

**NEW HAMPSHIRE LOTTERY® COMMISSION
14 INTEGRA DRIVE, CONCORD, NEW HAMPSHIRE 03301
MINUTES OF COMMISSION MEETING
MAY 18, 2016, 9:30 AM**

Commissioners:

Debra Douglas, Chairman
Paul J. Holloway, Commissioner
David Gelinis, Commissioner

Lottery staff in attendance:

Charles McIntyre	Emily Whittaker	Lynda Plante
Rayna Kenney	Maura McCann	Katie Brown
Cynthia Baron	Paul Kelley	Sudhir Naik
Valerie King	Leonard Mannino	Kelley-Jaye Cleland

Others in attendance:

Teri Blouin, NH Dept. of Admin Services
Rose Longo-White, GYK Antler
Ashley Spicer, GYK Antler
Travis York, GYK Antler
Jan DiMarzio, Community Bingo Center
Ryan Gloddy, Casablanca Casino
Rick Newman, The River Casino
Jim Bouley, Dennehy & Bouley

Chairman Douglas convened the Commission meeting at 9:37 a.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES:

Commissioner Gelinis moved to approve the minutes, seconded by Chairman Douglas, to approve the April 22, 2016 commission meeting minutes. So voted, unanimous.

2. FINANCIAL REPORT:

A. LOTTERY –

Cindy Baron informed the Commission that as of April 2016 the books were closed; that the Lottery would be transferring \$5,377,211 to the ETF on May 20. Further, that year to date the lottery has transferred \$63,320,556 to the Education Fund against a Revenue Plan of \$61,000,000, for a positive variance of \$2,320,556. April of 2015 was treated as a 5 week month, for 2016 on our new calendar of 4-4-5, it is a four week month. Fortunately, May has seen some increase in Instant ticket sales along with a bump in PowerBall sales due to the large jackpot that has started to build.

Chairman Douglas questioned the building and was told the landlord has not returned with parameters for the sale of the building. Chairman Douglas also mentioned the building on South Main Street as the size is larger but it does not contain a warehouse on site. Leonard Mannino confirmed the lease is up on April 18, 2019.

B. RACING AND CHARITABLE GAMING –

Sudhir Naik stated that Racing had reported for the nine months ending March 2016 compared to the same period for the last fiscal year and that year to date revenues are \$3,725,637 compared to \$3,304,551 last year. This is a favorable variance of \$421,086 or a 13 % increase. Year to date operating expenses are \$1,180,189 compared to \$1,118,015. Racing transferred \$2.4 M to the ETF which is 400K over the FY 16 plan and \$200K over transfers for the same period last fiscal year. The balance of \$142,248 is money withheld from transfers to the ETF to clear accounts receivables that was being carried on the books. Racings monthly transfer to the ETF in April was \$323,000. (Money collected in March) Racing is on target with our revenue plan submitted to Administrative Services.

3. INTRALOT REPORT:

Intralot was not in attendance. Director McIntyre spoke of the new General Manager they will have coming on board mid-June, Ryan Sahr. His knowledge of IT was spoken highly of.

4. TRI-STATE REPORT:

Maura McCann went over the Spring Meeting will be June 2nd and 3rd in Vermont, with 3 guest speakers coming in. The Development Group is working with Finance to review game updates for Megabucks, game changes as mentioned with Gimme 5.

5. ADVERTISING:

Maura McCann spoke of the Cinco de Mayo promotion, over \$11,000 was awarded from 5:00 a.m. to 5:00 p.m. The last of the 2015 Patriots 2nd chance drawing was held; we completed The Home Depot events held in Salem, Concord and North Conway. The Home Depot events went well and that the character Chuck McLuck was well recognized.

Maura McCann went over the preliminary drawing for the Tri-State Jackpot scratch ticket. The grand prize for this game will be \$500,000 in expired, unclaimed prizes, and it will be awarded at an event held this summer. Next week there will be a Grand Prize drawing – of the 30 preliminary finalists, 15 will go on the Grand Prize drawing with the 15 automatically winning \$1,000 and not moving on. We are working on a venue for this to be held. Meeting with GYK will be held this Friday the 20th, 2016.

6. OTHER BUSINESS:

• **HOT LOTTO UPDATE**

Director McIntyre went over the new subscription results for Lucky for Life, and the game has brought in 806 subscriptions to date. This means that Lucky for Life is doing better than Hot Lotto in subscription sales.

• **RULES UPDATE**

Valerie King provided the following update on rulemaking efforts:

- A motion is needed to authorize the submission of the proposed amendment to the Games of Chance (GOC) rules. These rules are being amended to (1) reference to the Federal law regarding an applicant's right to correct a criminal record; (2) provide table stakes rules; (3) clarify restrictions on poker tournaments; and (4) clarify reporting of net losses.
- All of the agency's rules ("Pari" and "Sw") will be renumbered to include a "Lot" prefix to combine all the agency rules under one prefix which accurately reflect the agency's current name.
- The next step for Instant Games and Second Chance Drawing Lottery rules is a public hearing. The Commissioner's approved the hearings to be held at the next Commission meeting on June 20th.
- The Bingo and Lucky 7 expedited forms revisions have been approved by JLCAR and the forms have been posted on the RCG website. A motion is needed to authorize the submission of the objection response (language provided) for the for Game of Chance forms to OLS.

Motion by Commissioner Gelinas made motion for Games of Chance Rules Approval, seconded by Commissioner Holloway. So voted, unanimous.

Meeting with Milestone will be held July 21st.

7. NEXT MEETING:

The next meeting was previously scheduled for June 20, 9:30 a.m.

Chairman Douglas made a motion, seconded by Commissioner Holloway, to adjourn the meeting at 10:57 a.m. So voted, unanimous.

Debra Douglas, Chairman

Paul J. Holloway, Commissioner

David Gelinas, Commissioner