

**STATE OF NEW HAMPSHIRE
LOTTERY COMMISSION**

**Sports Wagering Systems and Services
RFP LOT 2020-01**

ADDENDUM 1

NHLC amends RFP Lot 2020-01 “Sports Wagering System and Services” dated August 7, 2019 as follows:

1. Section 1, B “Schedule” is amended as follows (changes are noted in bold and italics):

EVENT	DATE	LOCAL TIME
RFP Released to Proposers (Advertisement)	August 7, 2019	
Proposer Inquiry Period Ends	August 26, 2019	4:00 PM
Final Agency Responses to Proposer Inquiries	September 4, 2019	4:00 PM
Proposers Submit Technical Proposals	<i>September 20, 2019</i>	<i>12:00 PM</i>
Estimate Timeframe for Proposer Oral Presentations and Interviews (by invitation)	<i>Week of September 30, 2019 or Week of October 7, 2019</i>	
Price Proposal Due (by invitation)	October 10, 2019	
Estimated Notification of Selection and Begin Contract Negotiations	October 17, 2019	
Estimated Date of Approval of Final Contract	November 20, 2019	

All times are local to New Hampshire (EDT)

2. Section 6, E “Oral Interviews and Product Demonstrations” is amended to add the following:

NHLC will consider allowing oral interviews and product demonstrations to be done remotely if the schedule requires.

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3. Pursuant to Section 3, B “Proposal Inquiries,” NHLC issues the following official responses to Proposer inquiries:

Number	Question	RFP Section	NHLC Response
1	Assuming the New Hampshire Lottery completed a market scope and revenue projection case while preparing the RFP, are the details of these findings available for proposers to review? (e.g. Revenue forecast)	General	NHLC provided general revenue projections during the legislative process which are publicly available. NHLC continues to conduct market analysis which is not currently complete but will be shared with selected agents as part of the negotiation process.
2	If GLI certification is not used, what is an acceptable similar certification, authority, and/or test lab?	Section 5.F.	NHLC will be willing to consider other industry recognized gaming laboratories. (GLI is provided as an example).
3	If GLI certification is used, what is the standard? GLI-33 for event wagering software and GLI-20 for kiosk hardware?	Section 5.F.	Yes.
4	When must the standard be met? Prior to launch or within a specified timeframe after launch?	Section 5.F.	All components will be certified at the time of launch unless there are extenuating circumstances that require an extension until post launch.
5	If the standard changes during, prior, or after launch, what is the cure period for the Proposer?	Section 5.F.	NHLC is willing to negotiate a grace period for changes in standards during the course of the contract.
6	Will any additional certifications for software and/or hardware be required?	Section 5.F.	At the present time we have not identified any other certifications that will be needed, however, if the Proposer intends on utilizing other equipment that is subject to a GLI standard, we would require a certification of that equipment. In the event that additional certifications are required by auditors or by law we will require that agents receive such certification in due course.
7	Please define estimated launch schedule for all three channels. Will launch be structured in a phased approach?	General	The launch schedule will be determined based on the contracting process and the proposals submitted. We anticipate that a phased approach will be used to launch different channels, however, that schedule is dependent on this RFP process. NHLC anticipates offering wagers in the first quarter of 2020 and anticipates a complete launch no later than the beginning of the third quarter of 2020.
8	If the Lottery chooses to maintain existing technology, please provide	General	The existing software is proprietary to Intralot. The existing hardware consists of Microlots, Multi-Purpose (MP) terminals and

Number	Question	RFP Section	NHLC Response
	technical requirements for each channel.		Winstations/Instant Ticket Vending Machines (ITVMs).
9	With respect to Charitable Gaming Rooms will these facilities require any additional licensure, other than for new employees?	General	There will be no additional licensing requirements for charitable gaming rooms that are selected to host sports wagering aside from the local approval of Retail Channel locations. All existing charitable gaming license requirements will remain in place.
10	If we desire to partner with any Keno retailers, will there be any additional licensure requirements that are not currently mandated for these locations? Essentially, will Sports Wagering MP's be viewed the same as Keno MP's?	General	Tier III wagering at Keno locations will require no additional licensing requirements. A kiosk offering Tier III wagers will be treated like a Keno MP for licensing purposes.
11	If this Agreement is not funded by monies of the United States, language regarding the same should be removed.	Appendix C, Part I, Section 6	NHLC does not anticipate that the clause identified will be relevant in this contract.
12	The non-solicitation language in Section 7.2 is too restrictive and should be revised to include certain specific exceptions for permissible hiring activity. For example, hiring former State employees and use of general advertisements and job postings not specifically targeting State employees or search firms that are not specifically directed to target State employees should be permitted.	Appendix C, Part I, Section 7.2	NHLC is open to negotiating more restrictive language in Section 7.2
13	These sections may require revision to ensure consistency with insurance coverage currently carried by Proposer.	Appendix C, Part I, Section 14.1.2 and 14.2	NHLC is willing to negotiate these terms if they offer analogous coverage/protection.
14	The provisions in this Section should be modified to avoid conflict with other provisions of the Agreement.	Appendix C, Part II, Section 3.16	NHLC is open to negotiating terms that are inconsistent within the Agreement.
15	This clause is too vague. Workspace requirements should be negotiated and more clearly spelled out.	Appendix C, Part II, Section 3.18	NHLC agrees that this clause will need to be further defined during negotiations and is open to those discussions.

Number	Question	RFP Section	NHLC Response
16	Permissible disclosures should also include disclosures pursuant to applicable law or the requirements of a national securities exchange.	Appendix C, Part II, Section 4.1	NHLC agrees with this proposed revision.
17	Contractor should also have a right of termination if there is a default by the Lottery that is not cured as provided.	Appendix C, Part II, Section 6.3	Given the fact that the contract will be for services required to meet state revenue projections, NHLC is willing to discuss remedies short of termination.
18	The service level agreement is not included as an Appendix.	Appendix C, Part II, Section 7.5	An agreement on SLAs will be negotiated after selection of the agent(s).
19	Data and Security Requirements will be subject to negotiation to ensure consistency with both functionality and operational capabilities of Contractor, its subcontractor(s) and the System as well as applicable legal requirements.	Appendix C, Part II, Section 8	NHLC is open to reasonable modifications on the terms of Section 8.
20	Should the Proposer integrate with Intralot's lottery system in order to have access to player's information for CRM purposes or should the Proposer have two different central system for lotteries and Sportsbook?	Section 5.B.b.	We expect each Proposer to have its own central wagering system and do not anticipate a full integration into the existing lottery or iLottery systems.
21	Should Proposers use the existing NPI wallet for sports wagering online, mobile and retail operations?	Section 5.B.d.	Proposers may propose an integration with the existing NPI player wallet but are not required to do so. NHLC is open to receiving proposals that contain a separate player wallet and payment solution.
22	What are the current New Hampshire payment methods for mobile?	Section 5.B.d.	Currently NHLC accepts Debit Cards, ACH and PayPal to fund an iLottery player wallet.
23	What companies would need to be integrated with a single sign-on?	Section 5.B.e.	Currently NHLC only has a sign-on for iLottery. Single sign-on would require coordination with NPI.
24	How do customers purchase lottery products in the current retail environment?	Section 5.B.k.	Currently NHLC products at retail environments are generally purchased through cash only, however, there are no laws prohibiting the use of debit cards or similar payment method. Proposers

