

VERMONT LOTTERY COMMISSION
Berlin, VT
May 16, 2018

PRESENT: Commissioners: Sabina Haskell, Chair; Ed Flanagan, Michel Consejo, Robert Campo, Susan Popowski
Staff: Daniel Rachek, Executive Director; Jeff Cavender, Mary Vaupel, Mary Cassani, Brian McLaughlin
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 APRIL 18, 2018.

MOTION

A motion was made by Commissioner Consejo to accept the April 18, 2018 minutes as distributed. Motion was seconded by Commissioner Popowski and voted in the affirmative.

CARTER, INC – Rick Barnett and Justin Wicks

CARTER gave an update on their submission of the quarterly reports. An addiction conference was held by CARTER on April 28th with a wide variety of attendees. A discussion was had regarding the scope of gambling and where lotteries fit within that range.

MARKETING AND SALES – Jeff Cavender

There are seven weeks left in this fiscal year and sales are doing very well. The potential to reach \$100M in sales for instant tickets is reachable.

A presentation to the Commissioners on what the 'Big Event' will look like was shown and discussed. This included event details and what to expect that evening.

BUSINESS OFFICE REPORT – Mary Cassani

Total sales for April were lower than last year due to an additional week of sales last year compared to this year. Despite the extra week of sales last April, MegaMillions sales were still higher than last April due to higher jackpots this year.

We are on target to make our profit estimate. The administration is looking for \$25.2M and we will make that target as well.

The auditors for Tri-State were here last week and did not have any issues. They will be back on July 16th. The Vermont auditors will be here next week for a day, and they will come back on June 29th when the inventory in the warehouse is counted. Their scheduled field work is to come back on July 30th.

SECURITY OFFICE REPORT – Brian McLaughlin

Brian attended a security symposium in Georgia last week and made some good contacts with other lottery security personnel.

Preparations are currently going on for the annual MUSL certification that will take place on June 30th.

DIRECTORS REPORT – Danny Rachek

A discussion was had with the commission regarding Danny's task of reporting to the Governor his response to the VTDigger article, and potential areas where procedures could be updated in the future by adding more security measures and more privacy.

The commission was updated on the legislation of the merger and the testimony that Danny gave last week. The bill has been tabled at this time, but there is still potential for movement in the event there is a special session.

There is a director's conference in Portland Maine that Danny will be attending in June.

INTRALOT – Karl Fortman

The broken transfer switch was replaced last week and the transfer from the disaster recovery to production within the next three weeks, currently scheduled for June 10th.

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

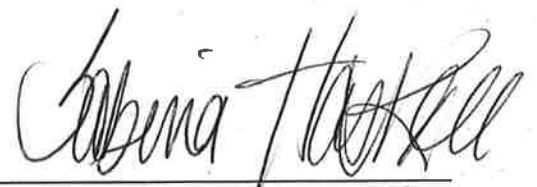
A motion was made by Commissioner Flanagan to move into executive session at 9:59 am to discuss a contractual matter. Motion was seconded by Commissioner Popowski and voted in the affirmative.

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 Flanagan at 10:54 am. Motion was seconded by Commissioner Popowski and voted in the affirmative.



Sabina Haskell, Chair