

New Hampshire Lottery Commission
14 Integra Drive, Concord NH
Minutes of Commission Meeting
August 15, 2023 – 11:00 a.m.

Commissioners:

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

Lottery Staff in Attendance:

Charles McIntyre	Lynda Plante	Valerie King	Tyson Peltz
Kelly Crockett	James Duris	Len Mannino	

Others in Attendance:

Jody Grimbilas, SGI	Ryan Sahr, Intralot	Paula Maltman, SGI
Bobby Collins, RYP	Kristin Pare, Intralot	

Chairman Douglas called the meeting to order at 11:00 a.m.

1. ACCEPTANCE AND SIGNING OF PREVIOUS MINUTES

- Chairman Douglas requested a motion to the **Accept the Minutes of July 25, 2023**, meeting. Commissioner Crews so moved and was seconded by Commissioner Pierce; all in favor, minutes were accepted.

2. FINANCIAL REPORTS

- **Chief Financial Officer, James Duris**, presented a portion of the financials.
- Lottery sales for the month of June increased compared to the same period of the prior year. Keno and iLottery led the way both increasing for the month by \$0.6M. Powerball, Mega Millions and Lucky for Life all saw increases of over \$0.3M. Instant tickets had a modest growth. Year to Date (YTD) instant ticket revenues have increased compared to the prior year by \$5.8M. YTD Powerball and Mega Millions increases are \$7.2M and \$20.1M. iLottery has had an YTD increase of \$7.6M and Lucky for Life has increased \$2.9M, while Keno increased \$0.9M.
- Mobile sports betting revenue decreased \$0.2M compared to the previous year with \$1.7M in revenues. The handle was \$38.8M for the month, resulting in a decrease of \$6.7M compared to the prior year. Retail sports betting handle was \$4.5M for the month, with a decrease of \$7.5 compared to the prior year. This resulted in \$288K in revenue. Mobile YTD revenues are up \$11.6M and retail YTD revenues have increased \$1.9M compared to the prior year.
- Racing and gaming revenues increased over the prior year by \$65K for the month almost \$400K for the fiscal year. HHR revenues increased \$2.4 over the prior year. Total HHR revenue for the year was \$10M.
- Operating transfers for June were \$13.8M, this was above projections by \$3.0M. We projected the June transfer at \$14.3M. YTD transfers to Education Trust Fund (ETF) stand at \$187.1M, beating full year projections by \$47.4. Please keep in mind that the year-end results are only an estimate at this point and could change.
- Total income from treasury for the year was \$161K. This includes all four quarters.

Chairman Douglas requested a motion to accept the presented financial report. Commissioner Crews moved to accept, seconded by Chairman Pierce. Motion passed 3-0.

3. COMPLIANCE

- **Director of Investigations and Compliance, Valerie King**, requested a Motion for Lucky 7 and Keno regarding changes and additions to the rulemaking process.
- Ms. King requested a motion to approve an entry to Lucky 7 into the rulemaking process. The Lucky 7 rules specify the requirements for the manufacturing, distribution, and sale of pull-tab tickets pursuant to RSA 287-E, and ensure that the games are fair, honest, secure, and auditable. This rulemaking addresses changes made to the statute, implements new procedures intended to streamline the licensing process, and makes minor housekeeping edits to add clarity to existing requirements.

Chairman Pierce made the motion to enter Lucky 7 into rulemaking. Commissioner Crews seconded, and motion passed 3-0.

- Ms. King requested a motion to approve the new Keno rule into the rulemaking process. This rule is in reference to the \$500 License Fee to reflect the recent change in statute (per SB20, Chapter 93 of the Laws of 2023).

Chairman Douglas made a motion to enter Keno's new rule into the rule making process. Commissioner Crews seconded, and motion passed 3-0.

4. Next Meetings

- Tuesday, October 3, 2023, at 10am, located her at Lottery Headquarters.

Chairman Crews at 11:25am, entertained a motion to at adjourn and move into a nonpublic meeting which was made by Commissioner Douglas, seconded by Commissioner Pierce.



Debra Douglas, Chairman



Andy Crews, Commissioner



Erle Pierce, Commissioner

Respectfully submitted, *Kelly Crockett*