Number	Question	RFP Section	NHLC Response
			are reminded that sports wagers may not be funded through credit cards.
25	Do we need to integrate with existing retailers or should we find our own local retailers and submit the approval to New Hampshire Lottery?	Section 5.C.e.	Proposers may propose to utilize existing licensed gaming facilities, new facilities or a combination of both. There are no “existing retailers” for the sports betting retail channel.
26	What is the existing hardware in lottery environments?	Section 5.D.e.	Intralot supplies Microlot, Winstation/Instant Ticket Vending Machines (ITVMs) and Multi-Purpose (MP) terminals.
27	Is there any kind of player account for Keno retailers?	Section 5.D.g	<p>There is no player account for physical lottery locations.</p> <p>To further clarify the RFP, the “Keno retailer subset” are bars and restaurants. The majority of the lottery retailer network consists of more traditional convenience stores, gas stations and grocery stores.</p>
28	Should Proposer integrate with Intralot and with the iLottery platform?	Section 5D.i.	This section relates to the existing NHLC retailer network which is serviced by the Intralot gaming system and communications network.
29	Can we know the current hardware and software that is being used currently?	Section 5.F.g.	NHLC does not have a BI system and relies on contractor’s proprietary systems. NHLC is seeking a BI solution from Proposers.
30	What are the current systems in place to handle all the batches of information?	Section 5.F.d.	NHLC is seeking a response relating to the Proposer’s system and how it is designed to handle spikes in wagering, such as the Super Bowl, etc.
31	Are you seeking integration with the Intralot or NPI system?	Section 5.F.a.	NHLC is seeking a core betting software system directly from the Proposer.
32	Can bets be settled outside New Hampshire or do all the bets have to be created and settled in New Hampshire?	Section 5.F.i.	The wagers must be initiated, completed and received within the state. That would include bet settlement.
33	Could you please clarify the mention of Bet settlement tools if outside of the core system?	Section 5.F.i.	This section requests information on bet settlement software only if it is not a part of the central wagering system.
34	Is there any third party currently used to offer this kind of service with the current offer of products?	Section 5.F.o.	NHLC currently uses Spectra Systems for its Independent Control System (ICS). NHLC does not require integration with the existing ICS

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			system and is open to any third-party trusted source to store a record of transaction data outside of the central wagering system for the purposes of validating the data in the central system.
35	Can bet settlement be done remotely or does it have to be done in New Hampshire?	Section 5.G.d.	The wagers must be initiated, completed and received within the state. That would include bet settlement.
36	Can we do the odds compilation and Management remotely or this has to be done in New Hampshire?	Section 5.G.b.	The wagers must be initiated, completed and received within the state, however, ancillary work such as odds compilation and management may be done remotely so long as it complies with all applicable state and federal laws.
37	Who is processing the payments for mobile, retail and online channels?	Section 5.G.b.	NPI contracts with WorldPay to process iLottery payments.
38	Should we coordinate with the current payment processors to centralize all payments or propose standalone payment processing?	Section 5.G.h. Section 5.H.h.	Proposers may propose to integrate with the existing player wallet and payment processing system or propose a standalone wallet or payment processing system.
39	What is the current third party auditor for New Hampshire Lottery	Section 5.H.k.	NHLC is audited by the New Hampshire State Legislature. Each Lottery vendor or agent will be responsible for obtaining their own audit.
40	Is there any current cash reservation policy for lottery?	Section 5.H.n.	NHLC does not have any cash reserve policies, we are asking Proposers to submit their proposed policies.
41	Could you please clarify what is meant by IRS Reporting? Is it regarding the operations?	Section 5.H.p.	This section addresses IRS reporting arising out of operations including W2G reporting, Form 8300 reporting and all other applicable IRS reporting.
42	Could you please clarify this question further as it is very general?	Section 5.H.q.	Segregation of duties are policies that ensure that one person does not hold permissions or responsibilities in a system or other environment that allows a person to commit and conceal a fraud undetected.
43	Can we make the transition from IAS Standards to SSAE Standards or might be using both standards?	Section 5.J.f.	NHLC will consider a transition period from IAS Standards to SSAE Standards after review and comparison of the standards.
44	Can we know the percentage that we will be retained and also if it's applicable on the stake or GGR (Gaming Gross Revenue)?	Section 5.J.f.	The percentage of GGR retained by the Proposer will be the subject of the Price Proposal after review and scoring of Technical Proposals.

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45	What is the W-2G rate applicable to the different channels Online, retail and mobile?	Section 5.J.f.	The W2G rate is set by the Internal Revenue Service.
46	Will the lottery operate its own lottery brand with its own skin (without a B2C partner skin).	Section 4	NHLC is open to accepting a proposal for a Lottery-branded sports book in any or all of the channels. Any such proposal would still require the proposer to offer the full service of sports betting services identified in the RFP.
47	Will the lottery operate as its own agent for one of the 5 mobile agents or will the lottery only use B2C operator skins as agents?	Section 5.B.	NHLC is open to accepting a proposal similar to existing lottery products in which NHLC is the “front facing” operator in partnership with Proposer.
48	Do you plan to provide iLottery player database access to all sports betting agents in the state?	Section 5B.b.	The determination on sharing of the player database will be made after selection of agents and may be the subject of contract negotiations.
49	Do you envision single sign on for all agents if there are multiple mobile agents in the state?	Section 5B.e	Proposers may, but are not required to, propose single sign-on capability. NHLC was seeking to learn the potential of a Proposer to offer single sign-on, but that is not a requirement for award. NHLC anticipates that single sign-on capability would not be utilized at launch but may be introduced in a subsequent phase of the project. NHLC has not yet made a determination on how to implement single sign-on and is evaluating a Proposer’s capability and willingness to implement single sign-on.
50	Do you plan to have consistent branding with the mobile product?	Section 5.D.a.	NHLC is open to different branding concepts. It is not a requirement that all channels be branded in the same manner. Proposers should offer the branding that they believe is best along with any variations they can provide.
51	Can you provide technical details about the existing terminals and software and their ratios across your vendors? Are they web enabled?	Section 5.D.e.	Much of the existing technology is proprietary in nature and NHLC is not in a position to provide specific technical details at this time. NHLC recognizes that proposers may be limited in proposing integration with the existing Lottery providers based on the lack of specific technical details.
52	Can you provide more technical details about the Keno retailer?	Section 5.D.g.	To further clarify the RFP, the “Keno retailer subset” refers to a differentiation in types of locations. Keno locations are bars and restaurants. The majority of the lottery retailer network consists of more traditional convenience stores, gas stations and grocery stores.

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53	We would like to amend certain contractual terms within Appendix C provided. These include, but are not limited to, the warranties and representations, indemnity, termination and data security provisions, the stipulated insurance provisions and the additional resource requirement from service providers (including the contract management provisions).	Appendix C	NHLC is open to negotiation and reasonable modification of the terms identified. In no event will NHLC accept wholesale standard agreements from Proposers as a replacement of the Appendix C document.
54	There are no page limitations on the responses requested for sections A. and J. Would the Lottery like to amend and restrict the page limits for the responses that vendors will provide on the sections mentioned above?	Page 8, Section 5	NHLC does not believe page limitations are required on those sections.
55	Could the Lottery please clarify whether by single sign-on functionality between iLottery & sports betting platforms, implies that players can login to different sportsbook mobile applications with their iLottery credentials? If yes, will the players be allowed to use their iLottery funds to buy sports betting wagers from the Sports Betting applications?	Section 4, VII	Single sign-on functionality is not a requirement in the RFP. A Proposer who sought to propose a single sign-on would mean that it would create functionality for players to sign on once to access their iLottery accounts or sports wagering accounts. This is separate from Player Account Management (PAM) integration which would allow for funding of sports wagers through iLottery player accounts/wallets. Neither single sign-on nor PAM integration is a requirement.
56	Could the Lottery please provide examples of anticipated Tier III sports wagers for the Lottery Network channel?	Section 5.D.	Examples of Tier III wagers would be parlays, multiple event proposition wagers, pools, football parlay cards, etc.
57	Our understanding is that Lottery Network (Tier III) and the internet/mobile sports wagering license(s) (Tier I) will be allowed to offer their product & services all over the New Hampshire state without any legal limitations/restrictions. Please confirm or state otherwise.	General	Wagering must be offered based on the applicable statute, regulations and contractual terms as set forth in this RFP. There is no requirement for a local approval of mobile wagering or Tier III lottery channel wagering.
58	Does this imply that proposers for less than 3 channels will not be	Section 1	Proposers for any channel are expected to propose a full service solution relative to that channel. That

