

VERMONT LOTTERY COMMISSION
Berlin, VT
March 21, 2018

PRESENT: Commissioners: Sabina Haskell, Chair; Ed Flanagan, Michel Consejo
Staff: Danny Rachek, Executive Director; Jeff Cavender, Brian McLaughlin, Mary Cassani,
Mary Vaupel
Guests: Karl Fortman, Jeff Savage and Cara Salvatore with Intralot, Steve Mason with
Fuseldeas via conference call

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

ACCEPTANCE OF MINUTES FROM FEBRUARY 22, 2018.

MOTION

A motion was made by Commissioner Consejo to accept the February 22, 2018 minutes as distributed. Motion was seconded by Commissioner Flanagan and voted in the affirmative.

MARKETING AND SALES – Jeff Cavender

Things are still going very well overall in sales. Last week sales were down slightly in Powerball due to the storm, but overall it was still a positive week.

During a Powerball and Mega Millions jackpot run last week, the Powerball jackpot was won on Saturday in Pennsylvania.

April 6th will be the third and final drawing for the Big Event. This is the last chance for players to enter to win an invite traditionally. Between April 9th-11th there will be drawings for invites for 25 subscribers, 25 Facebook participants, and each sales rep has up to 10 invites to distribute to players or agents who were unable to get an invite through traditional means. Following the drawings, there will be a VIP list created and, at that point, the invite list will be complete.

The 40th anniversary family of tickets sold well enough in their original debut that additional tickets were re-ordered for the \$5 and the \$10 price point. This gave a total of approximately 3.4 million tickets printed with 3.2 million tickets having been sold. These tickets alone account for \$13 million in sales since their debut in July.

The Patriots ticket is on the schedule for August. More information regarding this ticket to follow.

The New Hampshire Powerball winner came forward and claimed their prize anonymously.

BUSINESS OFFICE REPORT – Mary Cassani

Sales are doing well, and we should be able to hit our target for the year.

Our Lucky For Life second tier prize winner came in and claimed his prize and he chose the cash option.

SECURITY OFFICE REPORT – Brian McLaughlin

Currently still collaborating with the Liquor department to combine background checks in order to save both of the departments money and streamline the process.

New racks were installed in the warehouse and have made much needed useable space.

There will be an amber alert test going out on Friday.

There were tickets stolen from a Manchester store. The value was approximately \$300 worth. The suspect was apprehended when they attempted to cash one of those tickets which was a winner. The entire process and reaction time was smooth and successful which led to the quick apprehension of the suspect.

DIRECTORS REPORT – Danny Rachek

For the past month Jeff, Mary, Sylvia and Danny have all been meeting with consulting companies to assist in the process in creating the RFP for the Lottery's next gaming vendor. The contract is set to expire on June 30, 2020. However, beginning approximately a year prior to the expiration of the contract the Lottery will begin to implement the new systems and complete all the testing for the new systems. The preparation for the new contract, the review of the proposals, and then the implantation of the new system will be a significant time drain on the small Lottery staff.

Next week Danny will be traveling to Miami for to attend the PGRI- Smart Tech Conference and to attend a MUSL- Audit Committee meeting. Danny will be away from the office for the week.

This past month Danny attended more testimony with the legislature. There was nothing significant to report from these meetings.

There was a meeting with Patrick Delaney last week to discuss the upcoming merger of the two departments. It is currently planned to have a meeting with him every other week until the merger takes place. The Liquor Department is anxious to get moving on a new building and would like to put together a task force to figure out where and when that will take place. The location of the new building is the biggest concern for the VLC due to the MUSL requirement of the ICS employees residing within an area that has a 30-minute response time to the building.

INTRALOT – Karl Fortman

The tax changes have been pushed into the UAT. Still having trouble with the iLook software. It is not communicating properly to retrieve data. It is unknown at this time when this software will become available for use.

The transfer panel that was installed was defective. After it was installed and they attempted to go back to street power, they discovered the switch was defective. A new one is scheduled to arrive on March 29th and the changing of the switch will be scheduled as soon as it gets here. Therefore, we are still running on our disaster recovery.

Intralot is working with Jeff on a survey project for this spring. A demographic study was conducted in 2016. Due to the absence of an executive director, there was no study done in 2017. This year's survey will be geared toward legislative issues and the preliminary results should be available by June 1st of this year.

FUSEIDEAS – Steve Mason

The focus currently for FuseIdeas is the Big Event. Steve gave an update on the planning of the event. The majority of all the details have been taken care of. There are just a couple of items to finish up and things will be ready to go.

ACCEPTANCE OF REPORTS

MOTION

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

MOTION

A motion was made by Commissioner Consejo to move into executive session at 9:57 am. Motion was seconded by Commissioner Flanagan and voted in the affirmative.

MOTION

A motion was made to move out of executive session at 10:34 am. Motion was seconded and voted in the affirmative.

There was a discussion regarding the status of the merger and what direction the lottery will ultimately be headed.. There are a number of unanswered questions.

MOTION

A motion to adjourn was made by Commissioner Consejo at 10:37 am. Motion was seconded by Commissioner Flanagan and voted in the affirmative.



Sabina Haskell, Chair