

VERMONT LOTTERY COMMISSION

Berlin, VT

August 9, 2017

PRESENT: Commissioners: Sabina Haskell, Chair; Ed Flanagan, Susan Popowski,
Michel Consejo
Staff: Mike Ferrant, Jeff Cavender, Mary Cassani
Guests: Jeff Lipps and Jeff Savage with Intralot, Molly Martin and Steve Mason
with FuseIdeas

The meeting was called to order at 10:30 am.

An announcement was made by the Commission that a new Executive Director has been appointed. His name is Danny Rachek and he will start with us early to mid-November.

ACCEPTANCE OF MINUTES FROM JUNE 21, 2017.

MOTION

A motion was made by Commissioner Consejo to accept the June 21, 2017 minutes as distributed. Motion was seconded by Commissioner Popowski and voted in the affirmative.

MARKETING AND SALES – Jeff Cavender

The year finished off with our instant tickets sales being up again. Sales were a little over 3M dollars.

The 40th anniversary tickets are running double of what the expectation was in their first four weeks.

The Big Event has been narrowed down to two venues right now, the UVM Rec area and the Champlain Valley Fair Grounds. The targeted dates are June 1st or 2nd.

The RFP responses for the Instant ticket vendor and 2nd chance site is due this Friday. We are expecting three of them from the three different vendors, Pollard Banknote, Scientific Games and IGT. The decision will be made prior to September 8.

Wednesday August 30th is our ticket planning meeting.

We are on target for the Mega Millions game change on October 28th. On October 29th is the starting date for the new Fast Play Pro Game Green Mountain Jackpot. The price points for this game are \$2, \$5 and \$10.

BUSINESS OFFICE – Mary Cassani

Our sales for the fiscal year were lower than last year. This was mostly due to very large Powerball jackpot. We did however, do better than target and sent over \$25.5M to the Education Fund.

The auditors were here and completed all of their field work.

The fiscal year budget was presented to the Commission which included a budget comparison of the previous two years.

MOTION

A motion was made by Commissioner Consejo to accept the FY18 budget. Motion was seconded by Commissioner Popowski and voted in the affirmative.

The auditing contract will be going out to bid in September.

The Mega Millions change will affect the subscription holders so we will be sending out letters to all of the subscribers letting them know of the change. Part of the rules change is changing the cost of the ticket. Therefore, all subscriptions will need to be cancelled and the money refunded, and then asking then customer to reapply. The change increases the cost of the ticket from \$1 to \$2.

The NSF policy was reviewed with the Commission and a request was made to vote it into effect.

MOTION

A motion was made by Commissioner Popowski to implement the proposed NSF policy. Motion was seconded by Commissioner Consejo and voted in the affirmative.

SECURITY – Mike Ferrant

Nothing further to add to the report at this time.

INTRALOT – Jeff Lipps

Testing for the Mega Millions change began on Monday. The change is being implemented on October 28th. The new Green Mountain Jackpot Game is also currently undergoing testing.

The Ilook app for the sales reps that will be on their ipads should be installed in the third quarter of this fiscal year.

FUSEIDEAS - Molly Martin

Created all of the 40th anniversary radio and tv ads, and now are shifting their attention to the Big Event support coming up in June.

ACCEPTANCE OF REPORTS

MOTION

A motion was made by Commissioner Flanagan to accept the reports as presented. Motion was seconded by Commissioner Popowski and voted in the affirmative.

MOTION

A motion was made by Commissioner Popowski to move into an executive session to discuss a personnel matter and a contractual matter at 12:07 pm. Motion was seconded by Commissioner Consejo and voted in the affirmative.

MOTION

A motion was made to move out of executive session at 12:33 pm. Motion was seconded and voted in the affirmative.

MOTION

A motion to adjourn was made by Commissioner Consejo at 12:33 pm. Motion was seconded by Commissioner Popowski and voted in the affirmative.

A handwritten signature in cursive script that reads "Sabina Haskell". The signature is written in black ink and is positioned above a horizontal line.

Sabina Haskell, Chair