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	asked to propose full-service solutions?		solution can be comprised of subcontractors but will still be the prime responsibility of the Proposer.
59	Will the Lottery consider an extension to the Proposal Submission deadline	Section 1.B.	Modifications to the schedule are provided in this Addendum 1.
60	The proposer may not wish to open/lease/operate retail locations, rather they may wish to service them with all required services and technologies. Would this be allowed?	Section 4.II.	A Proposer may co-locate with another business or lease/rent space from another entity. There is no requirement that the Proposer directly own or lease the location. Proposers will be expected to operate the sports wagering operations at that location.
61	The wording here alludes to all proposers providing acquisition services in coordination with the lottery. Not all proposers can jointly support the lottery's CRM and advertising programs, so assumedly the lottery will only choose one proposer for the marketing of its own brand/operation?	Section 4.III.	All Proposers will be expected to engage in acquisition and CRM to support their own operations.
62	Please define "jurisdiction."	Section 4.IV.	NHLC will consider a jurisdiction to be any governmental entity with a separate regulatory regime for gaming/sports wagering. That can be national, regional, state, provincial or municipal. We are asking that Proposers have operated in at least three (3) separate regulatory environments.
63	Does the current PAM (Player Account Management) provider already provide geolocation of a player, KYC (Know Your Customer) requirements including identity, age and eligibility to play, all relevant AML (Anti-Money Laundering) compliance requirements, and fraud protection and detection?	Section 4.VII.	Yes.
64	Can the lottery elaborate on the "sports integrity monitoring programs" that it may approve, in order for the proposer to estimate accurate costs.	Section 4.VIII.	NHLC will accept any of the industry standard integrity monitoring programs that use betting data from multiple sources to identify integrity concerns.

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65	Does the lottery intend to launch its own mobile “skin”?	Section 5.B.	NHLC is open to accepting a proposal where the Lottery serves as a mobile skin in partnership with a sports wagering provider but will also consider proposals for existing brands or a hybrid between the two.
66	Is the Lottery proposing to potentially share its existing player database with multiple Mobile ‘agents’?	Section 5.B.	The determination on sharing of the player database will be made after selection of agents and may be the subject of contract negotiations.
67	Must a proposer also act as an agent (rather than a supplier to the lottery)? It seems as though the only eligible proposers are those that are planning to open their own locations. Please confirm that this understanding is correct.	Section 5.C.	NHLC is seeking proposals for sports wagering agents, not just suppliers.
68	Please define “Substantial history” and “similar markets.”	Section 6	Substantial history could be in terms of a great number of jurisdictions or over time in fewer jurisdictions. Similar markets means either US or foreign markets of roughly equivalent size to New Hampshire. Experience in larger markets may also be used.
69	Are personal disclosures of key employees/stakeholders made public?	Section 7	Any request for documents submitted will be governed by New Hampshire law RSA 91-A. NHLC will take all steps in compliance with the law to protect documents that are reasonably identified as confidential.
70	Within the aggressive timeline put forth by the Commission, when and what secondary submission opportunities will be available to ensure a competitive marketplace? For example, if the lottery fails to award 5 mobile contracts in this initial RFP process, will opportunities for consideration be open until all available contracts are awarded?	General	NHLC intends to award contracts to all sports wagering agents through this RFP process subject to all of the rights provided to NHLC by RSA 287-I and the language of the RFP.
71	Will the Commission publish all questions submitted during the Proposer Inquiry Period along with the relative answers?	General	Yes, subject to the provisions of Section 3, B of the RFP.
72	Will there be an opportunity and venue for follow-up discussions	General	Not at this time.

Number	Question	RFP Section	NHLC Response
	based upon the answers to the inquiries?		
73	The RFP states “Proposals must be valid for one hundred and eighty (180) days following the deadline for submission of Proposals in Schedule of Events, or until the Effective Date of any resulting Contract, whichever is later.” Because the Schedule of Events includes distinctive deadlines for technical, price and other proposals, how is the 180 days applied?	General	The 180 day period will run from the date of submission of the Technical Proposal.
74	In an example where one party is the Sports Wagering operator and the other party is a retail food and beverage operator. Which party would be the “proposer”?	General	The entity that is operating the sports wagering would be the Proposer.
75	If the Sports Wagering operator was defined as the “proposer” what role should the food and beverage operator play in licensing? What would be required of this organization and their officers?	General	This would depend on the role that the food and beverage operator and its employees would have on sports betting operations. The requirements spelled out in the RFP are for sports betting operators and their subcontractors in those operations.
76	Would it be possible to further define the requirement for on-site employee licensing? Cost, frequency, level of effort?	General	The requirements on the agent and its employees are contractual in nature there is no requirement for employee licensing.
77	If Proposer is a joint venture, is there an obligation to return litigation, fines, etc. for the parent companies, beyond the direct relationship in the joint venture.	General	NHLC wants to insure that agents/vendors are of the highest ethical standards. Joint ventures should disclose the requested information for the members of the joint venture including subsidiaries of the parent companies.
78	If Proposer is a new joint venture, how should it fulfill the request for historical financial records?	Section 5.A.II.	Proposer should provide the financial records from the companies that comprise the joint venture.
79	With respect to the Lottery Channel, can you please provide a scope of services that would be requested in this channel?	General	The Scope of Work is identified generally in Section 4 of the RFP, a specific scope of work would be negotiated with the selected Agents.
80	Does the Lottery plan on having all sports wagering (all vendors/agents	Section 1.A.	NHLC anticipates that there will be separate launch dates. Launch dates will be based on

Number	Question	RFP Section	NHLC Response
	across retail, mobile, and lottery channels) having the same launch date, or does the Lottery foresee the possibility of separate launch dates for each channel and/or vendor/agent?		readiness of the Agent to launch. NHLC anticipates that all Agents be prepared to launch as soon as practical after contract execution, and no later than September 1, 2020.
81	Does the Lottery expect to work with mobile agents to promote their mobile sports betting platform through existing Lottery retail locations, for example the placement of advertisements for mobile sports betting bonuses and promotions at Lottery retail locations?	Section 4.III.	Yes.
82	Can the Lottery provide an example of the types of existing financial reports they receive from a vendor or vendors as a model?	Section 4.IX.	Yes, an example of typical financial reporting to the Lottery is attached to this Addendum as Attachment 1.
83	If a Proposer serves a single business in multiple jurisdictions, is each individual jurisdiction counted as a “client” or is the business considered one “client”?	Section 5.A.III.d.	A single business in multiple jurisdictions can be identified as a separate client for each jurisdiction.
84	If a proposer has a parent company that provides services to clients, can those clients’ references be used?	Section 5.A.III.d.	Yes.
85	If a Proposer offers sports wagering directly to customers, rather than as a service provider to another business, is it required to comply with the requirements of this subdivision?	Section 5.A.III.d.	Yes, but the information from a jurisdiction’s regulatory body would also be acceptable.
86	Will the Proposers be given access to the iLottery platform, or its technical specifications, in order to determine the feasibility of a single sign-on with the Proposer’s sports wagering platform?	Section 5.B.	Single sign-on is not a requirement of the RFP. After selection, agents will be provided any technical information needed from NPI to investigate and execute single sign-on if it is deemed appropriate.
87	Is it the Lottery’s intent to require customers to physically be present in the State of New Hampshire at	Section 5.F.	Yes. Players must be physically present in NH at the time of deposit and payment of wagers.

