

TRI-STATE LOTTO COMMISSION  
Killington Grand Hotel and Resort  
228 East Mountain Road  
Killington, VT 05751  
Friday, June 12, 2015

PRESENT: Vermont: Ed Flanagan, Chair; Greg Smith, Jeff Cavender, Mary Cassani, Mary Stridsberg  
New Hampshire: Debra Douglas, Commissioner; Lynda Plante, Charlie McIntyre, Kelley-Jay Rosberg  
Maine: Orland McPherson, Commissioner; Gregg Mineo, Michael Boardman, Tim Poulin, Lisa Rodrigue  
Guests: Steve Mason with Fuseideas; Calvin Rinck, Susan Rolfs, Carolyn Dennett, Karl Fortman, Jack Foley, and Darrell Frecker with Scientific Games; Rose Longo-White with GYK Antler; John Papile, Fivi Rondiri, Jeff Lipps, Molly Waldstein, and Kristen Pare' with Intralot; Heather Bowman, Russ Leonard, Theanna Twitchell, and Chris Nichols with NL Partners; Pete Donahue with Alchemy 3.

The meeting was called to order at 9:01 a.m.

**AN ADDITION TO THE AGENDA WAS MADE TO OTHER BUSINESS FOR A RECAP OF THE SALES REP RETREAT.**

**ACCEPTANCE OF THE APRIL 10, 2015 MINUTES**

MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to accept the April 10, 2015 minutes as distributed. So voted, unanimous.

**FINANCE COMMITTEE** – Mary Cassani

Gross revenue for Tri-State through May 2015 was higher than forecast \$1.1M, or 2.26%. Megabucks Plus sales were lower than forecast \$743K, or 3.52%; Gimme 5 sales were higher than forecast \$9K, or 0.22%; Daily Numbers sales were lower than forecast \$486K, or 2.4%; and the Fast Play games for VT and NH were higher than forecast \$2.3 million or 54.95%. Maine's budget included an anticipated launch of Fast Play in February that has not yet happened.

Net profit through May 2015 was higher than last year \$669K, or 3.93% due to the increased sales, lower vendor fee and advertising expenditures. Net profit represented 34.51% of sales through May 2015 compared to 33.67% through May 2014.

The audit firm of Macpage performed interim fieldwork in all three states and will return to VT in July to complete their field work after the fiscal year has ended.

The proposed budget for FY16 was introduced and discussed and finalized.

## MOTION

Commissioner McPherson made a motion, seconded by Commissioner Douglas, to accept the FY16 budget as presented. So voted, unanimous.

## **MARKETING & SALES** – Jeff Cavender

A decision will be made on which Ad Agency's presentation will be chosen for the Megabucks 30<sup>th</sup> anniversary, no later than Wednesday morning. Online vendors will have a decision prior to the August meeting.

## MOTION

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to allow New Hampshire to utilize \$34,400 to cover the trips and the cash prizes for the second chance drawing, and Maine to utilize \$20,000 to cover the cash prizes, for a total of \$54,400 of expired unclaimed prize money from the Margaretville instant ticket. So voted, unanimous.

## **DRAW COMMITTEE** – Mickey Boardman for Maura McCann

The RFP's for the new RNG's is in process. The bid has not gone out yet, but will be soon.

The disaster recovery procedural plan will be completed and ready for presentation at the August meeting. There currently is an agreement with MUSL to complete the drawings in the event that New Hampshire is unable to do so.

## **INTRALOT** – Jeff Lipps

- In Vermont the Fast Play Progressive games were introduced in the Winstations in the field.
- Next they will be analyzing the Fast Play sales by comparing the Photon sales against the Winstation sales.
- Finalized Powerball game change spec earlier this week
- Currently drafting specs for three new Touch Play games to be delivered late this year
- Also testing a new Fast Play Progressive game called Black Jack Bucks
- Testing the Megabucks 30<sup>th</sup> Anniversary raffle
- And three additional Touch Play Games to be released next month

## **ACCEPTANCE OF REPORTS**

### MOTION

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

## **OTHER BUSINESS**

Kelley-Jay presented a recap on the Sales Rep Retreat and was pleased to report that they came in under budget by \$600. The retreat was informative and everyone was pleased with the outcome.

**MOTION**

Commissioner Douglas made a motion, seconded by Commissioner McPherson to accept the changes to the Tri-State policies brought forward. The policy number being changed is Rule #2. So voted, unanimous. An updated version will be provided once the changes have been made.

The Finance Committee will bring forward recommendations for threshold amounts for each TS contingency fund and the sum total for all TS contingency funds by the October meeting.

The recommendation is to go back to the Samoset for the Maine meeting in October. The potential date available is the last week of September, with Wednesday being the 30<sup>th</sup>, going through to October 2<sup>nd</sup>. Rates and availability will be verified and an update will be brought forward.

Orland McPherson was appointed as the Chair of the Tri-State Commission for the coming year.

**MOTION**

Commissioner McPherson made a motion to adjourn at 9:56a.m., seconded by Commissioner Douglas. So voted, unanimous.

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Ed Flanagan, Chair