

New Hampshire Lottery Commission
14 Integra Drive, Concord NH
Minutes of Commission Meeting
March 3, 2023 – 10:00 a.m.

Commissioners:

Debra Douglas, Chairman
Andy Crews, Commissioner
Erle Pierce, Commissioner

Lottery Staff in Attendance:

Charles McIntyre	Lynda Plante	Maura McCann	Valerie King
Tyson Peltz	John Conforti	Kelly Crockett	Kelley-Jaye Cleland
James Duris	Katie Brown	Heather Child	Jay Lau

Others in Attendance:

Rich Parsons, RYP Granite	Adam Schmidt, SGI	Taylor Bengtson, GYK Antler	Barry Curtis
Paula Maltman, SGI	Ryan Boover, Intralot	Ryan Sahr, Intralot	Peter Bragdon

Chairman Douglas called the meeting to order at 10:05 a.m. Public attendance available in person and via Microsoft Teams Meeting.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Douglas requested a motion to **Acceptance of Minutes for February 9, 2023**, meeting. Commissioner Crews moved to accept, seconded by Commissioner Pierce. Motion passed 3-0. Minutes accepted and signed.
- Chairman Douglas requested a motion to approve the nonpublic minutes for January 13th and February 9th meeting. Commissioner Pierce moved to accept, seconded by Commissioner Crews. Motion passed 3-0
- Chairman Douglas asked for a motion to seal the minutes. Commissioner Crews moved to accept, and Commissioner Pierce seconded. Motion passed 3-0.

2. FINANCIAL REPORTS

- **Chief Financial Officer, James Duris**, reported Lottery sales for the month of January increased compared to the same period of the prior year. Instant tickets and Mega Millions both increased for the month by \$2.9 million and \$5.1 million respectively. Year To Date (YTD) instant ticket revenues continue to fall behind the prior year by only \$1.4 million. YTD Powerball and Mega Millions increases are \$6.9 million and \$17.7 million. iLottery has had an YTD increase of \$5.2 million.
- Mobile sports betting revenue had another great month coming in at \$3.7 million compared to \$0.8M the previous year, an increase of \$2.9 million for the month. The handle was \$75.2 million for the month, a decrease of \$6.4 million compared to the prior year. Retail sports betting handle was \$21.9 million for the month, an increase of \$4 million above the prior year, but with a profit of \$1.9 million. Mobile YTD revenues are up \$7.9 million and retail YTD revenues have increased \$1.8 million compared to the prior year.
- Operating transfers for January were \$22 million. This was above projections by \$10.5 million. YTD transfers to ETF stand at \$114.6 million, beating projections by \$33.4 million.

- The detail of accounts receivable is as follows:
 - Operating AR \$ 3,330,229
 - Tri-State Lotto \$ 2,122,066
 - MUSL \$ 59,579
 - Other AR \$ 6,071,952
- IT expense is high due to having to estimate the prior month expense. Equipment expense is high for the month due to receipt of a new LSR van. All other operating expenses are in line with expectations.
- Chairman Douglas requested a motion to accept the financial report. Commissioner Crews moved to accept, seconded by Commissioner Pierce. Motion passed 3-0, and financial report approved.

3. SPORTS BETTING

- **Director of Sports Betting, Danny Maloney**, presented the January's sports betting results. January represented our highest ever state take amount for combined mobile and retail sports betting.
- January mobile and retail results:
 - \$97,163,182 in Handle
 - \$97,163,182 in GGR
 - Hold of 12.68%
 - \$5,604,577 in revenue to the state
- New Hampshire mobile results were higher than other sports betting states in the Northeast in January at 10.7%
- New Hampshire retail results were exceedingly high at 19.7%
 - This is the turnaround of poor VIP results in December at retail.

4. MARKETING

- **Director of Marketing, Maura McCann**, provided an overview of February's Tri State meeting that was held on February 10, 2023.

5. OPERATIONS

- **Chief Operating Officer, Lynda Plante**, announced there is one employee promotion, and it's New Hampshire Lottery employee Mike Theriault. Lynda will make further announcements and introductions at the next New Hampshire Commission meeting regarding this promotion.
- Ms. Plante reported that a total of 16 employees took part in the certified CPR/AED/First Aid course on March 2nd.
- She gave facilities updates on the building enhancements, that included the addition to more security cameras.
- Ms. Plante also gave an overview of the one filled position, and the current ten posted positions.

6. COMPLIANCE

- **Chief Compliance Officer, John Conforti**, reported that there are no formal reports. They will have sales reports for January and February for games of chance and HHR at the next NH commission meeting.
- Mr. Conforti stated as Jim noted earlier on in the meeting that they have seen growth in the state revenues coming in. He also expects that trend to continue over the next couple of months.

7. NEXT MEETING

- The next meeting is scheduled for Wednesday, April 26, 2023, at 10 a.m. at Lottery Headquarters.

Chairman Douglas entertained a motion to adjourn meeting at 10:47 a.m. which was made by Commissioner Crews and seconded by Commissioner Pierce. Motion passed 3-0.



Debra Douglas, Chairman



Andy Crews, Commissioner



Erle Pierce, Commissioner