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	the time of deposit of funds and payment of wager?		
88	Are there any similar systems in use in New Hampshire currently for other industries to have independent corroboration of their transactional data that may be looked to as a model for such a system?	Section 5.J.	NHLC currently uses Spectra Systems for its Independent Control System (ICS).
89	Do the procedures identified in the last paragraph of Section 7, E apply to information that the Lottery has deemed subject to disclosure or does the Lottery intend to release confidential information it determines to be properly exempted from disclosure unless the Proposer obtains a court order preventing such release?	Section 7.E.	NHLC will not release information that it deems confidential and protected from disclosure under New Hampshire law. The identified language would relate to a situation where there was a dispute or doubt about the confidentiality of requested documents and would give the agent an opportunity to prevent a disclosure.
90	Will the Lottery consider modification/exception to the language related to confidentiality provided in Appendix C during the contract negotiation?	Appendix C, 4.2	NHLC is open to negotiating specific language in that section with the understanding that NHLC cannot waive or modify any requirements under RSA 91-A.
91	Will the Lottery consider modification/exception to the language related to this provision during the contract negotiation phase?	Appendix C, 6.4	NHLC is open to negotiation of that language.
92	Will the Lottery consider modification/exception to the language related to this provision during the contract negotiation phase?	Appendix C, 8.3(b)	NHLC is open to negotiation of that language.
93	Is there anything specific the Lottery is seeking to see included in our Business Continuity and Disaster Recovery Plan?	Appendix C, 9.4	NHLC is not seeking anything specific, merely a commercially reasonable plan to address continuity of operations and recovery in the event of a disaster/unforeseen event.

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94	Would the Lottery be willing to provide the last 12 months of charitable gaming revenue or tax collected by location?	General	Yes, a copy is attached as Attachment 2 to this Addendum.
95	Would it be acceptable for Proposers to use an established sports betting brand for the mobile skin?	General	Yes.
96	Would it be acceptable for Proposers to use an established sports betting brand at each proposed retail location?	General	Yes.
97	Would the Lottery please clarify whether it intends for the same brand to be used across all channels?	General	NHLC is open to different branding concepts that will be informed by the responses to this RFP and market research. At this time, a determination has not been made on a single branding for all channels.
98	Would the Lottery please clarify if it intends to have a common back-office trading platform across all channels and skins, sharing the same betting offer, lines, prices, and risk management pooling?	General	NHLC does not envision a common back-office platform. Each proposer is expected to have its own back-office platform and to grant access to NHLC to perform regulatory and financial oversight.
99	Due to the potential volume and size of financial statements, would the Lottery be willing to accept submission of financial statements on electronic media only?	Section 5.II.	Yes.
100	Would the Lottery please confirm that it is inquiring about Proposers' experience in markets with multiple skins? Or, rather, is the Lottery suggesting the possibility of all mobile agents operating under a similar skin?	General	NHLC is asking about Proposer's experience in markets either as the sole skin or with multiple skins. NHLC is not suggesting that all mobile agents operate under a similar skin.
101	While it is understood that the specific terms and conditions included in the RFP are not subject to further negotiation unless objections are raised during the Proposer Inquiry Period, key substantive portions of the agreement to be awarded pursuant to this RFP, such as service levels	Appendix C	NHLC acknowledges that key portions of the agreement require additional negotiation, including Service Level Agreements (SLAs), Scope of Work and payment terms. After selection of an Agent(s), NHLC will open contract negotiation on these terms. NHLC has addressed the specific terms that it is willing to negotiate in the Q&A. Additional terms which have been left

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	and the referenced exhibits in the standard terms and conditions, are missing. Would the Lottery please explain how these provisions will be negotiated and the applicable process?		blank (such as SLAs) will be negotiated at that time.
102	Will the Lottery please specify the specific forms that will be attached as Exhibits A, B and C to the Standard Terms and Conditions, and how these exhibits will be negotiated and finalized?	Appendix C	Exhibit A will be the Scope of Work which will be crafted based on the Proposer's response, Exhibit B will be the Pricing Terms which will be based on the Proposer's price proposal and Exhibit C will be any exceptions/modifications from standard State terms. After selection of an Agent(s), NHLC will open contract negotiation on these terms.
103	As Section 6.3 of Appendix C is related to compliance with Executive Order No. 11246 and related rules, regulations and guidelines, would the Lottery please confirm that the final sentence of this section is limited in scope to confirming compliance with this Executive Order?	Appendix C, 6.3	Yes, that is correct.
104	Section 8.1.1 states that a failure to perform the Services satisfactorily or on schedule constitutes an Event of Default, Performing Services satisfactorily is broad. Would the Lottery consider negotiating this section to either delete the satisfactory requirement and only include the timely provision of Services or otherwise set forth more defined terms of what constitutes satisfactory performance other than provision of Services pursuant to the terms of the agreement?	Appendix C, 8.1.1	NHLC is open to reasonable modifications of that provision during negotiations.
105	Sections 8.2 and 8.2.1 provides the Contractor with at most 30 days to cure an Event of Default from the date of notice. Would the Lottery be willing to negotiate this term to allow Contractor to begin curing the Event of Default within 30	Appendix C, 8.2, 8.2.1	NHLC is open to reasonable modifications of that provision during negotiations.

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	days, but if it is not an Event of Default that can be cured in such period of time, to extend the time period to a reasonable period of time?		
106	As all of the remedies set forth for Events of Default in Section 8 (including in Section 8.2.2 suspending and terminating all payments otherwise payable until the default is cured) apply to immaterial and material defaults, would the Lottery be willing to consider negotiating this section to ensure that the remedies for immaterial defaults are fair and reasonable? For example, would the Lottery be willing to revise the remedies to apply only to material defaults or immaterial defaults that have not been cured during the stated period?	Appendix C, 8.2.2	NHLC is open to reasonable modifications of that provision during negotiations.
107	Would the Lottery be willing to consider revising Section 9.3 to specify that only disclosure of confidential data, or data that is otherwise not to be disclosed by Contractors under N.H. RSA chapter 91-A, requires prior written approval of the State?	Appendix C, 9.3	Yes, only disclosure of confidential data will require written approval.
108	Would the Lottery please confirm that the Contractor's liability under Section 13 is subject to Section 2 – General Terms and Conditions, Section 2.12 (Force Majeure) and consider revising the terms to clarify this point?	Appendix C, 13	Yes.
109	Would the Lottery be willing to consider revising Section 13 to clarify that any losses or damages to the extent caused by the Lottery are not covered by the Contractor's indemnification obligation?	Appendix C, 13	NHLC is open to reasonable modifications of that provision during negotiations.

Number	Question	RFP Section	NHLC Response
110	Could the Lottery please confirm our understanding that the reference in 2.1 B to “Part 2 – General Terms and Conditions” refers to Section 2 – General Terms and Conditions?	Appendix C, 2.1B	Yes, Part 2 refers to “Section 2 – General Terms and Conditions” this will be clarified in the final contracts.
111	Will the Lottery please specify the order of precedence for the other sections of the contract included in the RFP?	Appendix C, 2.2	Any additional provision included in the contract will be considered documents identified in Appendix C, 2.1C.
112	Would the Lottery be willing to consider a limitation on the Contractor’s liability	Appendix C	NHLC is open to negotiation on a limitation of liability but will not address specific language at this time.
113	Would the Lottery be willing to consider revising Section 6.2 to specify that the Lottery will not procure services pursuant to section 6.2(d) except in the case of a material, uncured breach whereby the Contractor cannot or will not provide the Services?	Appendix C, 6.2	NHLC is open to reasonable modifications of that provision during negotiations.
114	Section 6.2(d) provides that the remedy available to the Lottery to procure services is subject to “the limitations of liability set forth in the Contract”. Will the Contractor be able to negotiate a reasonable limitation on its aggregate liability under this Agreement to be awarded pursuant to this RFP?	Appendix C, 6.2C	NHLC is open to negotiation on a limitation of liability.
115	Will the Lottery please specify when and how the license terms and related intellectual property provisions will be negotiated?	Appendix C	NHLC will negotiate these provisions during the contract negotiations after selection of Agent(s).
116	Would the Lottery please specify whether and when service levels and any associated liquidated damages will be negotiated?	Appendix C	SLAs will be the subject of contract negotiations with the selected Agent(s).

