

VERMONT LOTTERY COMMISSION  
Berlin, VT  
October 18, 2017

PRESENT: Commissioners: Sabina Haskell, Chair; Ed Flanagan, Bob Campo,  
Michel Consejo, Susan Popowski  
Staff: Danny Rachek, Executive Director; Mike Ferrant, Jeff Cavender, Mary Cassani,  
Mary Vaupel  
Guests: Karl Fortman, Jeff Savage and Cara Salvatore with Intralot

The meeting was called to order at 9:00 am.

**ACCEPTANCE OF MINUTES FROM SEPTEMBER 20, 2017.**

**MOTION**

A motion was made by Commissioner Campo to accept the September 20, 2017 minutes as distributed. Motion was seconded by Commissioner Consejo and voted in the affirmative.

**MARKETING AND SALES** – Jeff Cavender

The marketing team is gearing up for the holiday season with the holiday scratch tickets hitting the streets on Friday, October 20, 2017. The holiday media is being finished up and is scheduled to begin airing in the second week of November.

Altos will be making some changes to the website. These changes will mainly be in the backend of the site and will be unnoticeable to the public.

Testing is currently underway for the Mega Millions game change.

The new Fast Play Pro game called Green Mountain Jackpot is scheduled to roll out on 10/29/17.

A contract with the Expo Center for the Big Event on June 1, 2018 should be completed by the end of this week.

**BUSINESS OFFICE** – Mary Cassani

Total sales for September were higher than last September in all games due to an additional week of sales. This September had 5 weeks of sales versus last year's 4 weeks.

Cost of sales for September were higher than last year due to the higher overall prize expense, commissions, and vendor fees due to higher sales from the extra week.

Operating expenses for September were lower than last year. Net profit for September was higher than last year but lower than projected. Net profit YTD was higher than last year and higher than expected.

The draft budget for FY18 was handed out and discussed. When it was submitted to the budget analysts, they requested the starting budget to be lowered by \$1800.

#### **SECURITY** – Mike Ferrant

Mike announced that on Monday he accepted a new position as the Committee Services Supervisor at the Office of Legislative Council. His last day here at the Lottery will be Friday, October 27<sup>th</sup>.

The building improvements are continuing and almost complete. There is a new cement pad being installed in the warehouse at the locking dock. The new security cameras will be installed prior to his departure.

The semi-annual fail over testing that runs out of our disaster recovery site in Ohio ends tonight and then it will be switched back over to Vermont.

#### **INTRALOT** – Karl Fortman

The UAT testing for the Mega Millions game change is currently being tested and should be finished up by the end of the week.

The tech team will be out in the field next week installing the new graphics and signage in support of the Mega Millions and Green Mountain Jackpot change.

#### **INFORMATION ITEMS**

A discussion was had regarding the changing of the Lottery's statute to allow an abbreviated process for lottery game rule changes rather than go through the full rules change process. The wording of the new statute 654a has been submitted for consideration in the upcoming legislative session.

#### **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.

#### **OTHER BUSINESS**

An update on the progress of the task force and the merger were given with questions and a discussion that followed.

##### **MOTION**

A motion was made by Commissioner Campo to move into an executive session to discuss a contractual matter at 10:30 am. Motion was seconded by Commissioner Popowski and voted in the affirmative.

MOTION

A motion was made to move out of executive session at 10:53 am. Motion was seconded and voted in the affirmative.

MOTION

A motion to adjourn was made by Commissioner Consejo at 10:54 am. Motion was seconded by Commissioner Popowski and voted in the affirmative.



Sabina Haskell, Chair