



## **Vermont Board of Liquor & Lottery**

### **March Minutes**

Record of the Meeting of the Vermont Board of Liquor & Lottery held on March 13, 2024 via web.

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

**Others Present:** Wendy Knight, Commissioner; Andrew Collier, Deputy Commissioner; Wesley Lawrence, Skyler Genest, Katie Fleury, Melissa Heath, Raifer Allen, Tonia Pryce, David Hamlin, Kevin Grealis, Chris Rice, Jake Norway, Rich Morey, Tirzha Osmun Palmer

**Meeting Start:** 9:00 am.

### **Additions/Deletions to the Agenda:**

- None

### **Board Actions on Consent Agenda Items:**

- Approve minutes from February 2024 Board Meeting – motion Sam Guy, second Ed Flanagan, unanimous.
- Approve licenses issued February 1, 2024 – February 29, 2024 – motion Sam Guy, second Ed Flanagan, unanimous.

### **Public Comment:**

- None

### **Licensing:**

- None

### **Enforcement:**

- None

### **Commissioner Comments:**

- Lottery sales up 8% week ending March 2, Fast play up 244%
- Raifer Allen did an analysis of lottery sales. Found that FYTD sales were up in all counties except Essex and Orange. Top five counties saw double digit increases.
- Liquor sales up in February 18% YoY due to an extra day of sales on 2/29 Leap Day. Had \$395K in sales that day.
- Montpelier agency soft opening last week; plan for grand opening when store is fully stocked
- Thetford is the new Norwich agency location, Claremont New Hampshire bridge closed for 18 months; looking to see if there is a boost in sales at 802Spirits stores.
- 1.9 million dollars in sports wagering revenue share since its launch – projection of \$7M for FY25
- New warehouse/office. Working on RFP with BGS. Looking at 2-year time frame; in the meantime, BGS will build a new lounge area and bathroom at the current warehouse



- Wesley, Jacob and Skyler attending the NABCA conference in DC. DLL received shout out for our direct to consumer shipping compliance pilot project and also some mentions in national media about DTC shipping issue.
- Lt. Brandon King will be graduating from FBI Academy this week. We are very proud of him!
- Solar eclipse lottery tickets with eclipse glasses will be at stores next week

**Other Business:**

- None

**Meeting Adjourned:** 9:15am

**Next Meeting:** March 13, 2024