<End>

GAMES OF CHANCE REVENUE BREAKDOWN

JULY 2018				
Room	Total Revenue	Total Tax	Total Charity Allocation	Total GOE Retained
Casablanca Casino, LLC	\$ 83,712.00	\$ 8,558.17	\$ 29,299.20	\$ 45,854.63
Cheers Poker Room & Casino	\$ -	\$ -	\$ -	\$ -
Concord Bingo Too, LLC	\$ 84,027.00	\$ 9,304.35	\$ 29,081.50	\$ 45,641.15
EESKAY NH, Inc.	\$ 538,937.00	\$ 54,109.10	\$ 188,627.95	\$ 296,199.95
Granite State Poker Alliance, LLC	\$ 194,576.00	\$ 23,475.15	\$ 70,537.90	\$ 100,562.95
HBC Gaming, LLC	\$ 73,124.00	\$ 7,312.40	\$ 25,593.70	\$ 40,217.90
Kymalimi, LLC	\$ 674,119.56	\$ 67,411.95	\$ 235,941.85	\$ 370,765.76
Lebanon Poker Room & Casino, LLC	\$ 27,134.00	\$ 3,410.15	\$ 9,496.90	\$ 14,226.95
New England Gaming & Consulting, LLC	\$ 18,153.00	\$ 1,783.80	\$ 6,353.55	\$ 10,015.65
NHCG, LLC	\$ 155,922.40	\$ 16,252.31	\$ 54,572.84	\$ 85,097.25
Northwoods Casino	\$ 9,495.00	\$ 1,207.50	\$ 3,699.15	\$ 4,588.35
Oceanfront Gaming, Inc.	\$ 147,618.50	\$ 14,795.95	\$ 51,666.48	\$ 81,156.07
Pleasant Street Gaming, LLC	\$ 8,186.00	\$ 812.60	\$ 2,865.10	\$ 4,508.30
Seabrook Gaming, LLC	\$ 168,095.00	\$ 18,215.85	\$ 58,833.25	\$ 91,045.90
Seacoast Fundraising, LLC	\$ 232,646.00	\$ 26,003.80	\$ 81,438.00	\$ 125,204.20
TOTALS:	\$ 2,415,745.46	\$ 252,653.08	\$ 848,007.37	\$ 1,315,085.01

AUGUST 2018				
Room	Total Revenue	Total Tax	Total Charity Allocation	Total GOE Retained
Casablanca Casino, LLC	\$ 73,348.00	\$ 7,317.80	\$ 25,671.80	\$ 40,358.40
Cheers Poker Room & Casino	\$ -	\$ -	\$ -	\$ -
Concord Bingo Too, LLC	\$ 63,944.00	\$ 7,416.45	\$ 22,380.40	\$ 34,147.15
EESKAY NH, Inc.	\$ 492,031.00	\$ 49,369.50	\$ 172,210.85	\$ 270,450.65
Granite State Poker Alliance, LLC	\$ 271,686.00	\$ 28,201.50	\$ 95,090.10	\$ 148,394.40
HBC Gaming, LLC	\$ 57,836.00	\$ 7,424.30	\$ 20,242.60	\$ 30,169.10
Kymalimi, LLC	\$ 757,125.00	\$ 76,068.35	\$ 264,993.75	\$ 416,062.90
Lebanon Poker Room & Casino, LLC	\$ 75,817.50	\$ 7,799.00	\$ 26,536.13	\$ 41,482.37
New England Gaming & Consulting, LLC	\$ 15,869.00	\$ 1,603.20	\$ 5,554.15	\$ 8,711.65
NHCG, LLC	\$ 126,654.50	\$ 13,735.80	\$ 44,329.08	\$ 68,589.62
Northwoods Casino	\$ 4,028.00	\$ 518.50	\$ 1,571.15	\$ 1,938.35
Oceanfront Gaming, Inc.	\$ 128,902.00	\$ 12,890.20	\$ 45,115.70	\$ 70,896.10
Pleasant Street Gaming, LLC	\$ 8,077.00	\$ 807.70	\$ 2,826.95	\$ 4,442.35

GAMES OF CHANCE REVENUE BREAKDOWN

Seabrook Gaming, LLC	\$	157,258.00	\$	17,075.95	\$	55,040.30	\$	85,141.75
Seacoast Fundraising, LLC	\$	204,211.00	\$	24,190.20	\$	71,486.00	\$	108,534.80
TOTALS:	\$	2,436,787.00	\$	254,418.45	\$	853,048.96	\$	1,329,319.59

SEPTEMBER 2018

Room	Total Revenue	Total Tax	Total Charity Allocation	Total GOE Retained
Casablanca Casino, LLC	\$ 71,323.50	\$ 7,328.60	\$ 24,963.23	\$ 39,031.67
Cheers Poker Room & Casino	\$ -	\$ -	\$ -	\$ -
Concord Bingo Too, LLC	\$ 58,001.00	\$ 6,545.70	\$ 20,300.35	\$ 31,154.95
EESKAY NH, Inc.	\$ 533,375.00	\$ 53,670.60	\$ 186,681.25	\$ 293,023.15
Granite State Poker Alliance, LLC	\$ 203,009.00	\$ 22,574.70	\$ 71,053.15	\$ 109,381.15
HBC Gaming, LLC	\$ 14,231.00	\$ 1,423.10	\$ 4,980.85	\$ 7,827.05
Kymalimi, LLC	\$ 743,171.50	\$ 74,570.90	\$ 260,110.03	\$ 408,490.57
Lebanon Poker Room & Casino, LLC	\$ 67,767.50	\$ 7,032.85	\$ 23,718.63	\$ 37,016.02
New England Gaming & Consulting, LLC	\$ 8,197.00	\$ 1,680.10	\$ 2,868.95	\$ 3,647.95
NHCG, LLC	\$ 126,129.00	\$ 13,341.05	\$ 44,145.15	\$ 68,642.80
Northwoods Casino	\$ 1,409.00	\$ 222.70	\$ 493.15	\$ 693.15
Oceanfront Gaming, Inc.	\$ 90,222.50	\$ 10,037.05	\$ 31,577.88	\$ 48,607.57
Pleasant Street Gaming, LLC	\$ 6,957.00	\$ 695.70	\$ 2,434.95	\$ 3,826.35
Seabrook Gaming, LLC	\$ 125,839.00	\$ 14,846.25	\$ 44,043.65	\$ 66,949.10
Seacoast Fundraising, LLC	\$ 163,885.00	\$ 21,580.50	\$ 57,359.75	\$ 84,944.75
TOTALS:	\$ 2,213,517.00	\$ 235,549.80	\$ 774,730.97	\$ 1,203,236.23

OCTOBER 2018

Room	Total Revenue	Total Tax	Total Charity Allocation	Total GOE Retained
Casablanca Casino, LLC	\$ 60,405.50	\$ 6,123.15	\$ 21,141.93	\$ 33,140.42
Cheers Poker Room & Casino	\$ -	\$ -	\$ -	\$ -
Concord Bingo Too, LLC	\$ 65,699.00	\$ 7,425.65	\$ 22,994.65	\$ 35,278.70
EESKAY NH, Inc.	\$ 508,309.00	\$ 51,118.00	\$ 177,908.15	\$ 279,282.85
Granite State Poker Alliance, LLC	\$ 240,708.00	\$ 25,228.40	\$ 84,247.80	\$ 131,231.80
HBC Gaming, LLC	\$ -	\$ -	\$ -	\$ -
Kymalimi, LLC	\$ 768,515.50	\$ 76,851.55	\$ 268,980.43	\$ 422,683.52
Lebanon Poker Room & Casino, LLC	\$ 55,858.00	\$ 5,999.50	\$ 19,550.30	\$ 30,308.20
New England Gaming & Consulting, LLC	\$ 15,140.00	\$ 1,494.80	\$ 5,299.00	\$ 8,346.20

