

**New Hampshire Lottery Commission**  
**14 Integra Drive, Concord NH**  
**Minutes of Commission Meeting**  
**October 22, 2019 · 2:30 p.m.**

**Commissioners:**

Debra Douglas, Chairman  
Paul Holloway, Commissioner  
J. Christopher Williams, Commissioner

**Lottery staff in attendance:**

Charles McIntyre      Jim Duris  
John Conforti      Carmela Nolin

**Others in attendance:**

Ryan Sahr, Intralot      Peter Bragdon, PretiStrategies  
Jacob Mitchell, Intralot

Chairman Douglas called the meeting to order at 2:34 p.m.

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

Chairman Douglas sought a motion to accept the October 15 meeting minutes. Commissioner Holloway so moved, and was seconded by Commissioner Williams; all in favor, meeting minutes were approved as submitted.

**2. FINANCIAL REPORTS**

- a. Chief Financial Officer Jim Duris presented the financial statement for September. The sales for the month were \$3.6 million over the same period in the previous year. Instant ticket sales and Keno are driving the growth. Commissioner Holloway asked if the profits are at the same level as last year. Mr. Duris and Director McIntyre responded that they are not; draw-based game sales are down, and they have a higher profit margin. Mr. Duris confirmed that our current profit margin is 24%. The total sales are more than \$7 million over last year, year to date. Director McIntyre cautioned that the year to date comparison to this period last year will be lower over the next week because of the jackpot run on Mega Millions in 2018. Charitable Gaming's revenues have rebounded a bit after the slow start. The transfers for the month total \$8.7 million, about \$1 million below our projections.
- b. Mr. Duris noted that as of October 1 and the return to the standard budget, we are no longer transferring funds to Department of Health and Human Services; and Keno now is reported in the total to the Education Trust Fund, not broken out separately.
- c. Under Accounts Receivable, Tri-State Lotto's payment is expected in the next couple of weeks, which will bring down their total by half. These receivables are from expense pools that we have paid into; each year they settle these funds after their audit has been completed. The remaining amount is our split of the profits versus what they owe us. Operating expenses are in line with expectation; there is a new fleet vehicle that has been ordered with the approval of Governor and Council. Our books are being adjusted to reflect encumbrances following the end of the Continuing Resolution; there may be a few changes as a result.
- d. Commissioner Holloway asked how long we carry a delinquent account before we write it off as bad debt. Mr. Duris prefers to work with the retailers directly before turning them over to the Department of Justice, and has had significant success in doing so. We've been able to settle some delinquent accounts, and several others are making small, but regular payments.

**3. NON-PUBLIC SESSION**


At 2:49 p.m., Chairman Douglas entertained a motion to go into non-public session under RSA 91-A to discuss contract procurement. Commissioner Holloway so moved, and was seconded by Commissioner Williams. Upon a roll call, the following members reported: Commissioner Holloway, Commissioner Williams, and Chairman Douglas.


The Commission closed the non-public session. Commissioner Holloway moved to seal the minutes from the non-public session. Commissioner Williams seconded, all in favor and minutes were thus sealed.

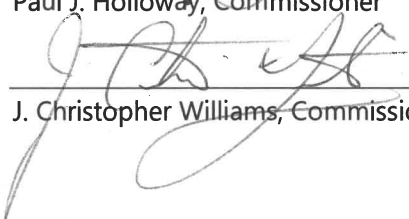
**4. NEXT MEETING**

The next meeting will be on Wednesday, November 20 at 2:30 p.m. at Lottery headquarters.

At 3:39 p.m., Chairman Douglas entertained a motion to adjourn. So moved by Commissioner Holloway, seconded by Commissioner Williams, and meeting adjourned.

  
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Debra Douglas, Chairman

  
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Paul J. Holloway, Commissioner

  
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J. Christopher Williams, Commissioner

Respectfully submitted, Carmela Nolin