

**NEW HAMPSHIRE LOTTERY® COMMISSION**  
**14 INTEGRA DRIVE, CONCORD, NEW HAMPSHIRE 03301**  
**MINUTES OF COMMISSION MEETING**  
**July 19, 2016, 9:30 AM**

**Commissioners:**

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

**Lottery staff in attendance:**

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

**Others in attendance:**

Rose Longo-White, GYK Antler  
Ashley Spicer, GYK Antler  
Travis York, GYK Antler  
Kristen Pare, Intralot  
Dick Bouley, Bouley & Associates  
James Bouley, Bouley & Associates  
Nicholas Bonardi, Tri-State

Chairman Douglas convened the Commission meeting at 9:30 a.m.

**1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES:**

Chairman Douglas moved to approve the June 20, 2016 minutes, seconded by Commissioner Gelinias,. So voted, unanimous.

**2. FINANCIAL REPORT:**

**A. LOTTERY –**

Administrator Cindy Baron informed the Commission the Lottery had transferred an estimate for June of \$6.5 million in June and that total revenues for the year

would probably be between \$75 million and \$76 million for the year against a Revenue Plan of \$73 million.

Commissioner Holloway questioned the instant ticket sales mentioning only 3 were up but the rest were down. Kelley-Jaye Cleland explained that the current \$1 tickets are older games and new \$1 ticket games would be coming out next month. \$20 tickets have an older game and a new game but will continue to see a boost. The new \$10 ticket-\$500,000 Fortune is doing well.

Commissioner Holloway asked about the Powerball jackpot and if jackpot alerts were going to be purchased. Travis York of GYK spoke of the jackpot alerts and it was agreed that the radio ads get the best response. Director McIntyre mentioned that in the future, he wanted to buy radio heavy during higher Mega Millions for routes that tourists would be using on travel days.

## **B. RACING AND CHARITABLE GAMING –**

Administrator Sudhir Naik stated Racing's Report for the eleven months ended May 2016 compared to the same period for the last fiscal year, year to date revenues are \$4,545,298 compared to \$4,004,315 last year. With a favorable variance of \$540,983 or a 14 % increase. Year to date operating expenses are \$1,485,165 compared to \$1,414,583, with an unfavorable variance of \$70,582 or an increase of 5%. Racing had transferred \$2.9 million to the Electronic Transfer Funds, which is \$328,000 over transfers for the same period last fiscal year. Racing's monthly transfer in June was \$273,000. Commissioner Holloway asked about the Holiday Pay budget.

Division Director Kelley stated we currently have 16 employees in the Racing and Charitable Gaming as Commissioner Holloway had asked what was going into the employee benefits accounts for Racing. Cindy Baron stated it was mostly health insurance as that is the highest cost. Administrator Naik also mentioned the FICA is also going in.

Division Director Kelley spoke of the Rockingham is still scheduled to close Aug. 31 and Charitable Gaming location in Milford is possibly going to Nashua and the request was approved by the Nashua Selectmen. Possibly late September the new facility would be opening.

## **3. SUPOENAS:**

Division Director Kelley spoke of the continuing process of investigating charitable gaming. He explained that between 475-480 letters were to go out seeking financial information. Commissioner Gelinas questioned the anticipated amount of payments in 2016. He would like to know if this is a onetime thing or if this was expected,

Director Kelly answered that the 2016 was a calendar not fiscal, so an estimate would have to suffice.

Commissioner Holloway moved to approve the subpoenas seconded by Commissioner Gelinas, So voted, unanimous.

**4. INTRALOT REPORT:**

Kristen Pare, from Intralot was in attendance and discussed the new software release for July 31.

**5. TRI-STATE REPORT:**

Maura McCann discussed the Tri-State chair is now Maura first call for July new scratch ticket coming out in early calendar 2017. She spoke of promos for the year using unclaimed prize monies.

**6. ADVERTISING:**

Maura McCann talked about the Lottery partnering with the NH Homebuilders Association to create a unique Tiny House project, where Vocational Ed programs in 6-8 NH high schools will be building a Tiny Home. The home will then be on display at the NH Homebuilders Show at the Radisson in Manchester in March, 2017. One will be available for the Lottery to use as a prize in a scratch game and raffled off as a Lottery Prize. The other homes will be raffled off and the raffle proceeds are divided up with some retained by the school, some by the Home Builders Association for their charity that assists in homes for veterans and some for a new craftsman training. The NH Lottery sponsorship was \$45,000 for the trailers.

Other initiatives included: a big drawing Thursday 21<sup>st</sup> at Fisher Cats for \$1,000 a Week for Life; and a Tri-State drawing at the NH Pavilion.

**7. OTHER BUSINESS:**

Kelley-Jaye Cleland requested approval for the new Retailer Jackpot Bonus 1% up to \$75,000, consistent with the new law approved.

Motion by Commissioner Gelinas made to adopt the Retailer Jackpot Bonus, seconded by Commissioner Holloway. So voted, unanimous.

Valerie King went over the new Rules Update for Games of Chance amendment.

**8. NEXT MEETING:**

Chairman Douglas confirmed the next scheduled New Hampshire Commission meeting to be August 19, 9:30 a.m.

Commissioner Holloway made a motion, seconded by Commissioner Gelinias, to adjourn the meeting at 10:30 a.m. So voted, unanimous.

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Debra Douglas, Chairman

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Paul J. Holloway, Commissioner

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David Gelinias, Commissioner