GAMES OF CHANCE REVENUE BREAKDOWN

NHCG, LLC	\$ 144,045.50	\$ 14,498.40	\$ 50,415.93	\$ 79,131.17
Northwoods Casino	\$ 15,192.00	\$ 1,758.80	\$ 5,317.20	\$ 8,116.00
Oceanfront Gaming, Inc.	\$ 66,953.00	\$ 6,695.30	\$ 23,433.55	\$ 36,824.15
Pleasant Street Gaming, LLC	\$ 5,343.00	\$ 534.30	\$ 1,870.05	\$ 2,938.65
Seabrook Gaming, LLC	\$ 128,881.00	\$ 13,959.70	\$ 45,108.35	\$ 69,812.95
Seacoast Fundraising, LLC	\$ 196,165.00	\$ 21,684.60	\$ 68,657.75	\$ 105,822.65
TOTALS:	\$ 2,271,214.50	\$ 233,372.15	\$ 794,925.09	\$ 1,242,917.26

NOVEMBER 2018				
Room	Total Revenue	Total Tax	Total Charity Allocation	Total GOE Retained
Casablanca Casino, LLC	\$ 65,231.50	\$ 6,664.70	\$ 22,831.03	\$ 35,735.77
Cheers Poker Room & Casino	\$ 18,011.00	\$ 2,228.10	\$ 6,303.85	\$ 9,479.05
Concord Bingo Too, LLC	\$ 38,593.00	\$ 6,066.55	\$ 13,507.55	\$ 19,018.90
EESKAY NH, Inc.	\$ 546,612.00	\$ 54,982.80	\$ 191,314.20	\$ 300,315.00
Granite State Poker Alliance, LLC	\$ 265,956.00	\$ 28,243.00	\$ 93,084.60	\$ 144,628.40
HBC Gaming, LLC	\$ -	\$ -	\$ -	\$ -
Kymalimi, LLC	\$ 765,179.00	\$ 76,517.90	\$ 267,812.65	\$ 420,848.45
Lebanon Poker Room & Casino, LLC	\$ 36,891.00	\$ 5,620.40	\$ 12,911.85	\$ 18,358.75
New England Gaming & Consulting, LLC	\$ 15,449.00	\$ 1,566.90	\$ 5,407.15	\$ 8,474.95
NHCG, LLC	\$ 132,663.00	\$ 14,136.25	\$ 46,432.05	\$ 72,094.70
Northwoods Casino	\$ 17,783.00	\$ 2,009.90	\$ 6,224.05	\$ 9,549.05
Oceanfront Gaming, Inc.	\$ 61,533.00	\$ 6,306.35	\$ 21,536.55	\$ 33,690.10
Pleasant Street Gaming, LLC	\$ 3,935.00	\$ 393.50	\$ 1,377.25	\$ 2,164.25
Seabrook Gaming, LLC	\$ 127,350.00	\$ 15,079.95	\$ 44,572.50	\$ 67,697.55
Seacoast Fundraising, LLC	\$ 226,259.00	\$ 25,152.90	\$ 79,190.65	\$ 121,915.45
TOTALS:	\$ 2,321,445.50	\$ 244,969.20	\$ 812,505.93	\$ 1,263,970.37

DECEMBER 2018				
Room	Total Revenue	Total Tax	Total Charity Allocation	Total GOE Retained
Casablanca Casino, LLC	\$ 73,287.00	\$ 7,432.40	\$ 25,650.45	\$ 40,204.15
Cheers Poker Room & Casino	\$ 31,987.50	\$ 3,238.08	\$ 11,195.63	\$ 17,553.79
Concord Bingo Too, LLC	\$ 59,192.00	\$ 7,048.00	\$ 20,717.20	\$ 31,426.80
EESKAY NH, Inc.	\$ 663,448.00	\$ 66,629.40	\$ 232,206.80	\$ 364,611.80
Granite State Poker Alliance, LLC	\$ 294,084.00	\$ 30,311.95	\$ 102,929.40	\$ 160,842.65

GAMES OF CHANCE REVENUE BREAKDOWN

HBC Gaming, LLC	\$	-	\$	-	\$	-	\$	-
Kymalimi, LLC	\$	840,764.50	\$	84,076.45	\$	294,267.58	\$	462,420.47
Lebanon Poker Room & Casino, LLC	\$	66,834.00	\$	6,826.10	\$	23,391.90	\$	36,616.00
New England Gaming & Consulting, LLC	\$	15,779.00	\$	1,704.80	\$	5,522.65	\$	8,551.55
NHCG, LLC	\$	158,777.50	\$	16,002.40	\$	55,572.13	\$	87,202.97
Northwoods Casino	\$	12,174.00	\$	1,444.45	\$	4,260.90	\$	6,468.65
Oceanfront Gaming, Inc.	\$	63,520.50	\$	6,971.65	\$	22,232.18	\$	34,316.67
Seabrook Gaming, LLC	\$	100,866.00	\$	11,447.15	\$	35,303.10	\$	54,115.75
Seacoast Fundraising, LLC	\$	161,502.00	\$	24,521.35	\$	56,525.70	\$	80,454.95
TOTALS:	\$	2,542,216.00	\$	267,654.18	\$	889,775.62	\$	1,384,786.20

JANUARY 2019

Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Lakes Region Casino	\$ 6,441.45	\$ 62,780.00	\$ 21,973.00	\$ 34,365.55
Cheers Poker Room & Casino	\$ 1,543.05	\$ 11,970.50	\$ 4,189.68	\$ 6,237.77
Keene Casino	\$ 6,913.70	\$ 60,017.00	\$ 21,005.95	\$ 32,097.35
Boston Billiard Club & Casino	\$ 60,913.40	\$ 604,139.00	\$ 211,448.65	\$ 331,776.95
Manchester Poker Room & Casino	\$ 29,795.75	\$ 272,951.00	\$ 95,532.85	\$ 147,622.40
Aces & Eights Casino	\$ -	\$ -	\$ -	\$ -
Chasers Poker Room	\$ 81,414.23	\$ 814,142.25	\$ 284,949.79	\$ 447,778.23
Lebanon Poker Room & Casino	\$ 7,011.70	\$ 68,171.50	\$ 23,860.03	\$ 37,299.77
The Governor's Inn	\$ 1,164.70	\$ 9,915.00	\$ 3,470.25	\$ 5,280.05
The River Casino & Sports Bar	\$ 15,257.80	\$ 151,854.50	\$ 53,149.08	\$ 83,447.62
Northwoods Casino	\$ 1,724.15	\$ 15,423.00	\$ 5,398.05	\$ 8,300.80
Ocean Gaming Casino	\$ 6,041.75	\$ 59,342.50	\$ 20,769.88	\$ 32,530.87
Seabrook Gaming, LLC	\$ 13,967.25	\$ 126,906.00	\$ 44,417.10	\$ 68,521.65
The Poker Room at One Lafayette	\$ 27,456.60	\$ 249,554.00	\$ 87,343.90	\$ 134,753.50
TOTALS:	\$ 259,645.53	\$ 2,507,166.25	\$ 877,508.21	\$ 1,370,012.51

FEBRUARY 2019

Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Lakes Region Casino	\$ 6,948.90	\$ 69,347.00	\$ 24,271.45	\$ 38,126.65
Keene Casino	\$ 6,584.85	\$ 59,436.00	\$ 20,802.60	\$ 32,048.55

