

VERMONT LOTTERY COMMISSION
Berlin, VT
June 20, 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 with Intralot

The meeting was called to order at 9:32 am.

ACCEPTANCE OF MINUTES FROM MAY 16, 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.

MARKETING AND SALES – Jeff Cavender

Jeff gave a recap of the Big Event for the 40th anniversary along with photos from the evening. A video will be coming soon.

There are 10 days left to go until the end of the fiscal year and the total sales are higher than they have ever been, as well as sales for instant tickets are higher than they have ever been. We will likely hit the \$100M mark for instant tickets.

The net profit will be at a record high this year.

BUSINESS OFFICE REPORT – Mary Cassani

The record net profit was in FY16 at \$26.4M, this year we will create a new record and surpass that net profit amount.

SECURITY OFFICE REPORT – Brian McLaughlin

The MUSL annual certification is due June 30th of this year. We are well on our way to being compliant, just waiting on one thing that is currently being looked at. There should be no issues meeting the expectations of MUSL.

Brian attended the 3-day Homeland Security training for emergency preparedness. We will begin doing more drills to increase our preparedness for an emergency. A year long plan will be developed with those kinds of drills and exercises.

Went up to Newport area and performed some agent compliance checks. All of which returned positive results.

DIRECTORS REPORT – Danny Rachek

Submitted and met with the Governor to discuss his report. The Governor was very supportive and completely understood the Lottery.

In the merger bill there is a directive to have a report submitted by the new Commissioner of Liquor and Lottery regarding the security at our Lottery agents.

Danny attended a NASPL MUSL conference last week, along with the Tri-State meeting at the end of the week.

The process in developing an app has begun. There is a conference call this afternoon with our ticket vendor regarding the process.

John Donahue, CEO for Intralot, was here last week to discuss some of the issues we are having. There are also some new sports betting machines that he introduced to the Lottery.

INTRALOT – Karl Fortman

Release number 2 for the year is in development. This release will be done to clean up some minor little issues.

The data center is currently fully staffed.

Intralot is standing by to do whatever may be necessary in the event that the state does come to a shut down.

The SOC audit is underway. This audit is performed yearly by an outside auditing agent.

Intralot is continuing to monitor the possible UPS strike in August, to maintain business continuity if the strike should take place.

ACCEPTANCE OF REPORTS

MOTION

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

MOTION

A motion to adjourn was made by Commissioner Flanagan at 10:02 am. Motion was seconded by Commissioner Campo and voted in the affirmative.

Sabina Haskell, Chair