

TRI-STATE LOTTO COMMISSION  
The Westin Portland Harborview  
June 15, 2018

PRESENT: New Hampshire: Debra Douglas, Commissioner; Charlie McIntyre, Executive Director; Maura McCann, Kelley-Jay Cleland, Katie Brown, Carmela Nolin  
Maine: Orland McPherson, Commissioner; Gregg Mineo, Executive Director; Tim Poulin, Lisa Rodrigue, Michael Boardman  
Vermont: Ed Flanagan, Chair; Daniel Rachek, Executive Director, Mary Vaupel, Mary Cassani, Sylvia Buzzell, Jeff Cavender  
Guests: Darrell Frecker, Leslie Badger, Jeremy Kyzer, Mary Wdowin, Renee Loring, Ron Miguel, Sean Athey with Sci-Games; Molly Martin and Steve Mason with Fuselideas; Rose Longo-White, Lauren Perry with GYK Antler; Cara Salvatore, Ryan Sahr, Fivi Rondiri, Kristen Pare', Karl Fortman and John Donahue with Intralot; Anthony Lucci with IGT; Pete Donahue with Alchemy 3

The meeting was called to order at 8:58 am.

**ACCEPTANCE OF MINUTES FOR APRIL 13, 2018**

**MOTION**

Commissioner McPherson made a motion, seconded by Commissioner Douglas, to accept the April 13, 2018 minutes as distributed. So voted, unanimous.

**FINANCE COMMITTEE** – Mary Cassani

Through April 2018, we are \$7.4M ahead of forecast in sales, due to Maine participating in Fast Play again. Our net profit through April 2018 is \$3.6M ahead of forecast, and also higher than last year.

At the end of April 2018 there was \$1.9M in expired unclaimed prizes. The Gimme 5 low tier contingency fund and the Megabucks low tier contingency fund are in the negative by \$18K and \$74K respectively.

The auditors MacPage will be back in the office on July 16, 2018.

The FY19 budget was presented to the Commission for approval.

**MOTION**

Commissioner Douglas made a motion, seconded by Commissioner McPherson, to approve the FY19 budget with the Commission requesting that each state revisit the revenue numbers and report back at the next meeting. So voted, unanimous.

**MARKETING AND PRODUCT DEVELOPMENT** – Jeff Cavender

The Tri-State Development committee will review the presentations and see what can be beneficial to the future of Tri-State. They will come up with a strategy plan that will define what we will be doing going forward. A key piece is to keep the compact intact.

At the August meeting the TriState Development committee will present a strategic plan of direction and focus where they feel is the strongest and most successful path to take for Tri-State.

The timeline for the next Megabucks campaign is the following; week of 6/18, the committee will make their selection as to which campaign they will be using; 6/28 revisions or corrections will be completed; 7/6Final approvals Production will take place in July and August and be on the air by mid to late September.

The Patriots ticket is moving forward and should be all set for an August release.

**DRAW COMMITTEE** – Maura McCann

Nothing to report from the draw committee at this time.

**SCIENTIFIC GAMES** – Darrell Frecker

Sci-Games is looking forward to the future of Tri-State and the upcoming Patriots scratch ticket.

**INTRALOT** – Ryan Sahr

Keno is going strong in New Hampshire with 130 locations currently selling Keno and 150 locations with MP devices.

**ACCEPTANCE OF COMMITTEE REPORTS**

**MOTION**

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

**OTHER BUSINESS**

As of July 1<sup>st</sup>, 2018, Orland McPherson of the Maine Lottery, will be taking over as the Chair of the Tri-State Lottery Commission for the term of one year. Lisa Rodrigue, also of the Maine State Lottery, will be chairing the TriState Development Committee for the coming year.

**MOTION**

Commissioner Douglas made a motion to adjourn at 9:26 am. Motion was seconded by Commissioner McPherson. So voted, unanimous.

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Ed Flanagan, Chair

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