GAMES OF CHANCE REVENUE BREAKDOWN

Boston Billiard Club & Casino	\$ 59,246.80	\$ 587,108.00	\$ 205,487.80	\$ 322,373.40
Manchester Poker Room & Casino	\$ 30,062.25	\$ 276,161.00	\$ 96,656.35	\$ 149,442.40
Aces & Eights Casino	\$ -	\$ -	\$ -	\$ -
Chasers Poker Room	\$ 80,962.50	\$ 808,021.50	\$ 282,807.53	\$ 444,251.47
Lebanon Poker Room & Casino	\$ 7,038.60	\$ 65,330.50	\$ 22,865.68	\$ 35,426.22
The Governor's Inn	\$ 1,985.70	\$ 18,864.00	\$ 6,602.40	\$ 10,275.90
The River Casino & Sports Bar	\$ 16,364.60	\$ 162,551.50	\$ 56,893.03	\$ 89,293.87
Northwoods Casino	\$ 1,000.35	\$ 6,780.00	\$ 2,373.00	\$ 3,406.65
Ocean Gaming Casino	\$ 7,304.20	\$ 73,042.00	\$ 25,564.70	\$ 40,173.10
Greyhound Casino & Tavern	\$ 16,701.65	\$ 151,092.00	\$ 52,882.20	\$ 81,508.15
The Poker Room at One Lafayette	\$ 27,515.40	\$ 249,858.00	\$ 87,450.30	\$ 134,892.30
TOTALS:	\$ 261,715.80	\$ 2,527,591.50	\$ 884,657.04	\$ 1,381,218.66

FEBRUARY 2019

Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Lakes Region Casino	\$ 6,948.90	\$ 69,347.00	\$ 24,271.45	\$ 38,126.65
Keene Casino	\$ 6,584.85	\$ 59,436.00	\$ 20,802.60	\$ 32,048.55
Boston Billiard Club & Casino	\$ 59,246.80	\$ 587,108.00	\$ 205,487.80	\$ 322,373.40
Manchester Poker Room & Casino	\$ 30,062.25	\$ 276,161.00	\$ 96,656.35	\$ 149,442.40
Aces & Eights Casino	\$ -	\$ -	\$ -	\$ -
Chasers Poker Room	\$ 80,962.50	\$ 808,021.50	\$ 282,807.53	\$ 444,251.47
Lebanon Poker Room & Casino	\$ 7,038.60	\$ 65,330.50	\$ 22,865.68	\$ 35,426.22
The Governor's Inn	\$ 1,985.70	\$ 18,864.00	\$ 6,602.40	\$ 10,275.90
The River Casino & Sports Bar	\$ 16,364.60	\$ 162,551.50	\$ 56,893.03	\$ 89,293.87
Northwoods Casino	\$ 1,000.35	\$ 6,780.00	\$ 2,373.00	\$ 3,406.65
Ocean Gaming Casino	\$ 7,304.20	\$ 73,042.00	\$ 25,564.70	\$ 40,173.10
Greyhound Casino & Tavern	\$ 16,701.65	\$ 151,092.00	\$ 52,882.20	\$ 81,508.15
The Poker Room at One Lafayette	\$ 27,515.40	\$ 249,858.00	\$ 87,450.30	\$ 134,892.30
TOTALS:	\$ 261,715.80	\$ 2,527,591.50	\$ 884,657.04	\$ 1,381,218.66

MARCH 2019

Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Lakes Region Casino	\$ 9,773.05	\$ 97,419.00	\$ 34,096.65	\$ 53,549.30
Keene Casino	\$ 9,726.55	\$ 93,354.00	\$ 32,673.90	\$ 50,953.55

GAMES OF CHANCE REVENUE BREAKDOWN

Boston Billiard Club & Casino	\$ 74,131.20	\$ 736,322.00	\$ 257,712.70	\$ 404,478.10
Manchester Poker Room & Casino	\$ 33,660.75	\$ 322,084.00	\$ 112,729.40	\$ 175,693.85
Aces & Eights Casino	\$ -	\$ -	\$ -	\$ -
Chasers Poker Room	\$ 94,371.90	\$ 943,719.00	\$ 330,301.65	\$ 519,045.45
Lebanon Poker Room & Casino	\$ 9,246.25	\$ 85,777.50	\$ 30,022.13	\$ 46,509.12
The Governor's Inn	\$ 2,003.80	\$ 17,397.00	\$ 6,088.95	\$ 9,304.25
The River Casino & Sports Bar	\$ 17,405.10	\$ 172,659.50	\$ 60,430.83	\$ 94,823.57
Northwoods Casino	\$ 1,895.80	\$ 17,495.00	\$ 6,123.25	\$ 9,475.95
Ocean Gaming Casino	\$ 7,517.15	\$ 74,901.50	\$ 26,215.53	\$ 41,168.82
Greyhound Casino & Tavern	\$ 20,870.05	\$ 188,861.00	\$ 66,101.35	\$ 101,889.60
The Poker Room at One Lafayette	\$ 31,811.00	\$ 290,976.00	\$ 101,841.60	\$ 157,323.40
TOTALS:	\$ 312,412.60	\$ 3,040,965.50	\$ 1,064,337.94	\$ 1,564,214.96

APRIL 2019				
Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Lakes Region Casino	\$ 7,527.30	\$ 74,786.00	\$ 26,175.10	\$ 41,083.60
Keene Casino	\$ 7,188.45	\$ 65,378.00	\$ 22,882.30	\$ 35,307.25
Boston Billiard Club & Casino	\$ 64,859.70	\$ 644,362.00	\$ 225,526.70	\$ 353,975.60
Manchester Poker Room & Casino	\$ 31,561.45	\$ 298,797.00	\$ 104,578.95	\$ 162,656.60
Aces & Eights Casino	\$ -	\$ -	\$ -	\$ -
Chasers Poker Room	\$ 88,878.10	\$ 888,781.00	\$ 311,073.35	\$ 488,829.55
Lebanon Poker Room & Casino	\$ 8,602.85	\$ 82,184.50	\$ 28,764.58	\$ 44,817.07
The Governor's Inn	\$ 1,667.50	\$ 14,760.00	\$ 5,166.00	\$ 7,926.50
The River Casino & Sports Bar	\$ 18,644.31	\$ 185,674.50	\$ 64,986.08	\$ 102,044.11
Northwoods Casino	\$ 1,633.70	\$ 14,014.00	\$ 4,904.90	\$ 7,475.40
Ocean Gaming Casino	\$ 9,971.95	\$ 99,700.50	\$ 34,895.18	\$ 54,833.37
Greyhound Casino & Tavern	\$ 18,393.80	\$ 168,801.00	\$ 59,080.35	\$ 91,326.85
The Poker Room at One Lafayette	\$ 27,447.40	\$ 251,478.00	\$ 88,017.30	\$ 136,013.30
TOTALS:	\$ 286,376.51	\$ 2,788,716.50	\$ 976,050.79	\$ 1,526,289.20

MAY 2019				
Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Aces & Eights Casino	\$ 369.50	\$ 3,965.00	\$ 1,387.75	\$ 2,207.75
Boston Billiard Club & Casino	\$ 65,953.60	\$ 654,616.00	\$ 229,115.60	\$ 359,546.80

