

VERMONT LOTTERY COMMISSION
Berlin, VT
November 15, 2017

PRESENT: Commissioners: Sabina Haskell, Chair; Ed Flanagan, Bob Campo,
Michel Consejo
Staff: Danny Rachek, Executive Director; Jeff Cavender, Mary Vaupel
Guests: Karl Fortman, Jeff Savage and Cara Salvatore with Intralot, Rick Barnett and
Justin Wicks with CARTER

The meeting was called to order at 9:03 am.

ACCEPTANCE OF MINUTES FROM OCTOBER 18, 2017.

MOTION

A motion was made by Commissioner Consejo to accept the October 18, 2017 minutes as distributed. Motion was seconded by Commissioner Flanagan and voted in the affirmative.

MARKETING AND SALES – Jeff Cavender

The Pollard contract is in the early stages and the initial draft is currently with the AG's office. Pollard Banknote will be coming to the Lottery on December 13th to talk about plans and strategies for the next 2-4 years.

The Powerball PowerCruise 2 sole source contract with Alchemy 3 is at the Budget and Finance awaiting their approval.

There was a disclaimer added to the home page of the Problem Gambling website that lets the public know that CARTER is a private organization and not part of the Vermont Lottery.

The instant tickets are doing well. The reorder of the 40th anniversary \$5 and \$10 price points arrived yesterday. These additional tickets should last through March.

The new Fast Play Pro game called Green Mountain Jackpot has been launched. This game includes a \$2, \$5 and \$10 price points. This is the first time that a \$10 price point has been introduced and it has been very successful so far. There was \$160,000 in sales in the first 2 weeks of sales for the new game.

There is a site visit scheduled for December 5th at the Champlain Valley Fairgrounds to meet staff and contractors to determine what the space will ultimately look like for The Big Event.

The holiday TV spot was shown to the Commission.

CARTER – Rick Barnett and Justin Wicks

Rick and Justin introduced themselves to the Commission. They gave a brief explanation of what they do, and updated the Commission on things that are happening within the organization and the trainings that they have attended as well as hosted.

INTRALOT – Karl Fortman

Intralot completed the release for the Mega Millions game change and Green Mountain Jackpot. The first release of 2018 contains the iLook software for the sales reps iPads.

The WinStations are being rewrapped. The reskinning process will take place throughout the winter.

Intralot is also currently working on the TriState holiday promo scheduled for 12/17-23

ACCEPTANCE OF REPORTS

MOTION

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

OTHER BUSINESS

Danny Rachek gave an update to the Commission on what he has been working on since he began his position as the new Executive Director.

Sabina Haskell gave an update on the progress of the task force and the merger with questions and a discussion that followed.

MOTION

A motion to adjourn was made by Commissioner Consejo at 10:51 am. Motion was seconded by Commissioner Campo and voted in the affirmative.

A handwritten signature in black ink, appearing to read 'Sabina Haskell', written over a horizontal line.

Sabina Haskell, Chair