

TRI-STATE LOTTO COMMISSION
Minutes of Commission Meeting
February 9, 2024 – 10:30 a.m.

Commissioners:

Ed Flanagan, Commission Chair, VT Lottery
Julie Sheehan, Commissioner, ME Lottery
Debra Douglas, Commissioner, NH Lottery

Others in Attendance:

Charlie McIntyre, NH Lottery	Maura McCann, NH Lottery	Kelley-Jaye Cleland, NH Lottery
Kelly Crockett, NH Lottery	Katie Brown, NH Lottery	Lynda Plante, NH Lottery
Tom Remp, VT Lottery	Tammy Dubreuil, NH Lottery	Jessie Backoff, NH Lottery
Andrew Collier, VT Lottery	Carolyn Dennett, SGI	Calvin Rinck, SGI
Fivi Rondiri, Alchemy3	Tammy Pidgeon, VT Lottery	Douglas Parker, SGI
Carly McDonough, SGI	Ryan Sahr, Intralot	Jeff Savage, Intralot
Sylvia Buzzell, SGI	Byron Peterson, PBL	Amy Tucker, VT Lottery
Molly Whear, GYK Antler	Simran Gulati, Fuseideas	Kelsey Hall, VT Lottery
Skylar Genest, VT Lottery	Kristen Pare, Intralot	Robert Wohland, VT Lottery
Michael Boardman, ME Lottery	Seth LaPointe, SGI	Lisa Rodrigue, ME Lottery
Erle Pierce, Commissioner NH Lottery		

Commission Chair Flanagan called the meeting to order at 10:30 a.m.

1. ACCEPTANCE OF MINUTES FROM November 17, 2023

- Motion was made by Commissioner Douglas for the **Acceptance of Minutes** from November 17, 2023, seconded by Commissioner Sheehan. So voted, unanimous.

2. FINANCE PRESENTATIONS

- **Sales Report DECEMBER 2023 YTD - by Don Wenner, VT Lottery:**
 - **Maine**
FY24 sales through DECEMBER increased 9.31% compared to the same period in FY23. This included an increase in Megabucks of 53.16%, a decrease in Gimme 5 of 2.75%, a decrease in Fast Play of 2.94%, and a decrease in Daily Numbers of 5.16%.
 - **New Hampshire**
FY24 sales through DECEMBER increased 15.59% compared to the same period in FY23. This included an increase in Megabucks of 74.53%, a decrease in Gimme 5 of 10.86%, an increase in Fast Play of 9.88%, and a decrease in Daily Numbers of 3.10%.
 - **Vermont**
FY24 sales through DECEMBER increased 54.25% compared to the same period in FY23. This included an increase in Megabucks of 83.03%, an increase in Gimme 5 of 5.32%, an increase in Fast Play of 61.66%, and an increase in Daily Numbers of 5.21%.

- **Accounting Transition Update - Jim Duris, NH Lottery Commission:**

- Mr. Duris reports the transition of Tri-State is going well. We are fully trained on the payroll. Mr. Duris reported that some of the records have been passed off, and we'll all have access to the banking system now which gives us the ability to see and process payments. The January-end statements are being worked on to go through the month-end process. Ms. Dubreuil, Mr. Wenner, and Mr. Duris are currently working on this end-of-the-month process right now. The next Tri-State meeting will be New Hampshire Lottery presenting the financials. Mr. Wenner and Mr. Duris will be meeting after today's meeting to discuss the transition of Tri-State further. Vermont's Don Wenner was enthusiastic about being in person with his team. He said this allowed more Q&A for the transition of finances, and to meet the finance crew for the New Hampshire Lottery Commission. Ms. McCann had a question about future invoices and where should she be sending them. Mr. Wenner still wants New Hampshire and Vermont to receive them as the transition gets a little more finalized. Chairman Flanagan said it's a difficult process, but it sounds like great progress is being made.

4. MARKETING AND PRODUCT DEVELOPMENT COMMITTEE - Maura McCann, NH Lottery Commission

- Tri-State Megabucks, Ms. McCann says that all three states are doing support of the jackpots currently, be it special posts, website pop-ups, jackpot emails, and the monitors in the stores are displaying these. Overall, Ms. McCann is happy with what they are seeing with sales.
- Mega Millions has a potential game change. We like to keep other multi-states on the radar, because it affects things that we may be working on or slotted for. Mega Millions has a possible change to a \$5 dollar price point. They've given us a date for April 8, 2025, and Ms. McCann said there will be an update to the logo. It's not much different from what we have now, but those changes will come then.
- Ms. McCann said the Cash4Life and Lucky4Life are discussing a Q3 CY25 merger. This would change the prize to \$1 million a year for life. There is an upcoming event in Fort Lauderdale regarding the potential merger.
- There is a multi-state Fast Play game called Jackpot USA on the radar. This is a multi-state game offered by Intralot. There is a possible game launch in the Fall 2024 with Intralot states, and then in January 2025, non Intralot states may be able to join. This is a starting Jackpot of \$1 million.
- Tri-State Ultimate Dash, Ms. McCann said we had our first drawing and awarded the second chance winners. We are all set for that event in Portland Maine, in September 2024.
- Tri-State Golden Spin will launch in May 2024 in all three states. Ms. McCann thanked Chairman Flanagan for signing the go-ahead on the advertising for this event.
- Ms. McCann reported on Scientific Games presenting the Game of Thrones licensed brand. These games offer an omnichannel play options that include Instant tickets, Fast-Play, iLottery, and interactive play on each state's platform or microsite. The survey for New Hampshire players went out to see if they liked the Game of Thrones idea. Ms. McCann will report the results as soon as they come in, to the committee. We are interested in these licensed properties but will know more once the survey comes back. Maine has expressed interest, and Vermont, not so much.

Chairman Flanagan asked to entertain a motion to exercise the first one-year option with Wipfli. Commissioner Douglas moved and seconded by Commissioner Sheehan. All are in favor.

Chairman Flanagan asked to entertain a motion to adjourn. Commissioner Douglas moved, and Commissioner Sheehan seconded. All are in favor.

6. NEXT MEETING -

- Next away meeting at the **Trapp Family Lodge** in Stowe, Vermont, hosted by Vermont from May 15 through May 17 of 2024. Arrival on the evening of Wednesday, May 15, 2024, and departure on Friday, May 17, 2024.

Chairman Flanagan entertained a motion to adjourn, Commissioner Douglas moved, and Commissioner Sheehan seconded. All are in favor. The meeting adjourned at 11:15 a.m.

Ed Flanagan, Commission Chair