

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 Scientific Games; Rose Longo-White with GYK Antler; Cara Salvatore, Kristen Paré, and Ryan Sahr with Intralot; Christian Smith from Wipfli

The meeting was called to order at 9:00 a.m.

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 10th claimed the approx. \$7 million cash prize in November.

The November 10th 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 6th 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 go 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 8th 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.



Orland McPherson, Chair