GAMES OF CHANCE REVENUE BREAKDOWN

Chasers Poker Room	\$ 89,864.15	\$ 898,641.50	\$ 314,524.53	\$ 494,252.82
Greyhound Casino & Tavern	\$ 24,001.35	\$ 226,220.00	\$ 79,177.00	\$ 123,041.65
Keene Casino	\$ 7,298.50	\$ 67,712.00	\$ 23,699.20	\$ 36,714.30
Lakes Region Casino	\$ 6,797.90	\$ 67,926.00	\$ 23,774.10	\$ 37,354.00
Lebanon Poker Room & Casino	\$ 10,101.85	\$ 95,892.00	\$ 33,562.20	\$ 52,227.95
Manchester Poker Room & Casino	\$ 29,259.80	\$ 261,911.00	\$ 91,668.85	\$ 140,982.35
Northwoods Casino	\$ 1,693.40	\$ 14,342.00	\$ 5,019.70	\$ 7,628.90
Ocean Gaming Casino	\$ 10,848.10	\$ 108,481.00	\$ 37,968.35	\$ 59,664.55
The Governor's Inn	\$ 1,732.60	\$ 14,461.00	\$ 5,061.35	\$ 7,667.05
The Poker Room at One Lafayette	\$ 26,241.05	\$ 238,986.00	\$ 83,645.10	\$ 129,099.85
The River Casino & Sports Bar	\$ 18,422.45	\$ 183,369.00	\$ 64,179.15	\$ 100,767.40
TOTALS:	\$ 292,584.25	\$ 2,836,522.50	\$ 992,782.88	\$ 1,551,155.37

JUNE 2019				
Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Aces & Eights Casino	\$ 1,892.90	\$ 18,929.00	\$ 6,625.15	\$ 10,410.95
Boston Billiard Club & Casino	\$ 60,600.90	\$ 603,165.00	\$ 211,107.75	\$ 331,456.35
Chasers Poker Room	\$ 78,192.95	\$ 781,110.50	\$ 273,388.68	\$ 429,528.87
Concord Casino	\$ 795.70	\$ 7,798.00	\$ 2,729.30	\$ 4,273.00
Greyhound Casino & Tavern	\$ 20,986.50	\$ 196,741.50	\$ 68,859.53	\$ 106,895.47
Keene Casino	\$ 7,836.00	\$ 74,991.00	\$ 26,246.85	\$ 40,908.15
Lakes Region Casino	\$ 7,137.00	\$ 70,893.00	\$ 24,812.55	\$ 38,943.45
Lebanon Poker Room & Casino	\$ 8,269.30	\$ 74,202.00	\$ 25,970.70	\$ 39,962.00
Manchester Poker Room & Casino	\$ 27,211.80	\$ 255,197.00	\$ 89,318.95	\$ 138,666.25
Northwoods Casino	\$ 2,227.00	\$ 21,285.00	\$ 7,449.75	\$ 11,608.25
Ocean Gaming Casino	\$ 11,772.00	\$ 117,720.00	\$ 41,202.00	\$ 64,746.00
The Governor's Inn	\$ 1,251.70	\$ 10,048.00	\$ 3,516.80	\$ 5,279.50
The Poker Room at One Lafayette	\$ 23,218.70	\$ 212,326.00	\$ 74,314.10	\$ 114,793.20
The River Casino & Sports Bar	\$ 16,301.30	\$ 161,676.00	\$ 56,586.60	\$ 88,788.10
TOTALS:	\$ 267,693.75	\$ 2,606,082.00	\$ 912,128.71	\$ 1,426,259.54

JULY 2019				
Room	Total Tax	Total Revenue	Total Charity Allocation	Total GOE Retained
Aces & Eights Casino	\$ 5,235.90	\$ 51,079.00	\$ 17,877.65	\$ 27,965.45

GAMES OF CHANCE REVENUE BREAKDOWN

Boston Billiard Club & Casino	\$ 58,390.60	\$ 579,361.00	\$ 202,776.35	\$ 318,194.05
Chasers Poker Room	\$ 55,469.80	\$ 549,902.50	\$ 192,465.88	\$ 301,966.82
Concord Casino	\$ 2,208.20	\$ 22,082.00	\$ 7,728.70	\$ 12,145.10
Greyhound Casino & Tavern	\$ 19,792.70	\$ 149,333.00	\$ 52,266.55	\$ 77,273.75
Keene Casino	\$ 6,196.50	\$ 47,332.00	\$ 16,566.20	\$ 24,569.30
Lakes Region Casino	\$ 6,836.15	\$ 65,784.50	\$ 23,024.58	\$ 35,923.77
Lebanon Poker Room & Casino	\$ 9,895.05	\$ 93,016.50	\$ 32,555.78	\$ 50,565.67
Manchester Poker Room & Casino	\$ 26,094.40	\$ 246,186.00	\$ 86,165.10	\$ 133,926.50
Northwoods Casino	\$ 2,339.40	\$ 22,064.00	\$ 7,722.40	\$ 12,002.20
Ocean Gaming Casino	\$ 15,248.20	\$ 148,354.53	\$ 51,924.09	\$ 81,182.24
The Governor's Inn	\$ 1,180.30	\$ 9,864.00	\$ 3,452.40	\$ 5,231.30
The Poker Room at One Lafayette	\$ 21,808.60	\$ 195,229.00	\$ 68,330.15	\$ 105,090.25
The River Casino & Sports Bar	\$ 11,537.40	\$ 114,466.00	\$ 40,063.10	\$ 62,865.50
TOTALS:	\$ 242,233.20	\$ 2,294,054.03	\$ 802,918.93	\$ 1,248,901.90



Retailer Activity Sales Detail



Start Date: 05/28/2019

End Date: 05/28/2019

Chain: ALL

Retailer: 9067

Chain	Retailer	Gross Sales	Returns/ CXLS	Discount Free Play	Net Sales	Subscription		Cash Amount	Commission		Promo		Net Amount
						Sales	CXLS		Sales	Cash	Coupons	Adpts	
Non-Chain Retailers													
9067 - NH LOTTERY TEST PRIVATE #2													
	INSTANT	0.00	0.00	0.00	0.00	0.00	0.00	-10.00	0.00	0.00	0.00	0.00	0.00
	KENO	0.00	0.00	0.00	0.00	0.00	0.00	-30.00	0.00	0.00	0.00	0.00	-10.10
	PICK 3	0.00	0.00	0.00	0.00	0.00	0.00	-30.00	0.00	0.00	0.00	0.00	-30.00
	PICK 4	0.00	0.00	0.00	0.00	0.00	0.00	-167.50	0.00	0.00	0.00	0.00	-30.30
	MEGABUCKS PLUS	0.00	0.00	0.00	0.00	0.00	0.00	-4.00	0.00	0.00	0.00	0.00	-169.18
	POWERBALL	0.00	0.00	0.00	0.00	0.00	0.00	-200.00	0.00	0.00	0.00	0.00	-4.00
	MEGA MILLIONS	0.00	0.00	0.00	0.00	0.00	0.00	-4.00	0.00	0.00	0.00	0.00	-200.00
	LUCKY FOR LIFE	0.00	0.00	0.00	0.00	0.00	0.00	-16.00	0.00	0.00	0.00	0.00	-4.00
	GIWME 5	0.00	0.00	0.00	0.00	0.00	0.00	-8.00	0.00	0.00	0.00	0.00	-16.00
	GIFT GAME	0.00	0.00	0.00	0.00	0.00	0.00	-100.00	0.00	0.00	0.00	0.00	-8.00
	Sub total for 9067:	0.00	0.00	0.00	0.00	0.00	0.00	-669.50	0.00	-3.08	0.00	0.00	-672.58

Balance Forward From Last Week:	
Cash	0.00
Commission	0.00
Coupons	0.00
Adpts	0.00
Sub total:	0.00



Retailer Activity Sales Detail



Start Date: 05/28/2019 End Date: 05/28/2019 Chain: ALL Retailer: 9067

Chain Retailer	Gross Sales	Returns/ CXLS	Discount Free Play	Net Sales	Subscription		Cash Amount	Commission		Promo		Net Amount
					Sales	CXLs		Sales	Cash	Coupons	AdIts	
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total:	0.00	0.00	0.00	0.00	0.00	0.00	-569.50	0.00	0.00	0.00	0.00	-572.58

Check/Non Cash Amount: 0.00

Balance Forward From Last Week: 0.00

-3.08

	Count	Amount
Retailers With Debts:	0	\$0.00
Retailers With Credits:	1	-\$572.58
Retailers With Zero:	0	
Weekly Activity:	1	-\$572.58