

TRI-STATE LOTTO COMMISSION
Minutes of Commission Meeting
June 16, 2023 – 9:00 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	Maura McCann, NH Lottery	Kelley-Jaye Cleland, NH. Lottery
Don Wenner, VT Lottery	Kelly Crockett, NH Lottery	Lynda Plante, NH Lottery
Jim Duris, NH Lottery	Andrew Collier, VT Lottery	Amy Tucker, VT Lottery
Tom Remp, VT Lottery	Lisa Rodrigue, ME Lottery	Michael Boardman, ME Lottery

Commission Chair Douglas called the meeting to order at 9:00 a.m.

1. MARKETING AND PRODUCT DEVELOPMENT COMMITTEE – Maura McCann, NH Lottery Commission

- Ms. McCann reported that we received the SGI Contract for the \$10 Ultimate Dash ticket and all three states are happy with where we are with it. There's a licensing fee that we've agreed to of 1.75%, and how that breaks down is it's the revenue from the sales of scratch tickets. With all three states fees, this will go to paying Scientific Games for their contribution to this product, be it tickets, marketing support, and as well as the second chance drawing event. This event will be held in September of 2025 in Portland, Maine. This is great news for the product and development group. Maura's been working with Jim Duris, CFO of New Hampshire Lottery Commission for a Fiscal Year 2024-line item to pay that licensing fee out of.
- Maura reported the Dash event will be 13 winners across Maine, Vermont, and New Hampshire. The winners will be invited to come to Portland for three days and two nights, and there will be a welcome dinner. This event will be on Saturday morning where they go through this faux warehouse, and they pick up merchandise as well as the ability to win a \$1,000,000 prize. The number of prizes totaled is estimated at \$273,000. This is an estimate because we don't know what merchandise the players will be picking up when they go through the event. This cost will come out of expired unclaimed prize money, and it won't be until FY25.
- A motion to vote on the SGI Contract was made by Commissioner Flanagan, seconded by Commissioner Sheehan. So voted unanimous.

2. DRAW COMMITTEE REPORT – Maura McCann, NH Lottery Commission

- Maura revisited the draw audit contract with the committee. Maura was asked to go back and offer a lower rate with the audit company Anderson and Cloues. She reported to the committee that they declined the lower rate, and they had supporting reason for the decline. Maura reached out to other PR groups and found that the rate of \$120 is right in line with what other lotteries

tend to pay as an hourly rate. Maura also found that other states paid as high as \$170 up to \$540 per draw. Maura asked for a motion to accept the rate at \$120 with Anderson and Cloues.

- Commission Chair Douglas asked for a motion to accept the rate, Commissioner Sheehan moved, and seconded by Commissioner Flanagan. So voted, unanimous.

3. OTHER BUSINESS – Maura McCann, NH Lottery Commission

- Maura reported on the date and venue of the future away Tri State Lotto Commission meeting. November 16th and 17th, at Church Landing at Mill Falls in Meredith, New Hampshire. Arrivals can be on the 15th, with the partners on Friday. Maura asked for a motion to enter into a contract with Church Landing Mills Falls for our November away meeting.
- Commission Chair Douglas asked for a motion to accept, Commissioner Sheehan moved, and Commissioner Flanagan seconded. So voted unanimous.

4. FINANCE COMMITTEE – Don Wenner, VT Lottery

- Don also discussed the transition of Tri – State financials to Jim Duris, CFO of the New Hampshire Lottery Commission, where he will become Chair. This will go into effect September 1, 2023.
- Don discussed the final Board-approved FY24 Budget. This budget reflects the increase in Vermont advertising from \$500,000 to \$700,000 which was discussed during the meeting this morning.
- Chair Douglas accepts a motion to accept the budget with the one exception which would be the \$200,000 increase to the advertising budget for Vermont. Commissioner Sheehan moved, and Commissioner Flanagan seconded. So voted, unanimous.

5. NEXT MEETING:

- Next meeting will be held August 18, 2023, in Concord, New Hampshire.

Chairman Douglas entertained a motion to adjourn; so moved by Commissioner Sheehan and seconded by Commissioner Flanagan. Meeting adjourned at 9:35 a.m.



Debra Douglas, Commission Chair

Respectfully submitted, Kelly Crockett