

TRI-STATE LOTTO COMMISSION
NH Lottery
Concord, NH
August 12, 2016

PRESENT: New Hampshire: Debra Douglas, Chair; Charles McIntyre, Executive Director; Katie Brown, Cindy Baron, Travis Emerson, KJ Cleland, Lynda Plante, Candy Burke, Maura McCann
Maine: Orland McPherson, Commissioner; Gregg Mineo, Executive Director; Michael Boardman, Lisa Rodrigue
Vermont: Ed Flanagan, Commissioner; Greg Smith, Executive Director; Jeff Cavender, Mary Stridsberg, Mary Cassani via phone
Guests: Calvin Rinck and Jim Acton with Sci-Games, Steve Mason, Molly Martin and Josh Barrett with Fuseldeas, Rose Longo-White with GYK Antler, Jeff Lipps, Ryan Sahr, Cara Salvatore, Kristen Pare' with Intralot

The meeting was called to order at 10:32 am.

ACCEPTANCE OF MINUTES FOR JUNE 2, 2016

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Flanagan, to accept the June 2, 2016 minutes as distributed. So voted, unanimous.

FINANCE COMMITTEE – Mary Cassani

Tri-State ended the fiscal year ahead of forecast, and ahead of last year. The contingency funds had appropriate balances after adjustments and receipt of the authorized contributions from each state. Currently the expired unclaimed prize fund has a \$2.1M balance.

The external audit went very well, with no issues found. The draft audit report will go out within a week to the finance committee for their approval.

The closing of the financial books for July will happen later today.

MARKETING AND PRODUCT DEVELOPMENT – Maura McCann

The Tri-State Jackpot 2nd Chance grand prize drawing was held on July 3rd and was a great success.

Over the past six weeks the development committee has received proposals for a new Tri-State scratch ticket from Pollard, Sci-Games and Alchemy 3. We are looking closest at Pollard's proposal for the new ticket with the potential to go on sale in January of 2017.

The Marketing and Product Development Committee is requesting \$1.25M in expired unclaimed prize money to use for promos for FY17. The Finance Committee supports this recommendation.

Maine is launching a new draw game on August 28th called World Poker Tour. It is a draw game with an instant component. Fuselideas showed a presentation of the TV spot for this new game.

DRAW COMMITTEE – Maura McCann

The draw room will remain in place at its current location and there are no immediate plans to relocate it at this time. A consultant was brought in to offer suggestions in how to reduce the noise level coming from this room. They suggested more insulation as well as the installation of noise cancelling tiles.

SCIENTIFIC GAMES – Calvin Rinck

Sci-Games has a new CEO and his name is Kevin Sheehan. Some other personnel decision at SGI resulted in the vacancy at this position.

INTRALOT – Jeff Lipps

On August 28th Vermont will have a promotion on the Fast Play Pro Game Roll em, and a software release on August 21st.

ACCEPTANCE OF COMMITTEE REPORTS

MOTION

Commissioner McPherson made a motion, seconded by Commissioner Flanagan, to accept the committee reports as presented, including the requested 1.25M of expired unclaimed prize money to the Product and Development Committee for FY17 promos. So voted, unanimous.

The next meeting of the Tri-State Lotto Commission will be on October 14th at the York Harbor Inn in York Harbor Maine. There was a discussion about what content will be presented and discussed at this meeting. The Directors and Prov Dev Comm will determine this following this meeting.

OTHER BUSINESS

Vermont Lottery is in the midst of changing ad agency's to Fuselideas. The current contract with NL Partners expires on the last day of August. An approval from the Commission is needed to enter into a contract with the new ad firm.

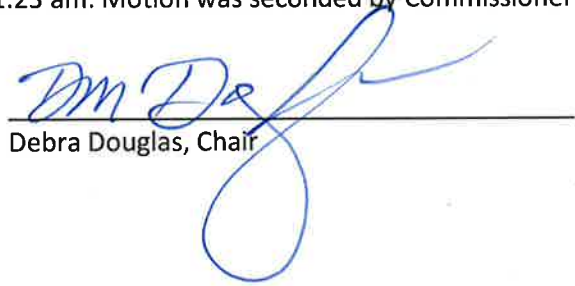
MOTION

Commissioner Flanagan made a motion, seconded by Commissioner McPherson to allow Vermont Lottery to negotiate a contract with Fuselideas. So voted, unanimous.

A discussion was had regarding a complaint raised by a player about the frequency of a certain number being drawn in the Pick 3 game. The player suggested that draw management efforts should be changed. After reviewing this information, the Commission was satisfied that the draw procedures and practices are sufficient and effective. There is no recommendation of any further review at this time.

MOTION

Commissioner Flanagan made a motion to adjourn at 11:23 am. Motion was seconded by Commissioner McPherson. So voted, unanimous.



Debra Douglas, Chair