

TRI-STATE LOTTO COMMISSION
Minutes of Commission Meeting
February 10, 2023 – 10:00 a.m.

Commissioners:

Debra Douglas, Commission Chair, NH Lottery

Julie Sheehan, Commissioner, ME Lottery

Ed Flanagan, Commissioner, VT Lottery

Others in Attendance:

Charlie McIntyre, NH Lottery

Don Wenner, VT Lottery

Andrew Collier, VT Lottery

Lisa Rodrigue, ME Lottery

Anna McDonough, Fuseideas

Tom Remp, VT Lottery

Kristen Pare, Intralot

Calvin Rinck, SGI

Maura McCann, NH Lottery

Sylvia Buzzell, VT Lottery

Wendy Knight, VT Lottery

Kelly Crockett, NH Lottery

Steve Mason, Fuseideas

Ryan Sahr, Intralot

Carolyn Dennett, SGI

Taylor Bengtson, GYK

Kelley-Jaye Cleland, NH Lottery

Gregg Mineo, ME Lottery

Lynda Plante, NH Lottery

Heather Child, NH Lottery

Tammy Dubreuil, NH Lottery

Katie Brown, NH Lottery

Greta Larson, SGI

Ron Miguel, SGI

Commission Chair Douglas called the meeting to order at 10:33 a.m.

1. ACCEPTANCE OF MINUTES FROM FEBRUARY 10, 2023

- Motion was made by Commissioner Sheehan to Acceptance of Minutes from December 19, 2022, seconded by Commissioner Flanagan. So voted, unanimous.

2. FINANCE COMMITTEE – Don Wenner, Financial Manager for Vermont Liquor and Lottery reported:

- December YTD Results:
 - FY23 sales through December 31, 2022, the halfway point of the fiscal year, were higher than the same period in FY22 by \$2.170 million or 5.08%. Overall higher sales were driven by Fast Play which recorded a sales increase of \$2.547 million or 14.13%. Megabucks and Daily Numbers sales were down 3.61% and 0.82%, respectively. Gimme 5 sales were up 1.97%.
 - Corresponding to the higher sales, cost of sales through the second quarter were higher than the same period in FY22 by \$1.8 million or 5.8%. Operating expenses were lower than the same period in FY22 by \$303.7 thousand, driven by mainly by lower advertising costs.
 - Net profit from operations through two quarters of FY23 totaled \$12.63 million as compared to \$11.96 million during the same period in FY22.
 - There was \$2,930,395 in Expired Unclaimed Prizes at the end of December.
- New Mileage Reimbursement Rate:
 - Effective January 1, 2023, the IRS standard mileage reimbursement rate for employees using their own vehicle for Tri-State travel is 65.5 cents per mile. This is an increase of 3-cents from the 62.5 cent rate that applied during the second half of 2022.
- 2022 Tax Reporting:
 - All W2G and W2 forms were mailed to winners and staff by the January 31 due date.
- Annuity Quotes and Annuity/T-Strip Purchases for Megabucks Jackpot Winners:
 - In the aftermath of People's United Bank's acquisition by M&T Bank in 2022, there is a need to update processes and formalize agreements for obtaining this service. Discussions are ongoing with both M&T Bank and US Bank to determine which provider can best meet Tri-State's needs.

3. MARKETING AND PRODUCT DEVELOPMENT COMMITTEE – Maura McCann, NH Lottery Commission reported:

- Tri – State Megabucks:

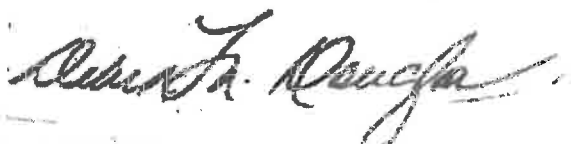
- Game change to incorporate the Monday draw scheduled to be executed September 18, 2023.
- The draw countdown procedures were originally distributed in July 2022, and were re-circulated to vendors and lotteries.
- The new Tri State logo has been approved and distributed to all vendors in all 3 states.
- Maura updated the group on the two upcoming Tri State scratch tickets:
 - Ultimate Cash Dash by Scientific Games, and Tri State is launching this first at a \$10 price point.
 - Golden Spin by Alchemy 3 will launch when the \$10 Ultimate Cash Dash is close to ending sales, also at the \$10 price point.
- Cash4Life and Lucky for Life merger to offer a \$1,000,000-year top prize.
- An upcoming Mega Millions is currently two years out with a possible \$5 price point. Offered will be a national jackpot, and a local state jackpot. Right now, there are no further updates.
- Powerball is looking to add Australia, and there are no further updates available currently for that.
- MUSL announced a Powerball sponsorship with NASCAR. This is scheduled to take place in Phoenix, Arizona November 3-5 for a chance to win \$1 million dollars.
- BIG COUNTRY CASH:
 - Maura reported that as part of the *I'm With the Band/\$5 Big Country Cash* promotion, the Lee Brice Tour schedule has been posted for the next few months and we are working with Alchemy 3 to determine when that tour will take place.
- Fast Play:
 - Fast play sales continue to perform well locally and against the industry.
 - Recent Fast Play 12-week Rankings are:
 - Vermont is #2 in the nation at over a \$0.40 WPC.
 - New Hampshire is at #4
 - Maine is at #5

4. NEXT MEETING

Next Meeting will be held at NH Lottery headquarters in Concord, April, 14, 2023, at 10:30am.

5. OTHER

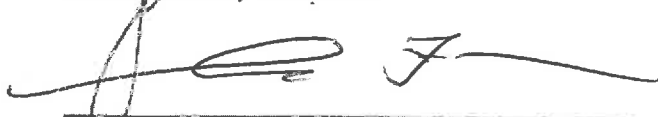
Commission Chair Douglas entertained a motion to adjourn; so moved by Commissioner Sheehan and seconded by Commissioner Flanagan. Meeting adjourned at 11:13 a.m.



Debra Douglas, Commission Chair



Julie Sheehan, Chairman



Ed Flanagan, Commissioner

Respectfully submitted, Kelly Crockett