

TRI-STATE LOTTO COMMISSION  
NH Lottery  
Concord, NH  
August 14, 2015

PRESENT:       Maine: Orland McPherson, Chair; Lisa Rodrigue, Tim Poulin  
                  Vermont: Ed Flanagan, Commissioner; Greg Smith  
                  New Hampshire: Debra Douglas, Commissioner; Maura McCann, Kelley-Jay Rosberg,  
                  Edith Chiasson, Lynda Plante, Jay Pedone, Katie Brown, Charlie McIntyre  
                  Guests: John Papile, Terry Patterson, Jeff Lipps, and Jeff Savage with Intralot;  
                  Calvin Rinck and Jim Acton with Scientific Games.

The meeting was called to order at 10:37a.m.

**ACCEPTANCE OF THE JUNE 12, 2015 MINUTES**

**MOTION**

Commissioner Flanagan made a motion, seconded by Commissioner Douglas, to accept the June 12, 2015 minutes as distributed. So voted, unanimous.

**FINANCE COMMITTEE** – Mary Cassani

A discussion (was had took place) regarding the FY16 allocation of expired and unclaimed prize funds to be distributed to the three states. Typically the allocation is half of the available money, but it is suggested that a bit less be used due to Jackpot wins yet to be claimed and anticipated future wins not fully funded. The total available funds to be allocated is 1.25M.

**MOTION**

Commissioner Douglas made a motion, seconded by Commissioner Flanagan, upon the request of the marketing and product development committee, to allocate 1.25M from expired unclaimed prize money to the three states based upon sales for the period of FY16. So voted, unanimous.

**MARKETING & PRODUCT DEVELOPMENT** – Lisa Rodrigue

All of the September promo for the Megabucks 30<sup>th</sup> anniversary has been finalized.

Maura is currently working with MUSL to do the drawing for the new game. There is a total of 16 drawings and MUSL is asking for a total of \$7,500 to complete these draws. These funds will come from the draw expense line item.

The committee has decided on three promos so far for FY16 for Tri-State.

- 1-December holiday promo
- 2-There will be a Pick 3, and Pick 4 promo in March
- 3-A Gimme 5 promo in May. This promo will model VT's Cinco De Mayo promo that they did.

Pick 3 and Pick 4 has had the same logo since 2003. A new logo will be launched in March to coincide with the promo.

The Tri-State Caesars instant ticket was such a success that the planning for a yearly instant ticket is currently being discussed. The next potential choice is a Vegas instant ticket.

The dates for the October meeting in Maine have been finalized. It will be at the Samoset on October 21<sup>st</sup> and 22<sup>nd</sup>. The format for the meeting will be a little different. There will be different presentations by independent companies.

#### **DRAW COMMITTEE** – Maura McCann

The emergency draw back up plan continues to be a work in progress. The latest draft copy of the plan is available to view.

Preparations are being made to issue an RFP for the new RNG machine. The process continues to move forward.

#### **SCIENTIFIC GAMES** – Calvin Rinck

Maine is introducing new 'Play Central' machines. These machine sell instant tickets and draw games. The current 'Instant Ticket Vending Machines' only sold instant tickets. 225 machines have been ordered and the install will begin across the state on Monday.

#### **INTRALOT** – Jeff Lipps

Market research projecting is underway on the VTTouch Play games and online game play in VT. The results should be available within the next 6-8 weeks.

Black Jack Bucks Fast Play Progressive game was launched in Vermont in July and has exceeded expectations.

#### **ACCEPTANCE OF REPORTS**

##### **MOTION**

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

#### **OTHER BUSINESS**

Tim Poulin, on behalf of Maine, is requesting an increase in their travel budget from \$10,000 to \$20,000.

##### **MOTION**

Commissioner Douglas made a motion, seconded by Commissioner Flanagan, to increase Maine's travel expense from \$10,000 to \$20,000 for FY16. So voted, unanimous.

Kelley-Jay Rosberg is proposing New Hampshire add an agent Fast Play bonus and commission. A selling commission of 5% for all Fast Play games, a cashing bonus of 1% for retailers cashing prizes of \$599 and under, and then a selling bonus for the Progressive jackpot of 1% of the total jackpot, which is capped at \$5,000.

**MOTION**

Commissioner Douglas made a motion, seconded by Commissioner Flanagan, to add the bonus and commissions to New Hampshire's Fast Play games. So voted, unanimous.

**MOTION**

Commissioner Douglas made a motion to adjourn at 12:14p.m., seconded by Commissioner Flanagan. So voted, unanimous.

Orland McPherson, Chair