioner; Mary Cassani, Mary Stridsberg, Greg Smith
Maine: Orland McPherson, Commissioner; Greg Mineo, Tim Poulin, Michael Boardman, Lisa Rodrigue
Guests: Fivi Rondiri, Kristen Pare', Molly Waldstein, John Papile, Jay Lapine, Bruce Anderson, Terry Patterson with Intralot; Heather Bowman, Chris Nichols, Russ Leonard, Jennifer Cartmell with NL Partners; Ron Miguel, Doug Parker, Mary Wdowin, Calvin Rinck, Dennis Miller, Leslie Badger with Scientific Games; Frank Graeff with MDI; Rose Longo-White with Griffin, York and Krause; Pete Donahue with Alchemy3; Special guest from the Vermont Lottery, Carole Lacasse

The meeting was called to order by chairperson Debra Douglas at 9:00 a.m.

ACCEPTANCE OF THE APRIL 11, 2014 MINUTES

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Scala, to accept the April 11, 2014 minutes as distributed. So voted, unanimous.

BUSINESS OFFICE: Mary Cassani

Net profit through April 2014 is behind forecast by 1.4%. This is due to an overall decline in sales. In comparison to last year, sales are up 2.0%. Total expenses are up by 1.1%, which represents an increase in cost of sales, and a decrease in operating expenses over last year to date.

Most contingency funds are in the positive at the end of April except for Gimme 5 Jackpot contingency fund. There is \$2.4M in expired unclaimed prizes at the end of April.

Our new auditors from MacPage performed interim fieldwork in all three states in May. They will return to Vermont for additional fieldwork the week of July 21st.

The finance committee has put together a proposed budget for FY15, and requesting the approval from the Commission.

MOTION

Commissioner Scala made a motion, seconded by Commissioner McPherson, to approve the proposed budget for FY15. So voted, unanimous.

MARKETING AND PRODUCT DEVELOPMENT COMMITTEE: Maura McCann

The product and development committee meets by phone every Thursday. The number one goal of the committee last year was to get a Tri-State instant scratch ticket on sale. The Caesar's ticket is doing well in all three states. The committee is pleased with the amount of second chance entries they have seen already. There will be the first drawing in August, with the final drawing for the trip in January of 2015.

Maine and New Hampshire will be doing an instant ticket with a For- life prize in the coming year. Vermont is busy with their new MP machines.

Yesterday's presentations began with Pollard Banknote, who introduced their game book product. Followed by a discussion on their licensed properties.

Sci-Games and Intralot worked together on a state of the industry presentation. Covered topics were:

- Monopoly Millionaires' Club is coming in October in approx 25 states
- Lucky for Life expansion in January, adding approx 8 more states
- What can we do about Megabucks?
 - just one more
 - add a draw
 - instant win feature
 - bundle with other games
- Gimme 5?
 - change from fixed jackpot to a rolling jackpot
 - increase the amount of weekly draws
 - add a multiplier
 - cross promote and promote through the use of social media
- Interactive promotions
 - jeep seeker promotion
 - ZVA zombie promotion
- Poker lotto games
- Fast play products- original and progressive
- Ohio with their new app, Idaho and their licensed property of Cheers, and Montana with their MP Tap it games.
- World poker tour games
- All or Nothing games
- Lucky Numbers Bingo game in New Mexico

DRAW COMMITTEE: Maura McCann

Everything is going well. There is nothing to report at this time.

SCIENTIFIC GAMES: Calvin Rinck

On June 1st they went live with the gaming system conversion to phase two in the state of Maine.

INTRALOT: John Papile and Bruce Anderson

Prior to launching the Progressive Fast Play games, the fast play games were doing \$.06 per cap, this week the Fast Play Progressive is doing \$.16 per cap in Vermont.

This fall there will be a another Progressive game theme that is based on a slots type of a fast play game. It will have the same price points as Three Card Poker of \$1, \$2, and \$5 . That game will be going live in November, along with four Tap It games on the MP's as a test in Vermont.

Presentation to Executive Director McIntyre and Chairwomen Douglas of the New Hampshire Lottery with a plaque congratulating them on the lottery's 50th anniversary.

ACCEPTANCE OF REPORTS

MOTION

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

OTHER BUSINESS

Orland McPherson nominated Commissioner Scala to be the new Tri-State Commission Chair for the coming year. Nomination was seconded by Chair Douglas. No discussion was needed and a unanimous decision was voted in the affirmative.

A motion to adjourn was made at 9:20 a.m. So voted, unanimous.