

TRI-STATE LOTTO COMMISSION  
Hotel Vermont  
Burlington, VT  
November 16, 2018

PRESENT: New Hampshire: Debra Douglas, Commissioner; Charlie McIntyre, Executive Director; Maura McCann, Katie Brown, Carmela Nolin  
Maine: Orland McPherson via conference call; Lisa Rodrigue, Michael Boardman  
Vermont: Ed Flanagan, Commissioner; Patrick Delaney, Mary Vaupel, Mary Cassani, Jeff Cavender  
Guests: Calvin Rinck with Sci-Games; Rose Longo-White with GYK Antler; Cara Salvatore, Kristen Pare', Ryan Sahr with Intralot; Christian Smith Wipfli

The meeting was called to order at 9:00am.

Commissioner McPherson is present via conference call.

**ACCEPTANCE OF MINUTES FOR SEPTEMBER 7, 2018**

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Flanagan, to accept the September 7, 2018 minutes as distributed. So voted, unanimous.

**TRI-STATE AUDIT REPORT** – Christian Smith from Wipfli

Christian gave an overview of the financial report and financial statements. There were no disagreements, no adjustments and the audit performed was a good clean audit

MOTION

Commissioner Flanagan made a motion, seconded by Commissioner McPherson, to accept the audit report as presented. So voted, unanimous.

**FINANCE COMMITTEE** – Mary Cassani

Gross revenues for Tri-State through September were higher than forecast by 9.7%. Megabucks and Gimme 5 sales were also higher. Daily Numbers and Fast Play games sales were lower than forecast.

Net profit through September was higher than forecast by 25.5%, and higher than last year by 11.4% due to the overall increase in sales. Net profit for FY 2019 represented 34.9% of sales compared to 34.8% of sales in FY 2018.

There was \$1,481,644 in Expired Unclaimed Prizes at the end of September. The Gimme 5 Low Tier Contingency Fund was in the negative \$30,686 and continues to be in October. All other contingency funds are in the positive.

The Megabucks jackpot winner from October 10<sup>th</sup> claimed the approx. \$7 million cash prize in November.

The November 10<sup>th</sup> Megabucks jackpot winner has not come forward. The jackpot for that draw was not fully funded. There are sufficient contingency funds to cover the shortfall for this jackpot.

#### **MARKETING AND PRODUCT DEVELOPMENT** – Lisa Rodrigue

As a result of the strategies and ideas discussed in the breakout sessions, the Product Development committee will create a white paper for the Tri-States strategic plans short term goals. This will be ready for presentation at the next Tri-State meeting.

All three states are doing separate promos for the upcoming holiday season.

The Patriots Chalk Talk event held on November 6<sup>th</sup> at Gillette Stadium was a success. It was well received by the attendees. There were 30 chosen and a guest from Maine and New Hampshire and 15 plus guest from Vermont.

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

There is nothing to report at this time.

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

Congratulations goes out to Vermont for its two consecutive jackpot winners. Maine has launched a new Fast Play game.

#### **INTRALOT** – Ryan Sahr

Compliments given on yesterday's round table meeting. There were some great ideas brought forward for what's ahead in the next 24 months.

#### **ACCEPTANCE OF COMMITTEE REPORTS**

##### MOTION

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

#### **OTHER BUSINESS**

The next Commission meeting will be held on February 8<sup>th</sup> at the New Hampshire Lottery office in Concord New Hampshire.

##### MOTION

Commissioner McPherson made a motion to adjourn at 9:22am. Motion was seconded by Commissioner Flanagan. So, voted, unanimous.

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Orland McPherson, Chair