



Vermont Board of Liquor & Lottery

February Minutes

Record of the Meeting of the Vermont Board of Liquor & Lottery held on February 14, 2024 via web.

Members Present: Martin Manahan, Chair, Ed Flanagan, Thom Lauzon, Megan Cicio, Sam Guy

Others Present: Wendy Knight, Commissioner; Andrew Collier, Deputy Commissioner; Wesley Lawrence, Jacob Humbert, Katie Fleury, Melissa Heath, Martin Prevost, Raifer Allen, David Hamlin, Tonia Pryce, Michael Welch, Elizabeth Feliciardi, Tanner Palermo, Melanie Gaiotti, Kevin Grealis, Jennifer Czachor, Bojan Brkovic, Josh, Saba Asgedom, Danielle Jensen, Chris Rice, Jake Norway, Rich Morey

Meeting Start: 9:00 am.

Additions/Deletions to the Agenda:

- None

Board Actions on Consent Agenda Items:

- Approve minutes from January 2024 Board Meeting – Moved and approved. motion Thom Lauzon and Megan Cicio unanimous
- Approve licenses issued January 1, 2024 – January 30, 2024 – Moved and approved. Motion Thom Lauzon and Second Megan Cicio, unanimous.

Public Comment:

- None

Licensing:

- None

Enforcement:

- None

Commissioner Comments:

- **Lottery sales year/year up 17% all tickets**
- **Megabucks, pick 3 pick 4, mega millions up 2 times over last year at this time.**
- **Solar Eclipse lottery ticket in honor of the event on 4/8 created along with promotional eclipse glasses.**
- **Liquor sales down 5.5% January over last January, and YTD down 5%**
- **Flash Friday's sales modeled after something Virginia did to increase sales. Good success.**
- **New Agency stores include Wallingford and Thetford. New stores in Poultney, Jericho, Bondville opening soon. Montpelier re-opening this month post flood. Killington, Springfield and W. Dover Out to Bid**



DEPARTMENT OF LIQUOR AND LOTTERY

- **Sports wagering January revenue share was \$1.14M**
- **\$20 million dollars wagered in January**
- **Out of state players account for 53% of the sports wagering activity**
- **Average bet was \$23.50**
- **Still working on Super Bowl data**
- **Revenue to date is well above initial JFO projections.**

Other Business:

- Action Item: Swearing in of new Investigators Elizabeth Felicciardi and Tanner Palermo

Meeting Adjourned: 9:15am

Next Meeting: March 13, 2024