

TRI-STATE COMMISSION  
NH Lottery  
Concord, NH  
December 11, 2015

PRESENT: Maine: Orland McPherson, Chair; Gregg Mineo, Executive Director; Michael Boardman, Lisa Rodrigue  
Vermont: Ed Flanagan, Commissioner; Greg Smith, Executive Director; Jeff Cavender, Mary Stridsberg  
New Hampshire: Debra Douglas, Commissioner; Charlie McIntyre, Executive Director; Kelley-Jaye Rosberg, Cindy Baron, Lynda Plante  
Guests: Jennifer Wilshons, Dennis Miller and Darrell Frecker with Scientific Games, Steve Mason and Douglas Campbell with Fuseldeas, Rose Longo-White with GYK Antler, Molly Waldstein, Kristen Pare', Jeff Lipps and John Papile with Intralot, Russ Leonard and Theanna Twitchell with NL Partners

The meeting was called to order at 1:27 pm

**ACCEPTANCE OF OCTOBER 23, 2015 MINUTES**

**MOTION**

Commissioner Douglas made a motion, seconded by Commissioner Flanagan, to accept the October 23, 2015 minutes as distributed. So voted, unanimous.

**FINANCE COMMITTEE** – Greg Smith for Mary Cassani

Sales are up compared to budget. Operating expenses are down compared to last years across the three states.

The contingency funds for Megabucks is doing fine, as well as the contingency funds for Pick 3 and Pick 4. Gimme 5's contingency fund is currently negative \$100,000.

The expired unclaimed prize money is at 2.2M, which is slightly below where we started at the beginning of the year.

The investment and gift card policies are continuing to be worked on and will be presented to the Commission from the finance committee during the February meeting.

**MARKETING AND PRODUCT DEVELOPMENT** – Lisa Rodrigue

The marketing and product development team are working on what directions they will be taking and plans for next year. These will be discussed during their January meeting.

Promotions for the holiday tickets and winter tickets are all set to go. Each state has the ability to spend up to \$50,000. Maine is looking to get a 3-7% increase in sales during this promo.

Discussions on the MGM ticket have stopped as we cannot afford to do this ticket at this time. It is hoped that it can be looked at again another time.

Research performed on the Gimme 5 game, shows that the math is being done correctly but the sales are just not there. We did not lose money, but the profits are in the single digits. The question was brought up whether we should continue this game or actively look for a replacement game.

The Megabucks makes millionaires commercial by Fusedeas is almost complete, and the committee will be reviewing it today.

**DRAW COMMITTEE** – Maura McCann

The architecture who will perform the work of relocating the draw room has started the plans and they should be available next week. The new draw room should be completed by the end of January.

**SCIENTIFIC GAMES** - Darrell Frecker

The Monopoly Millionaires game show is set to go live.

**INTRALOT** – Jeff Lipps

Intralot is currently testing the agent website and it should launch in January of 2016. They are working on specs for three new touch play games to launch in the spring.

**ACCEPTANCE OF COMMITTEE REPORTS**

**MOTION**

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

**MOTION**

Commissioner Douglas made a motion to adjourn at 1:53 pm, seconded by Commissioner Flanagan. So voted, unanimous.



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Orland McPherson, Chair